



ERAS provides market and project advice to banks, developers and utilities by combining extensive commercial experience with advanced modelling.

ERAS is a specialist business development consultancy formed in 1987 by John Fahy and associates to serve the energy and chemicals sectors. ERAS identified the growing need for sophisticated analysis, cutting edge analytical tools and the lack of an holistic approach. ERAS was created to respond to the complex demands of international clients with diversified energy portfolios.

The multinational ERAS team come from a variety of professional backgrounds – economists, traders, programmers, engineers and environmental experts – working together to ensure all aspects of a problem are considered. Over the past two decades, ERAS has handled over 1,000 projects globally, with an emphasis on the Middle East and Europe.

ERAS combines its energy sector expertise, dynamic industry/sectoral models, advanced economic and financial modelling capabilities and the professional experience of the team to assist its government, corporate and financial sector clients across a broad spectrum of needs, ranging from macro studies of international networks to specific analysis of a new plant's impact.

Our work covers policy issues – deregulation, power pool and dispatch operations, fuel mix and renewables – and commercial projects – price forecasts by zone and hour, asset valuation, destination flexibility, storage optimisation, financial projections, renewables siting, tolling agreements, regas terminals, carbon trading and technology appraisal.

Project work

- Risk analysis & commercial due diligence
- Asset & portfolio valuation
- Load profiling & price forecasting
- Network modelling & infrastructure planning
- Contract advice & options pricing
- Feasibility studies to determine bankability
- Technical appraisals & competition analysis

Clients

- **Banks:** Morgan Stanley, ABN AMRO, BNP Paribas, Citibank, EIB, EBRD, Arab Banking Corp, Intesa Sanpaolo, WestLB, NCB
- **Industry:** BP, Shell, ExxonMobil, Saudi Aramco, OPEC, Dolphin Energy, Nuon
- **Government:** UNDP, IEA, GCC ministries, EU, Singapore Monetary Authority
- **Project developers, utilities, law firms, new tech companies, trade associations**

What are the advantages for a bank in hiring ERAS?

- A boutique consultancy offering the benefits of a personalised service with many years of hands-on industry experience.
- Powerful in-house energy models providing realistic hourly load & price forecasts by plant/zone/country based on energy market simulations. Our models take into account all key variables (supply, demand, weather, price, etc.) to produce accurate market estimates.
- Assistance in the preparation of single or joint bids for advisory/arranging roles.
- Combined technical, economic, commercial and financial expertise.
- Experience in tailoring analyses to the specific needs of banks, e.g. project risks, price indexation, merit order curves, offtake viability, basis risk, spark spreads, hedging, competition analysis, pricing hubs, supply/demand forecasting and oversupply risk, etc.

To discuss how we can help with your acquisition, IPO or project financing, please call our London office on +44 (0)207 625 1455 or email at office@erasuk.com