

# Adriatic Energy Group

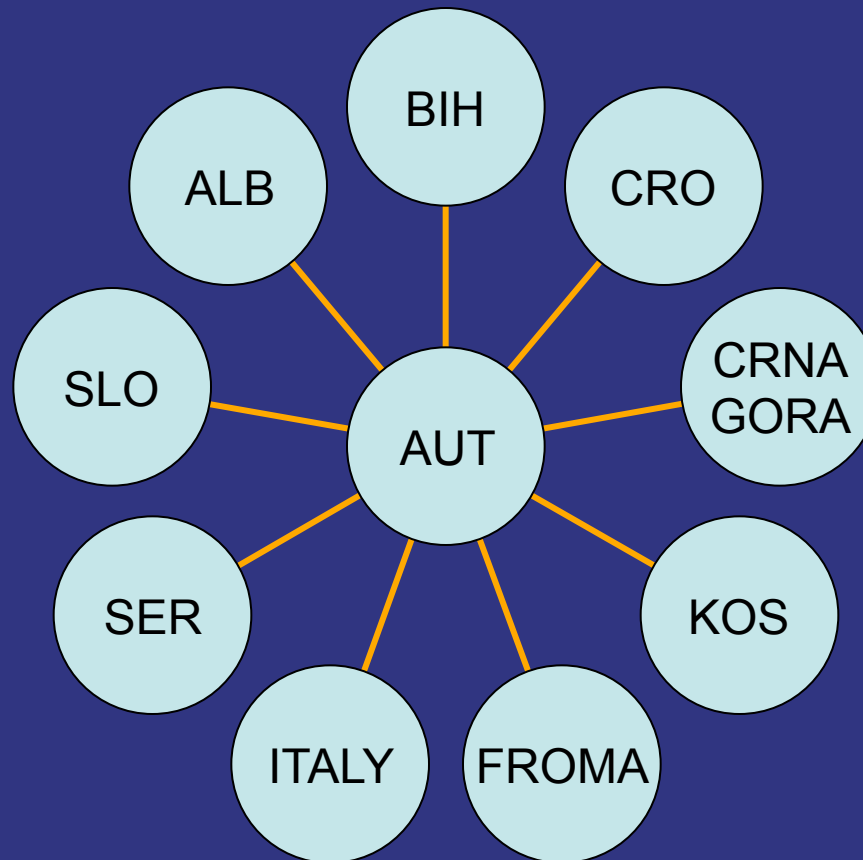
## A strong Partner

### Our profile

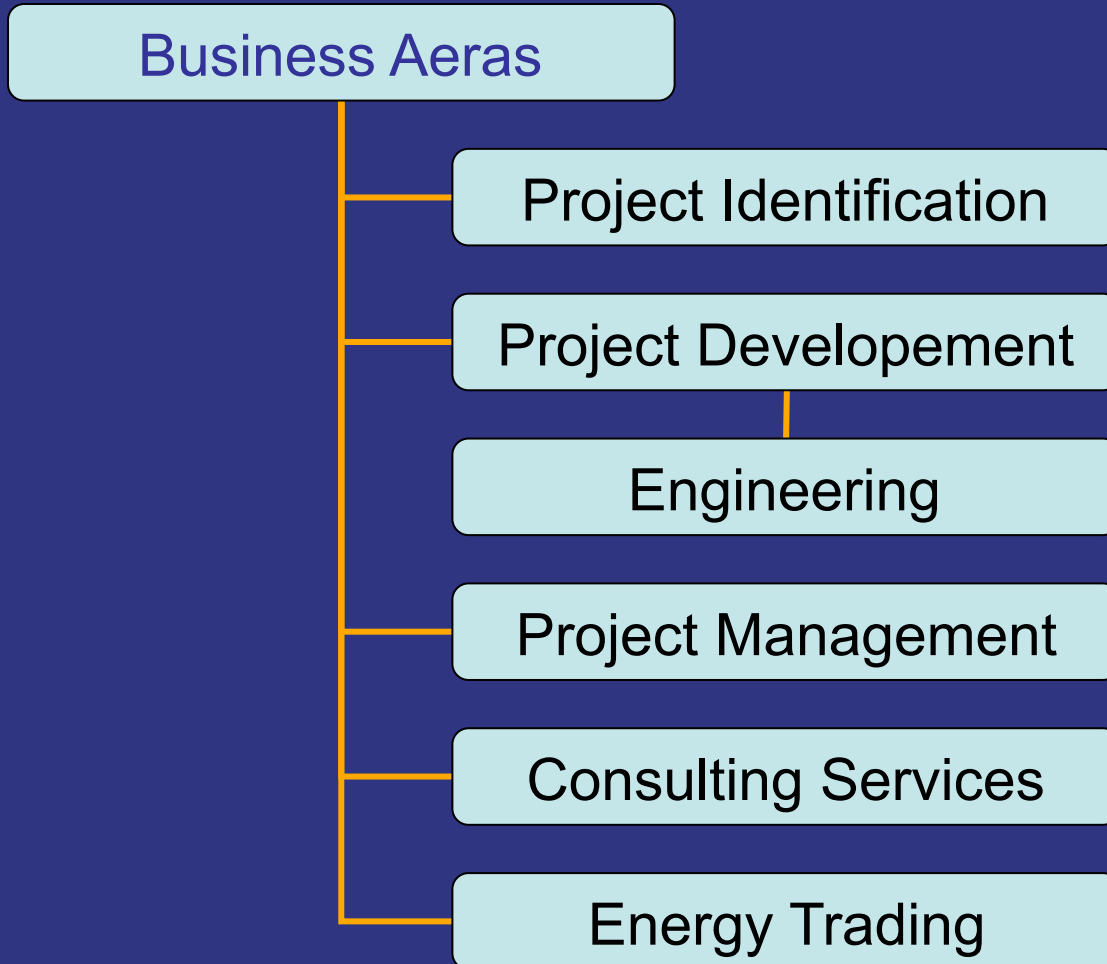
# Mission

- Independent network in the areas of energy, infrastructure, environment, with a regional focus on South Eastern Europe under Austrian leadership for the identification, development, partner identification, and management of strategically interesting projects in the sectors of energy, environment and infrastructure

# Target Markets



# Business Aeras



# Locations

- Vienna is the coordination office of the network
- Offices in Klagenfurt, Graz, Belgrade, Trieste
- Cooperation with offices in Belgrade, Ljubljana, Sarajevo and Zagreb

# Partners

- **ISD Institute for Structured Development, DI Alexander Petritz**
  - Project development, Project management
  - Project financing
  - Coordination
  
- **GROIER Consulting GmbH**
  - Project development, Project management
  - Consulting Business Development, M&A
  - Market Intelligence, Feasibility studies, Business valuations, Project evaluations
  
- **DI Michael Hermann**
  - Project development, Project management, M&A
  - Consulting Gas Business, Gas Procurement and Trading

# Our Expertise

- Many years of experience in the energy industry
- International Network
- Flexibility

# Our Offer

## ■ Project developement

- We identify and evaluate projects in the energy, environmental and infrastructure sector
- We develop projects up to readiness for approval
- We are looking for partners and investors



# Our Offer

## ■ Project management

- We realize the projects for our partners
  - We create the project manual with project goals and non goals, task list, schedule, resource plan, communication plan, cost plan, quality plan and risk management
  - We do the calls for bids
  - We negotiate the prices
  - We coordinate the contractors
  - We document the project
- We ensure quality by monitoring the contractors

# Our Offer

## ■ Mergers and Acquisitions

- Development of sales strategy
- Drafting Information Memorandum
- Investor search
- Tender evaluations
- Organization and conduct of due diligence
  - Setting up data room
  - Resource planning
- Strategic advice in the negotiations

# Our Offer

## ■ Consulting Services

- Strategic planning
- Feasibility studies
- Business valuations
- Project evaluations
- Institutional capacity building and know how transfer
- Promotion of investments
  - Application
  - Lobbying
  - Settlement

# Our Expertise

- Mr. DI Alexander Petritz is active in the countries of former Yugoslavia for more than 25 years and therefore has an excellent his knowledge of these countries, their authorities and institutions is excellent. He speaks all the languages of these countries. Among other things he was Representative of the Austrian Federal Government and close associate of the former EU High Representative for Bosnia-Herzegovina, Dr. Wolfgang Petritsch. Since 2009 Mr. DI Alexander Petritz is independent and has worked as a Management Consultant, mainly in the countries of SEE (former Yugoslavia (cro,bos,ser,mon,kos,mak), and Albania), and also as advicer to the Carinthian Government.
- Mr. Dr. Gerhard Groier has many years of experience in the energy industry and was among others Head of Strategic Planning, R & D and Business Business Development in the Energy Styria Group, one of the largest energy provider in Austria. Thus he has extensive know-how in the gas business and energy markets in south and central Europe . He was also nine years general manager of a regional utility. In 2005 the company Groier Consulting as a sole proprietorship and in spring of 2010, the Groier Consulting GmbH has been founded.
- Mr. DI Michael Hermann has many years of experience in the Austrian gas industry and was among others more than 15 years head of the Sales department of the styrian gas company Steirische Ferngas GmbH. He has great knowledge in negotiating of gas supply and gas sales contracts.

# Kontakt Daten

■ Institute for Structured Development  
DI Alexander Petritz  
Hollandstraße 1  
A-1020 Wien

Tel. +43 1 2121 500

E-mail: [adriatic-energy@aon.at](mailto:adriatic-energy@aon.at) oder  
[office@petritz.net](mailto:office@petritz.net)