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EnergoFichtner

your reliable partner in power industry

General Information



CONSULTING & IT



ENERGY



ENVIRONMENT



WATER & INFRASTRUCTURE



The FICHTNER Group
Engineering and Consulting
Worldwide



Fichtner Group General Information

Established in 1922, the Fichtner Group is now Germany's biggest independent engineering and consultancy enterprise active in the country and abroad

Established in 1922 – still a family-owned business

Germany's biggest independent engineering and consultancy

Number of employees:

| | |
|-------------------------|--------|
| Head office (Stuttgart) | ~ 400 |
| Joint ventures | ~ 1300 |
| <u>Total</u> | ~ 1700 |

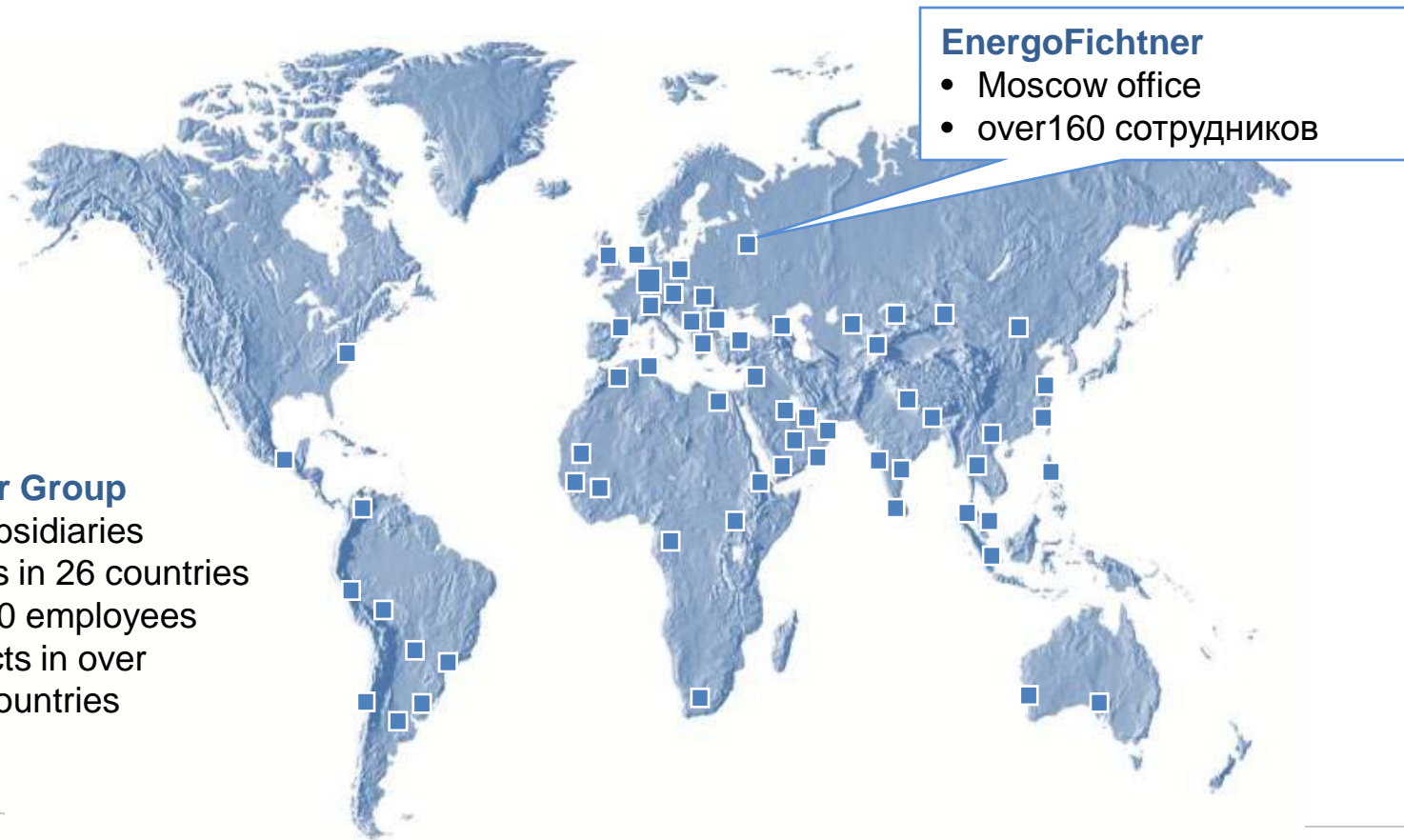
Turnover in 2008

| | |
|-------------------------|------------|
| Head office (Stuttgart) | 136 m Euro |
| Joint ventures | 95 m Euro |
| <u>Total</u> | 231 m Euro |

Over 600-650 ongoing projects amounting to 30 bn Euro – around 650 in our Home Office.
Worldwide, Fichtner Group of companies conducts about 1300 different projects with the total investment volume of 50 bn Euro.

Fichtner worldwide presence

The Fichtner Group incorporates 16 subsidiaries and 26 international offices around the world. Fichtner pays particular attention to Europe, Asia, Africa and Middle East.



Fichtner Group

- 16 subsidiaries
- offices in 26 countries
- ~ 1700 employees
- projects in over 100 countries



EnergoFichtner Expertise Highlights



EnergoFichtner: engineering and consulting in the changing power industry

**Established in Autumn 2004 by Fichtner GmbH & Co. KG to serve
energy markets of Russia and the CIS**

A rapidly growing independent engineering and consulting firm

**Highly qualified staff of
EnergoFichtner**



**Competence and expertise
of the Fichtner Group**

**References from leading Russian and international companies
working on Russia's energy market**



Area of expertise: Power generation

- **gas and combined-cycle power plants,**
- **coal-fired power plants,**
- **liquid-fuel power plants,**
- **heating plants (CHPPs),**
- **boilers,**
- **utility power plants,**
- **power distribution schemes**

Significant capabilities and experience of the Fichtner Group, high qualification and extensive knowledge of Russia specifics of EnergoFichtner experts have been proved in hundreds of successful projects in design, engineering and technical support of investment projects, consulting and auditing energy generation facilities. The total capacity of power projects which have been put into operation with the participation of Fichtner companies' experts exceed 300 000 MW. Only in Russia the company took part in over a third of the projects under the investment program of RAO UES of Russia in 2006-2009

Engineering at all phases of your project:



Area of expertise: Power transmission and distribution

- high-voltage grids,
- power lines,
- substations,
- switchgears,
- control systems,
- management systems.

Having entered grid design market, the company is deeply involved in the development of its electrical division. At present EnergoFichtner is implementing a number of projects related to voltage class of 500 kV and above, in particular high voltage transmission line in southern Russia which is expected to be built to provide electricity for the 2014 Sochi Olympic Games.

Engineering at all phases of your project:



Area of expertise: Environment, energy efficiency, renewables & infrastructure

- hydroelectric power plants (HPP and PSPP) and stations on other renewable sources of energy,
- waste incineration plants,
- waste water treatment units and water treatment systems,
- environmental and energy efficiency issues;
- infrastructure and communication facilities.

Over the years the Fichtner Group has gained extensive experience in environmental projects, energy conservation projects and energy efficiency.

Engineering at all phases of your project :



Area of expertise: Consulting

- **business-consulting,**
- **investment substantiation studies, feasibility studies, business plans,**
- **technical and economic assessment and audit,**
- **organisation of tenders,**
- **engineering and technical support and supervision of investment projects.**

EnergoFichtner provides a wide range of services in consulting and expertise. EnergoFichtner consultants are highly qualified professionals in technical and economic issues of construction in power industry.

Consulting at all phases of your project :



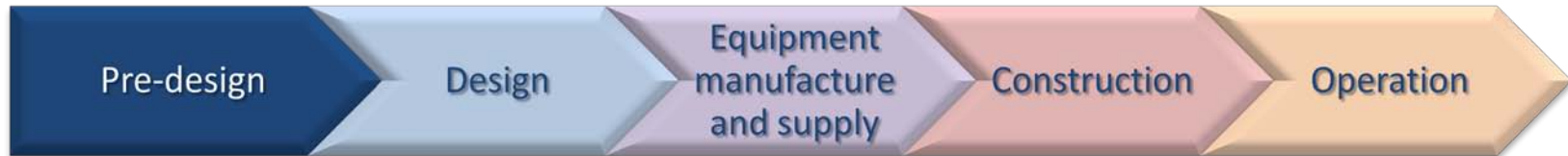
Areas of activity (as per project phases)



- infrastructure analysis, technological process optimisation, feasibility study, consulting in choosing technology or equipment;
- SWOT analysis, development or assessment of business plans;
- assessment of investment requirements (capital expenditures);
- analysis of socio-economic feasibility and effectiveness of the project, searching for consumers, review of similar projects;
- development of financial and economic model of the project;
- budgeting, profitability assessment;
- development of preliminary feasibility study.



Areas of activity (as per project phases)



- comprehensive due diligence, including technology, economy and environmental issues of the project;
- business consulting, including advice on organisational structure, budget expertise and the analysis of the competition;
- market analysis and market forecasts;
- data collection and the analysis of the information regarding the volume and dynamics of generation and sales;
- market and technical risk analysis, development of preventive measures.

Areas of activities (as per project phases)



- development of feasibility study;
- development of construction, electrical and mechanical sections of power facility design;
- development of project management solutions;
- development and expertise of tender documentation, including equipment requirements, terms of reference, contracts, the Owner's support during competitive negotiations, evaluation of bids.

Areas of activity (as per project phases)



- recommendations on the choice of main equipment;
- control of equipment manufacture and supply;
- quality assurance of equipment manufacture;
- purchase of equipment, subcontracting;
- improvement of equipment effectiveness;
- increase of equipment availability.

Areas of activity (as per project phases)



- engineering and technical support of the investment project;
- management of construction and installation works;
- field supervision;
- technical monitoring of the investment project realisation;
- financial control of investment project implementation.

Areas of activity (as per project phases)



- comprehensive due diligence: technical, economical and environmental consulting;
- evaluation of physical condition of the equipment;
- development of proposals for reconstruction or modernisation;
- eco-management, compliance test;
- analysis of operating costs;
- evaluation of staff qualification;
- training and professional development of staff.

Quality management

The Fichtner Group maintains high quality standards in its work in order to achieve its paramount goal of gaining a positive reputation among its clients. The company's careful approach to recruitment and continuous development of quality management system at all phases contributes to its quality at all work phases – from the conception of the project to its thorough execution and quality assurance upon the project completion.





EnergoFichtner References overview



Experience overview

More than a hundred projects over the last 3 years

Due diligence of over 50 CHPs

Comprehensive expertise of over 30 pre-feasibility, feasibility studies and business plans

Development of concepts and bank pre-feasibility studies for over 20 investment projects

Technical support for over 12 investment projects

Long-term consulting services for over 20 major power and investment companies

Success of our customers is our success

High qualification of EnergoFichtner team, experience and knowledge of the Fichtner Group, one of the world leaders of power engineering

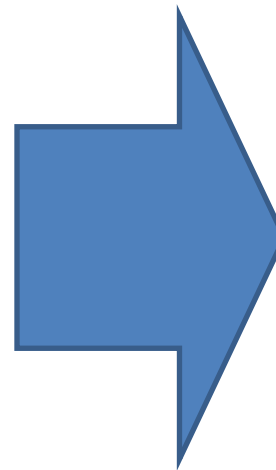
Integral view of the project : technical, economical and environmental consulting, ensuring a predictable result and high efficiency of the project implementation

Diligent work, lack of affiliation with the equipment manufacturers and large financial groups

A wide range of engineering and consulting services, including design, development and examination of feasibility studies, engineering support of project, organisation of tenders, marketing research, business consulting and so on

Dozens of projects implemented in Russia.

References of leading companies, working on Russia's energy market



Our customers

