



# Energy and Utilities Advisory Services

ADVISORY

## About KPMG

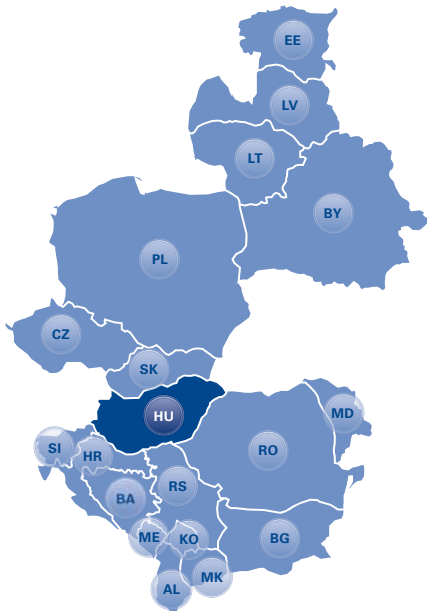
KPMG is a global network of professional member firms providing Audit, Tax and Advisory services with a strong industrial focus. We operate in 146 countries and have 140,000 people working in member firms around the world.

KPMG's Global Energy and Natural Resources (ENR) practice is organized through a global leadership team aligned with member firms' ENR practices. KPMG has strategically located Centers of Excellence (CoE) throughout the world with outstanding coverage of the Oil & Gas, Power & Utilities, and Mining & Forestry sectors.

The KPMG Energy & Utilities advisory practice located in Budapest, Hungary is a KPMG Global Power & Utilities CoE.

## KPMG's Energy & Utilities Advisory Services in Central and Eastern Europe

### KPMG Offices in the CEE Region



Our regional practice of 50 energy industry specialists provides advisory services related to strategy, mergers & acquisitions, corporate finance, restructuring, risk management and regulatory matters all across the CEE region.

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**We provide complex advisory services to all of the links in the value chain, as illustrated by the following references:**

#### Strategy

- Market analysis and forecasting within the Central and Eastern European energy sector
- Overview of the European regulatory regimes and industry models
- Impact assessment of regulations
- Regulated price setting methodology
- Detailed industry benchmarking studies
- Assistance with national energy policy creation
- Customer segmentation, competitive product development, sales channel development
- Unbundling strategies
- Financial modeling

#### Operational

- Development of detailed domestic operational models and regulatory regimes
- Tariff structure and calculation modeling
- Finance function and key performance indicators development
- Energy trading function development
- Maintenance function development
- Organization development and cost optimization
- Support of regulatory cost reviews
- Solution for financial management of assets' maintenance and renewal
- Solution for the monitoring, management and motivation of work crews in the terrain
- Predicting weather dependent time series in the energy sector

#### Transactions

- Initial feasibility study
- Financial and commercial forecasts
- Mergers and acquisition planning and implementation support
- Preparation of energy procurement, tender preparation, bid evaluation, contracting support
- Assistance with tendering and license acquisition
- Project coordination involving engineering and law firms
- Investor search

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