

Marko Krejči

MBA, MSc SEE, BSc ME

Marko Krejči is owner and principal at Saxum d.o.o. He provides energy consultancy services related to investment projects. He has over 15 years of experience including various aspects of energy investments; on a side of electricity utility; Engineering, Procurement & Construction company; public energy agency; and consultancy.

Mr. Krejči's expertise covers various areas of project development, project management, tendering, negotiations, contracting, business, and financial modelling, valuation, investment disputes and international arbitration. He obtained that expertise in working on a wide portfolio of energy projects including conventional, nuclear and renewable energy generation projects, gas pipelines, LNG and green-tech projects.

In terms of territorial coverage, his services have been provided for projects in Central and South-East Europe and Middle East.

Examples of his prior projects are listed below.

Marko Krejči

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Education

- Executive MBA, Cotrugli Business School, Zagreb
- MSc in Sustainable energy engineering, Royal Institute of Technology (KTH), Stockholm
- BSc in Mechanical engineering (power generation technologies), University of Zagreb

Languages

- Croatian (mother tongue)
- English (fluent)
- German (fair)

Consulting project experience

Energy Charter Treaty Arbitration

Mr. Krejči advised a Central European client on the damages in an international arbitration before ICSID, arising under the Energy Charter Treaty. He addressed the technical and commercial aspects and impacts of the actions taken by a signatory government on the operations of a European electric company.

Joint nuclear waste repository preparation

Mr. Krejči advised a Croatian State Nuclear Decommissioning fund on negotiations with Slovenia regarding financial and business aspects of joint nuclear waste repository. He analyzed various aspects of possible agreement and gave recommendations to the negotiating committee.

Hydro-power cascade development

Mr. Krejči assisted in preparation of the cost benefit analysis and feasibility study for a hydro power plant cascade in Zagreb, Croatia. He projected the market value of the electricity to be generated and modelled the value of the avoided carbon emissions.

Power generation asset valuation

Mr. Krejči performed the valuation of NPP Krško for the purposes of HEP group annual reporting. Valuation was performed using a discounted cash flow method.

Damage assessment energy investment in South East Europe

Mr. Krejči performed the preliminary assessment of the damages for a power utility regarding the investment in a power generation project in South East Europe.

Regas LNG terminal development

Mr. Krejči advised the Ministry of Economy of Croatia on the development of LNG regas terminal project on the island of Krk. He advised the Ministry on the business and commercial aspects of the project.

Hydro power projects assessment

Mr. Krejči led a team of international experts to identify and assess the most viable hydro investment opportunities in the Western Balkans for European Commission. The task included also the assessment of the applicable legal and regulatory framework.

Gas infrastructure projects assessment

Mr. Krejči assisted a client in identifying and assessing the portfolio of gas infrastructure projects in the Western Balkans region. Identified projects were assessed against a number of parameters and ranked accordingly.

Oil fired plant fuel switching business analysis

Mr. Krejči advised on financial and business aspects of repowering and fuel switching of a 320 MW oil fired power plant in Croatia. His work included the modelling of projections of future cash flows under various scenarios.

Combined heat and power project analysis

Mr. Krejči advised a Central European natural gas supplier on possibilities of joint ventures with their industrial consumers regarding investment in new gas fired CHP plants. His work included performing of pre-feasibility level studies for identified projects.

Gas anchor loads consulting

Mr. Krejči acted as a CHP/generation/LNG expert in matters concerning the potential gas utilization and the development of gas anchor loads in developing a Gas Master Plan adopted by the Albanian Parliament.

Gas & electricity supplier entering a new market

Mr. Krejči assisted a Central European electricity and gas supplier in preparing the entrance on a Croatian market.

Coal fired power plant strategic partnership tender preparation advisory

Mr. Krejči consulted a Central European Power Utility in preparation of a 500 MW coal fired power plant tender for strategic partner.

Renewable projects identification and assessment

Mr. Krejči advised a Client in finding and assessing potential renewable energy projects for acquisition in South East Europe region. Identified projects were assessed against a number of parameters, including financial modelling of future cash flows, assessment of legal, regulatory and other risks and supporting acquisition negotiations.

Biomass CHP strategic partnership negotiations

Mr. Krejči advised a client, a furniture company, in negotiating of strategic partnership for joint financing, construction and operation of a biomass combined heat and power project. His work included critical assessment of developed financial model and of proposed term sheet.

Nuclear power plant investment advisory

Mr. Krejči advised nuclear power plant owner on investments in plant upgrade and on cost structure optimization possibilities. His recommendations were used by supervisory board members.

Management and project development experience

Regasification LNG terminal development

Mr. Krejči had a role of project manager on the development of LNG Croatia, a 4 bcm regas terminal in Croatia, leading the development of project up to the issuance of location permit (including conceptual design, feasibility study, business model, environmental impact assessment, commercial negotiations with potential partners).

Managing a business unit in international Engineering & Procurement & Construction company

Mr. Krejči managed energy and industry business unit sector at INGRA d.d. (one of largest Croatian EPC companies with significant international presence): bidding, contracting and executing energy and industry projects in SEE region and Middle East.

Foreign investments department management

Mr. Krejči managed a department within HEP, a Central European power utility, responsible for company's generation portfolio abroad and possible acquisitions and greenfield/brownfield investments in power generation.

Aggregation of optical infrastructure of public companies

Mr. Krejči had a role of project manager on Government of Croatia project of "Aggregation of optical infrastructure of public companies". Developed business model resulted in an executive Government act.

Gas master plan of Montenegro

Mr. Krejči lead a team of international experts tasked to develop a Gas Development Master Plan – a strategic documents later adopted by the Parliament of Montenegro.

Wind power project development

Mr Krejči had a role of project director in the development of 18 MW wind power project in eastern Croatia.

Biodiesel plant development

Mr. Krejči had a role of project director in the development of 150.000 t biodiesel plant in Croatia.

Publications

Mr. Krejči has authored the following publications:

- Energy investment opportunities in Croatia, European Energy Journal, July 2013
- “Male Hidroelektrane”, (“Small hydro power plants”) handbook written within IPA OIE programme, 2011.
- ”Development of a model for prediction of annular flow and dry out in BWR fuel assemblies with spacers” - Nureth 11 conference, 2003.
- ”NPP Krško lifetime extension – business impact for Hrvatska Elektroprivreda”, 6th International conference on nuclear option in countries with small and medium electricity grids, 2006.