

Expertise:	<u>Financial modelling</u>
Region:	<u>Central and South Eastern Europe</u>
Location:	<u>Oman</u>
Project Name:	Strategy for water and related and related utility services to tenants at Sohar industrial port area
Beneficiary/Client:	Majis Industrial Services Company, S.A.O.C
Donor:	Majis Industrial Services Company, S.A.O.C
Main contractor:	IPA Water and Economics
Period of Project:	From: 01-Sep-08 To: 31-Mar-09
Topic:	Development Study
TreeVelop (%):	na
Total Value (€):	na
Project Description	In this project the consultant act as an advisor to develop a long term strategic plan to manage the provision of water utility services to tenants located at Sohar Industrial Port Company (SIPC) and to recommend private sector participation in the implementation of the strategic plan. There are three main components in the advisory services which are: (1) Utility Services for Sohar Industrial Port Area; (2) Expenditure Program and Cash Flow Analysis; (3) Strategic Partnership arrangement and implementation process.
TreeVelop Part	TreeVelop has the responsibility to be the financial expert with the task to: <ul style="list-style-type: none"> • Business development support to the water service provider in the port of Sohar in Oman • Identification of business opportunities in water service provision, cost/benefit and investment analysis • Development of a comprehensive 25 year forward looking financial model (integrated with water balance)
Project Number(s)	TVC031
Executor	GV

Expertise:	<u>Financial modelling</u>
Region:	<u>Central Asia and the Middle East</u>
Location:	<u>Kazakhstan</u>
Project Name:	Development of tariff methodology
Beneficiary/Client:	Government of Kazakhstan
Donor:	EBRD
Main contractor:	Hydrophil
Period of Project:	From: 01-Dec-16 To: 31-May-17
Topic:	Tariff methodology
TreeVelop (%):	na
Total Value (€):	na
Project Description	EBRD funded project supporting infrastructure regulation and tariff policy development stage 2: Implementation for water pilot project. The responsibilities included: Tariff setting. Cost analysis. Social needs assessment.
TreeVelop Part	TreeVelop provided the tariff and social measures expert.
Project Number(s)	TVC058
Executor	GV

Expertise:	<u>Financial modelling</u>
Region:	<u>Central Asia and the Middle East</u>
Location:	<u>Kosovo</u>
Project Name:	The Operational and Financial Monitoring Project (Phase I, II and III)
Beneficiary/Client:	Kosovo Water Sector/ Kosovo Trust Agency
Donor:	Kreditanstalt für Wiederaufbau
Main contractor:	TreeVelop
Period of Project:	From: 01-Apr-04 To: 31-Dec-06
Topic:	Key Performance Indicators for drinking water sector
TreeVelop (%):	85%
Total Value (€):	221,000
Project Description	<p>OFMP designed, developed and implemented a computerised performance monitoring system for the seven regional water companies in Kosovo. The system has been successfully handed over to the Water and Waste Regulatory Office in 2006. Further activities included:</p> <ol style="list-style-type: none"> 1. Development and adaptation of the KPI-based tools for performance monitoring of the seven regional water companies in Kosovo 2. Benchmarking of the seven regional water companies in Kosovo through an iterative process of data collection, development of monitoring tools and setting new targets based on agreed and accepted KPIs 3. Harmonisation of performance monitoring system with Kosovo accounting standards, including further training for water company staff 4. Increasing research of data validity and preliminary auditing of water companies on monthly data, primarily implemented by local project manager 5. Coaching of the Kosovar deputy project manager in reporting, management assistance, multi-stakeholder cooperation and strategic development aimed at full hand-over by the end of the phase III 6. Preparation of policy papers to beneficiary and client upon their request, ensuring regular communication and meetings concerning OFMP findings and analyses 7. Connecting OFMP in Kosovo with similar projects in other SEE countries for regional comparison and benchmarking.
TreeVelop Part	<p>With the Operational and Financial Monitoring Project (OFMP) TreeVelop has developed, implemented and prepared for the formal hand-over of a sophisticated computerised financial and operational reporting, monitoring and analysis system for Kosovo's seven regional water utilities. The introduction of Key Performance Indicators (KPI) facilitated transparency and an open discussion with stakeholders about targets for individual companies and the water sector as a whole. TreeVelop brought expertise</p>

Expertise:	<u>Financial modelling</u>
Region:	<u>Central Asia and the Middle East</u>
Location:	<u>Kosovo</u>
Project Name:	The Operational and Financial Monitoring Project (Phase I, II and III)
	in operational and financial analysis and process management. It recruited support staff that was trained to gradually take over performance monitoring. OFMP thus supported the development towards more autonomous, yet more accountable utilities and professionalised management and sector supervision.
Project Number(s)	TVC004, TVC016
Executor	GV

Expertise:	Financial modelling
Region:	<u>Sub Saharan Africa</u>
Location:	<u>Zambia</u>
Project Name:	Financial Modelling Training
Beneficiary/Client:	Lusaka Water and Sewerage Company
Donor:	EIB
Main contractor:	Artelia
Period of Project:	From: 01-Sep-18 To: 31-Oct-18
Topic:	Financial modelling training
TreeVelop (%):	na
Total Value (€):	na
Project Description	<p>Training on and assistance towards maintaining and upgrading the Lusaka Water and Sanitation Company Financial Model including:</p> <ul style="list-style-type: none"> a. 3 days training in financial modeling; b. Update and upgrade of the financial model; c. Recommendations on the organisational set up of the modelling function in LWSC; d. Financial analysis and recommendations to LWSC.
TreeVelop Part	TreeVelop carried out the entire project
Project Number(s)	TVC065
Executor	GV

Expertise:	Financial modelling
Region:	<u>Sub Saharan Africa</u>
Location:	<u>Zambia</u>
Project Name:	Sanitation pricing strategy and tariff model
Beneficiary/Client:	NWASCO (National Water and Sanitation Council)
Donor:	KfW
Main contractor:	GOPA
Period of Project:	From: 01-May-17 To: 31-Mar-18
Topic:	Sanitation pricing strategy, tariff model
TreeVelop (%):	25%
Total Value (€):	150,000
Project Description	<p>The project provides for a cost allocation guidelines for the CUs who will customize and implement in their accounting systems.</p> <p>The project furthermore spells out a sanitation pricing strategy, including the pricing of trade effluent.</p> <p>The new tariff model incorporated the sanitation pricing strategy. It also takes into account the cash flow associated with investment, by considering debt service, grants and capital expenditure out of own sources in the tariff setting.</p> <p>The objective of this assignment is:</p> <ol style="list-style-type: none"> 1. Develop guidelines for separating costs related to water and sewerage service delivery 2. Modify and improve the cost of service model into a financial equilibrium model 3. Develop a pricing strategy for sanitation service delivery.
TreeVelop Part	TreeVelop provided the financial modelling expert.
Project Number(s)	TVC060
Executor	GV

Expertise:	Financial modelling
Region:	<u>Sub Saharan Africa</u>
Location:	<u>Zambia</u>
Project Name:	Tariff Study and Financial Model
Beneficiary/Client:	Lusaka Water and Sewerage Company
Donor:	KfW
Main contractor:	RODECO
Period of Project:	From: 01-Jan-15 To: 30-Jun-16
Topic:	Elaboration of a tariff study and financial model for Lusaka Water and Sewerage Company
TreeVelop (%):	30%
Total Value (€):	151,000
Project Description	The overall purpose of the study is to thoroughly investigate LWSC as a company and elaborate a financial model which can be used for scenario analyses and to guide the DFIs in their investment decision.
TreeVelop Part	TreeVelop provided the key expert for the development of a financial model including analysis, training and tools for Lusaka Water and Sewerage Company. considering demand, alternative investments, cost structure tariffs, different scenarios and performance indicators. An important element of the model and the study is the consideration of poverty and affordability.
Project Number(s)	TVC052
Executor	GV

Expertise:	<u>Financial modelling</u>
Region:	<u>Sub Saharan Africa</u>
Location:	<u>Mozambique</u>
Project Name:	Assessment and upgrade of FIPAG's financial model
Beneficiary/Client:	Fundo de Investimento e Património do Abastecimento de Água (FIPAG)
Donor:	Financed by Client
Main contractor:	TreeVelop
Period of Project:	From: 01-Mar-11 To: 31-May-11
Topic:	Financial modelling (design, development, building and testing), training
TreeVelop (%):	100%
Total Value (€):	24,230
Project Description	<p>Upgrade of the financial model used to asses:</p> <ol style="list-style-type: none"> 1. performance and credibility of FIPAG for future investments and loans from financiers; 2. review of human resources working on the model; 3. development of assesment report and manual for the upgraded financial model. <p>The financial model supported the analysis of financial viability, at different levels of cost recovery, under different scenarios and with respect to tariffs, costs, performance and macro economic developments</p>
TreeVelop Part	<p>TreeVelop has assessed the existing model, its use within the organisation and the associated human resources. Together with senior staff in the company the requirements of the new model have been defined. This model was subsequently developed and tested. Staff was trained on the use of the new model and TreeVelop made a comprehensive manual to support the use of the model. The financial model played an important role in the acquisition of financial resources for future investments in the water sector of Mozambique.</p>
Project Number(s)	TVC037
Executor	GV