From Project Ideas to Bankable Investments: Technical Perspective

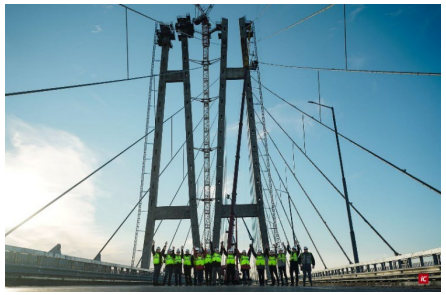
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Integrative solutions

- Buildings & structures
- Transport infrastructure & mobility
- Environment
- Technical building equipment
- Construction & project management
- Water Management
- Geology & geotechnical engineering
- Tunnelling
- Energy

ces CLEAN ENERGY SOLUTIONS











60+ employees in Ukraine - in UA since 2006 - Officially registered in 2013

Supporting implementation of IFI funded projects of more than EUR 200 million.

What do we do?

We assist communities in navigating the entire investment cycle.

Technical Preparation
Technical audit, due diligence, concept development, feasibility studies.
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Financing
Project preparation in compliance with the requirements of IFIs (International Financial Institutions) and donor programs.

Procurement
Tender documentation, tendering process, evaluation, and contract award.

Implementation
Project management, contract administration, financial disbursements and technical supervision.



From Planning to Completion

From Need to Investment Project

How can the problems of a water utility be transformed into a project that is both fundable and implementable?

List of needs and strategies

Having an idea, a concept, or design documentation

Detailed preparation



Proper preparation helps to set priorities, optimize investments, and avoid costly mistakes in future.

Comprehensive Approach

System-Wide Assessment

Assess the entire system, including infrastructure condition, hydraulics, energy use.

Realistic Capacity Planning

Size facilities based on actual demand and realistic future projections.

Long-Term Sustainability

Consider operational efficiency, maintenance needs and long-term affordability



Investments should improve the entire system, not just individual assets.

How the War Has Changed Investment Priorities

Today, projects must ensure not only the modernization but also the resilience of infrastructure

Continuity of Service

Ensuring essential water and sanitation services during emergencies and disruptions.

Critical Redundancy

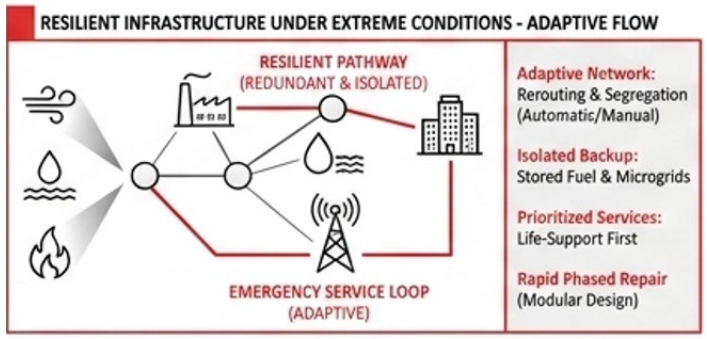
Backup water sources, emergency power generation, and spare critical equipment

Energy Resilience

Reducing energy dependence through efficiency, renewable energy, and storage

Phased Recovery

Modular and phased solutions enabling faster restoration and gradual investment



Infrastructure must be capable of functioning under conditions beyond the norm.

Technical Preparation: From Data to Project Concept

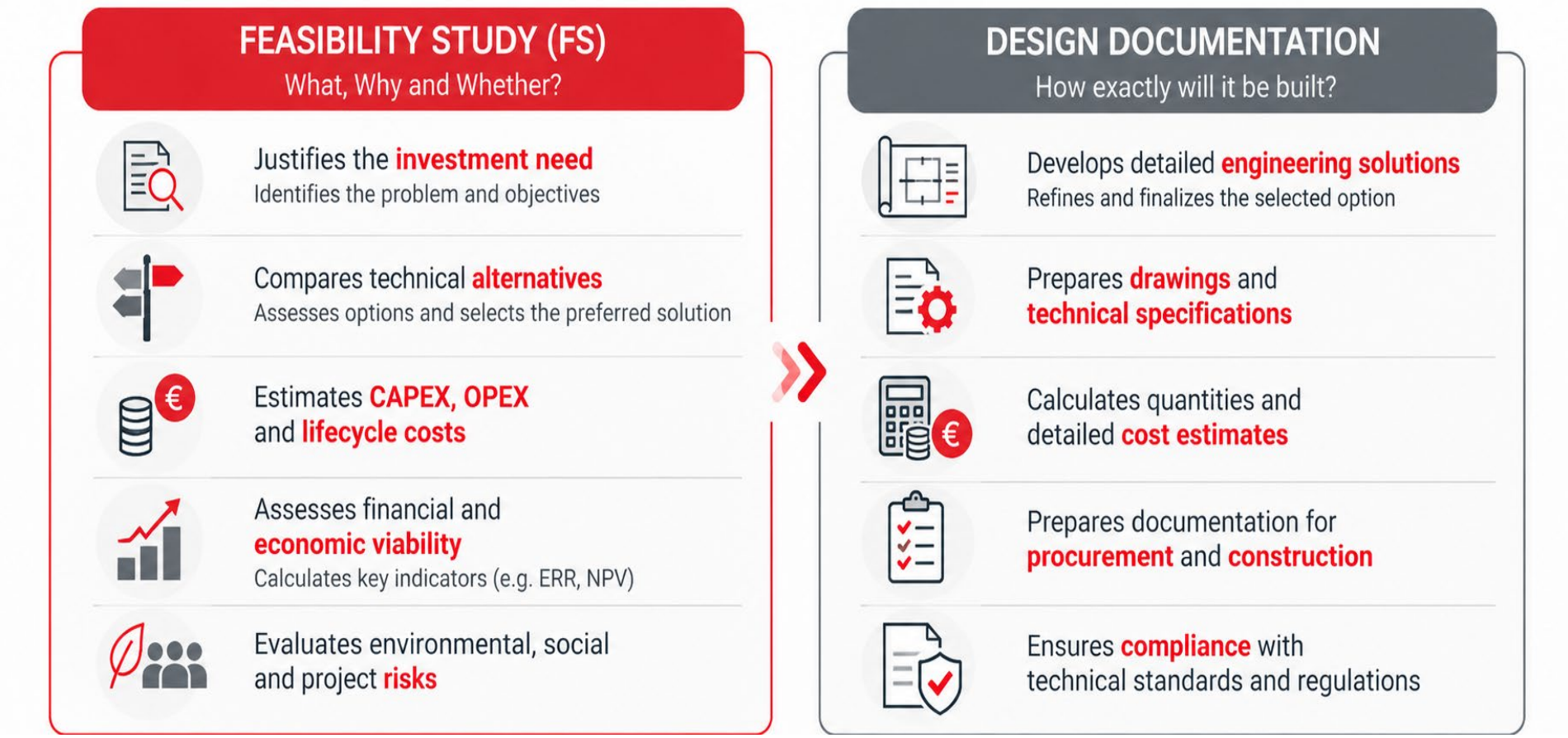


SUMMARY

Select the best project concept for a Feasibility Study. Start with the problem, not with a pre-selected solution

The Feasibility Study (FS) — The Foundation of an Investment Decision

Why does completed design documentation not replace a feasibility study?



SUMMARY

A feasibility study answers the questions "Why invest, and in what?", while design documentation answers the question "How should it be built?"

Cheapest Solution is Not the Best Investment

20-YEAR TOTAL COST OF OWNERSHIP (€ MILLIONS)

Option A (Low CAPEX, High OPEX) **€17.0M Total**

CAPEX €4M

Option B (Higher CAPEX, Efficient OPEX) **€15.0M Total (€2M Savings)**

CAPEX €6M | 20-Yr OPEX €9M



Full Life-Cycle Factors
CAPEX (design, civil works, equipment) + OPEX (power, reagents, labor, maintenance).

Asset Replacement & Risk
Equipment lifespan, repair intervals, and financial downtime risk.

Net Present Value (NPV / LCC)
Discounted long-term cash flow comparison across technical variants.

A higher initial investment can result in lower lifecycle costs.

Design Documentation: Advantage or Constraint?

Potential Advantages

- Relevant technical solutions available
- Completed engineering & geological surveys
- Reduced preparation time
- Better understanding of investment need

Critical Constraints

- Outdated demographic data (capacities)
- Outdated technical solutions
- Non-compliance with current standards
- Costly redesign



Having a completed design does not necessarily mean the project is worth investing in!

Design & Build: An Opportunity to Optimize Timeline

The "Design & Build" approach combines design and construction within a single contract.

Performance-Based Requirements

The Employer defines performance requirements, not specific technical solutions.

Tech Competition

Contractors compete on technologies, manufacturers, technical efficiency, etc.

Single Responsibility

Eliminates contractual disputes and misalignment between designer and contractors.



Design & Build may allow for a wider choice of technologies and equipment, helps avoid redesign, ensures single-point responsibility, and shortens the overall project cycle

Different Donors — Diverse Project Requirements

Environment & Climate

CO_2 reduction, energy efficiency, green investments



Economic Viability

Economic returns, ERR, ENPV and wider benefits



Financial Sustainability

OPEX, tariff affordability and debt repayment capacity



Co-financing

Municipal contribution, grants and loans



Environmental & Social Standards

E&S assessment, land and social impacts



Procurement

Compliance with the funder's procurement rules



A project should be prepared with the requirements of the potential funder in mind

From Feasibility Study to Implementation: Where Do Difficulties Arise?

Incomplete Baseline Data

Contradictory or missing technical data causing redesigns.

Cost Overruns

Significant budget jumps between FS, procurement, and actual construction.

Unrealistic Timelines

Delays in permits, supplies, lack of people, construction season, etc.

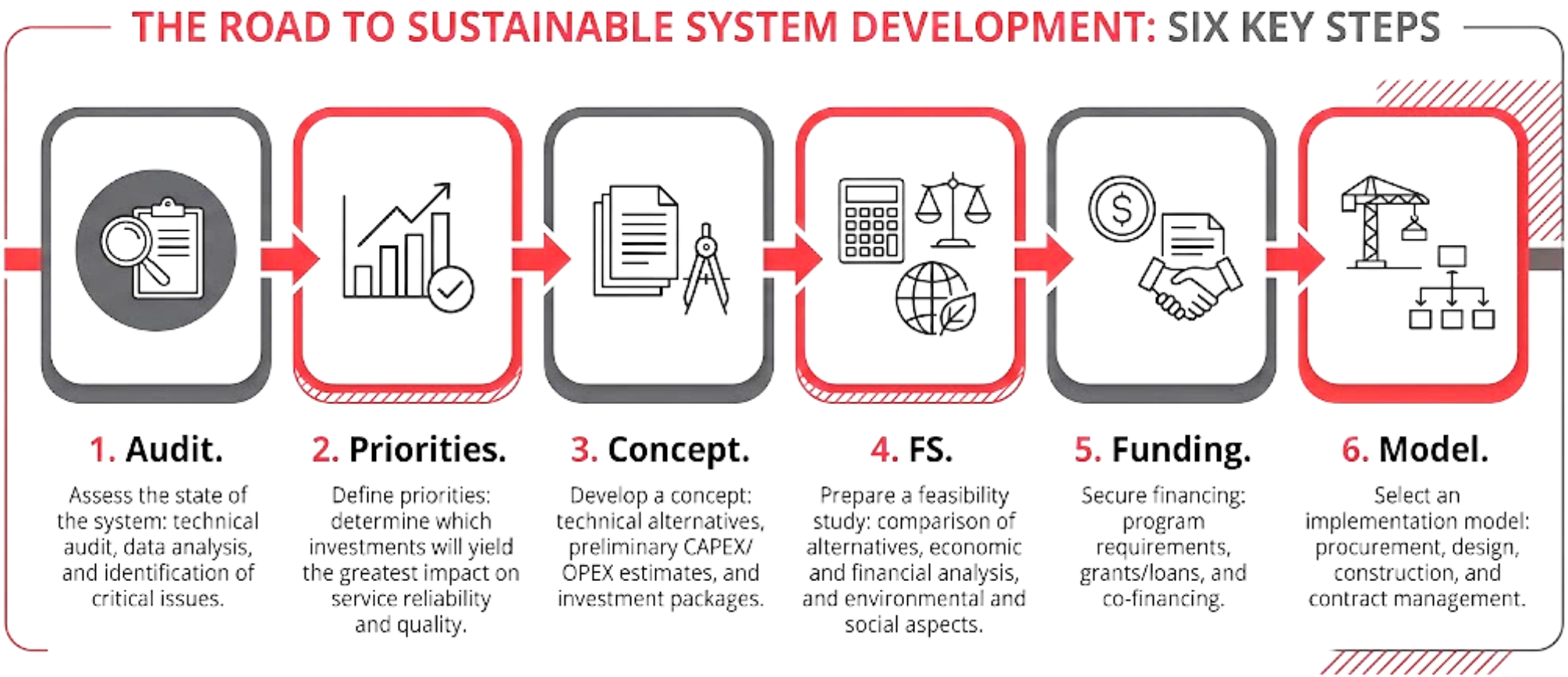
Procurement Delays

Poor quality of TD, retender, complains, etc.



Everywhere ☺ but major difficulties and risks can be reduced through proper project preparation

Where should a community start? A practical roadmap



Strong PIU - Key to Project Success

Dedicated Team

Time&Capacity

Decision-Making & Approvals

Ownership

Coordination&Communication

Procurement & Financials



A successful project needs a team, not just one responsible person.

Q&A Session