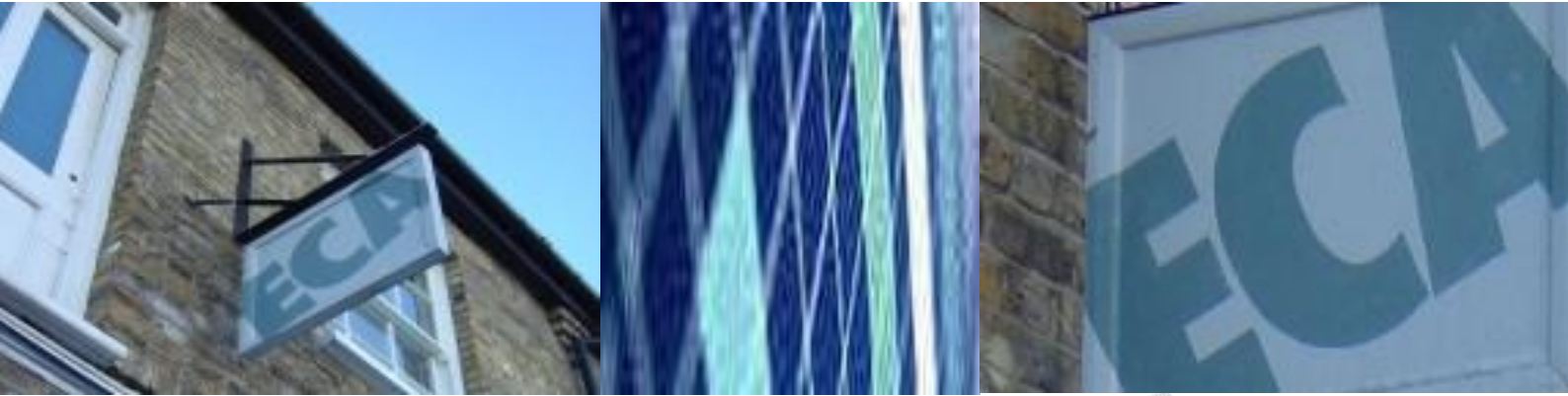


# ECA

ECONOMIC  
CONSULTING  
ASSOCIATES



solutions for infrastructure

# ECA

ECA provides economic consulting advice in infrastructure services for utilities, investors, governments, regulators and financial institutions worldwide.

## Introducing ECA

ECA has undertaken more than 200 assignments in over 40 countries since 1997. A small selection of these are shown here

### East Asia Energy Security

For a World Bank flagship study, we prepared 20-year projections of energy supply security and environmental outcomes for major emerging East Asian economies under alternative policies.

### Thailand Fuel Mix Strategy

For the Ministry of Energy, we advised on the optimal fuel mix, balancing security, affordability and sustainability objectives.

### India PPP Toolkits

We are working with the Department of Economic Affairs to prepare web-based toolkits to assist practitioners with all stages of PPP in infrastructure, including project identification, structuring, tendering, negotiation and implementation.

ECA was formed in 1997 to provide economic and regulatory consulting services to industry and government. Since then, we have undertaken more than 200 assignments in over 40 countries, covering large and small developed and emerging markets on all continents.

Our core team of 15 professionals is based in offices in London, Bangkok and Auckland. All permanent staff members hold qualifications in economics, engineering or both, supplemented by many years practical experience. They are supported by an established network of associates with legal, technical and financial expertise.

Our approach is focused on providing structured solutions supported by rigorous quantitative analysis drawing in particular on the conceptual insights offered by economics.

ECA's experience has traditionally been strongest in the energy sector but the firm has recently strengthened its expertise in water and urban services with new senior team members. We also have highly relevant experience in multi-sector work including telecoms and transport.

Our wide range of services can be grouped into five main areas:

- ❑ Policy and strategy advice
- ❑ Markets and regulation
- ❑ Pricing and cost analysis
- ❑ Investment planning and financing
- ❑ Restructuring and institutions

### ECA's global experience



## Our services

### **Capacity Building for the Egyptian Water and Wastewater Regulatory Agency**

We worked with the newly-established regulator to develop a tariff review framework in which water utilities are given on-going incentives to improve their performance.

### **Western Balkans Sustainable Energy Financing**

For the EBRD, we are leading a multi-national project identifying RES and energy efficiency investment opportunities across the Western Balkans and advising on the institutional reforms required to support these.

### **Ukraine Wholesale Electricity Market**

Working with the electricity regulator, we detailed the design for the new wholesale market and subsequently are supporting its implementation.

### **Strategy and policy advice**

We provide strategy advice to companies and policy advice to governments, working at various levels. Recent examples include the role of the infrastructure sector in alleviating the impacts of the global economic downturn on Botswana, the optimal future fuel mix for Thailand and actions for emerging East Asian economies to improve environmental sustainability and energy supply security.

### **Markets and regulation**

Our market and regulation services are concentrated in the energy sector. We have advised companies with independent generation plants on the commercial implications for them of a particular market design. Our advice and support to governments and regulators includes conceptual design, impact analysis, drafting rules and operational assessments for energy markets, network access conditions and connections. In Turkey, for example, we worked with the regulator to develop the initial electricity market design manual. Over five years later, we continue to support the evolving market, most recently on the design of a capacity support mechanism.

### **Pricing and cost analysis**

Pricing and cost analysis is at the heart of much of our work for both private companies and public sector clients — estimating the costs of service and designing tariff structures to recover these in an economically efficient manner.

With the increasing spread of liberalised markets, our expertise has extended beyond such traditional pricing studies, to include analysis of the impacts of pricing systems on market competition, customer behaviour and the environmental outcomes. We also advise on addressing affordability concerns including support to low-income households and linking subsidies to the delivery of outputs.

### **Investment planning and financing**

Our investment expertise is grounded in detailed economic and financial analysis of markets. Recent example analyses include a bankable market study of gas storage in Central Europe and the assessment of the benefits of a Black Sea electricity 'ring'. This expertise is supplemented by our experience in designing public and private financing structures.

### **Restructuring and institutions**

We advise on both broader institutional design and the structuring of individual agencies and programmes. In countries including Cyprus, Malawi and Tanzania we have analysed the benefits of unbundling integrated energy companies. For governments in Cambodia, Indonesia and Macedonia, we have designed institutional arrangements to deliver local infrastructure services. In Bulgaria, Egypt and Kenya we have helped regulatory agencies in defining their organisation, strategies, budgets and staffing needs.

### **United Kingdom Social Tariffs**

We reviewed the costs and benefits of mandatory social tariffs for energy customers and how these might be implemented without undermining the competitive energy market.

### **Egypt Time of Use Pricing**

We prepared new time-of-use prices for electricity customers accompanied by contracts designed to create incentives for demand-shifting by major energy consumers.

### **Yemen Urban Water Affordability**

We have developed an output-based aid mechanism to deliver subsidies for private sector investment in water supply services in un-served and under-served areas near major cities.

## **Clients**

### **Companies and enterprises**

AES Corporation (United Kingdom)  
 BG Storage and BG Transco (United Kingdom)  
 EdF Energy Networks (United Kingdom)  
 Egyptian Electricity Holding Company  
 Electricity Authority of Cyprus  
 Electricity of Vietnam  
 Elektroprivreda Srbije (Serbia)  
 EnTec Inc (United Kingdom)  
 Energiaki Thessalonikis S.A. (Greece)  
 GDF SUEZ  
 Georgian International Oil Corporation  
 HE&D (Greece)  
 Kenya Power & Light Company  
 Logica (United Kingdom)  
 Mytilineos S.A. (Greece)  
 Nigerian National Petroleum Corporation  
 National Transmission and Dispatch Company (Pakistan)  
 PetroBangla  
 PetroVietnam  
 Saudi Aramco  
 Shell / SPDC (Nigeria)  
 SNC-Lavalin (Canada)  
 State Power Corporation (China)  
 TXU Eastern Power and Energy Trading Ltd (United Kingdom)  
 Zimbabwe Electricity Supply Authority

### **International financing institutions and agencies**

Agence Française de Développement  
 Asian Development Bank  
 Department for International Development (United Kingdom)  
 European Agency for Reconstruction  
 European Bank for Reconstruction and Development  
 European Commission  
 Global Environment Facility  
 Global Gas Flaring Reduction  
 Global Partnership for Output-Based Aid  
 GTZ (Germany)  
 Infrastructure Consortium for Africa

Japanese Bank for International Co-operation  
 KfW (Germany)  
 Know How Fund (United Kingdom)  
 Public-Private Infrastructure Advisory Facility  
 World Bank Group

### **Regulators**

Agency for the Regulation of Natural Monopolies (Kazakhstan)  
 Commission for Energy Regulation (Ireland)  
 Croatian Energy Regulatory Agency  
 Egyptian Water Regulatory Authority  
 Electricity Authority of Cambodia  
 Electricity Regulatory Authority of Vietnam  
 Energy Market Regulatory Authority (Turkey)  
 Energy Policy and Planning Office (Thailand)  
 Energy Regulatory Authority (Mongolia)  
 Energy Regulatory Commission (Armenia)  
 Energy Regulatory Office (Kosovo)  
 Ethiopian Electric Agency  
 Israel Natural Gas Authority  
 Lesotho Electricity and Water Regulatory Authority  
 National Electricity Regulatory Commission (Ukraine)  
 Oil and Gas Regulatory Authority (Pakistan)  
 Public Utilities Commission of Sri Lanka  
 Regulatory Authority for Energy (Greece)  
 State Energy and Water Regulatory Commission (Bulgaria)

### **Governments**

Baltic Council of Ministers  
 Economic Community of West African States  
 Governments of Australia, Bangladesh, Botswana, Bulgaria, Cambodia, China, Indonesia, Lithuania, Malawi, Mozambique, Tamil Nadu (India), Tanzania, Thailand, Turkey, Ukraine, United Kingdom, Zambia and Zimbabwe

## Our senior experts



Ray



Paul



Ian



Peter



William

### **Ray Tomkins** Managing Director

Ray established ECA in 1997. His professional career spans 35 years and includes founding the Energy Policy Research Group at Imperial College, University of London and the energy and environment practice at ERM and London Economics. He leads much of ECA's PPP work including in Angola, Bulgaria, Cambodia and India.

[ray@eca-uk.com](mailto:ray@eca-uk.com)

### **Paul Lewington** Director

Paul has over 25 years experience as an energy economist, He is an expert on pricing and cost analysis, recently leading projects on the development of long-run marginal cost estimates for the Greek energy regulator, time-of-use prices for electricity in Egypt and gas pricing strategy in Saudi Arabia.

[paul.lewington@eca-uk.com](mailto:paul.lewington@eca-uk.com)

### **Ian Rowson** Director of Regulation and Forensic Services

Ian has over 25 years professional experience as an advisor and specialises in regulatory economics and policy in the utility and transport sectors, with particular experience in advising regulators and other on all aspects of price

control. He has developed the core price control models for a number of reviews and has recently led projects developing new regulatory policy frameworks in Africa and Asia. He has given oral and written evidence on sector economics, forensic accounting and discount rates in a number of commercial disputes. He is a Chartered Accountant.

[ian.rowson@eca-uk.com](mailto:ian.rowson@eca-uk.com)

### **Dr Peter Robinson** Director for Africa

Peter has almost 30 years experience as a consultant in energy, water and telecoms. Based in Zimbabwe for many years, Peter recently moved to London but maintains a strong focus on Africa. He has worked with senior officials in many countries and has advised several regional institutions on the delivery of urban and water services.

[peter.robinson@eca-uk.com](mailto:peter.robinson@eca-uk.com)

### **William Derbyshire** Director for Asia

William has 15 years experience in consulting on utility regulation and energy markets. He has been a long-term advisor to the electricity regulatory agencies in Kosovo and Vietnam as they introduce new power markets. William is based in our Bangkok office.

[william.derbyshire@eca-uk.com](mailto:william.derbyshire@eca-uk.com)

## Contact us

ECONOMIC  
CONSULTING  
ASSOCIATES  
LIMITED

41 Lonsdale Road  
London NW6 6RA UK  
tel +44 20 7604 4546  
fax +44 20 7604 4547  
email [info@eca-uk.com](mailto:info@eca-uk.com)

[www.eca-uk.com](http://www.eca-uk.com)

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