



EcofinConcept GmbH

Consulting, Agency and Investments

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Your Partner

EcofinConcept GmbH, based near Duesseldorf, acts as a consulting and financial services company focussed on renewable energies.

Our core business beneath classical consulting is the acquisition, commercial due diligence, procurement, financial structuring and placing of wind, solar and biogas projects. We provide institutional and private investors with ecological and high-yield investment projects.

The founders of EcofinConcept have achieved a track record approximating EUR 355 million in investment volume since the year 2000.

Member of Wind Energy Agency Bremerhaven/Bremen (WAB) 

Our Experiences

- staff from leading and key positions of an investment company and project developer, formerly listed at Frankfurt Stock Exchange
- experience since year 2000 in the range of consulting, acquisition, structured finance, conception and sales in the renewable energy sector
- references of the managing partners: conception, financial structuring and / or procurement of 40 projects with a total investment of EUR 355 million
- huge network and business relationships to project development companies, engineering consultants, public utilities, initiators, operation & management companies, banks and specialized tax advisers

Managing Partner

Dipl.-Kfm. Guido Vieten

- studies in business administration at Westfälische Wilhelms-Universität in Muenster, graduated to „Diplom-Kaufmann“, comparable to a master´s degree in business administration
- main focus on business finance and business law
- banker

Track record

- Westdeutsche Landesbank (WestLB), Duesseldorf, state bank of North Rhine-Westphalia
- Umweltkontor Renewable Energy AG, Erkelenz
leading position in the division „Structured Finance“ with main focus on acquisition and sale, project finance and conception of closed-end funds
- Invest Blue AG, Erkelenz, head of conception and project management
- implementation of projects with an investment volume of more than EUR 150 million
- financial modelling of a project portfolio (co-development with a german bank, not published)
- commercial due diligence of several hundred MW in the sectors wind, solar and bio energies
- member of the German WindEnergy Association (BWE); several years representation of a company in the financial section of BWE „Finanziererbeirat des BWE“



Managing Partner

Dipl.-Wi.-Ing. Christian Sperling

- studies in industrial engineering at Technische Universität in Berlin, graduated to „Diplom-Wirtschaftsingenieur“, comparable to a master´s degree in industrial engineering
- first contact with renewable energies in different sectors already during his studies
- banker

Track record

- Deutsche Bank AG, Berlin
- headquarters of Deutsche Post AG, Bonn
- Umweltkontor Renewable Energy AG, Erkelenz
leading position in the division „Structured Finance“ with main focus on project finance and development of comprehensive legal, tax and economical concepts e.g. closed-end funds
- commercial improvement and contractual arrangements of projects
- implementation of projects with an investment volume of more than EUR 150 million
- commercial due diligence of several hundred MW in the sectors wind, solar and bio energies



Our Services

We are specialists for projects in renewable energies and your partner

- advisor to private and institutional investors
- advisor to project development companies
- advisor to operating companies (SPCs)
- analysis of profitability and profitability calculations, selection and controlling of projects
- acquisition and procurement of turn-key or already operating projects and projects in all stages of development
- building up of project pipelines for investors

Our Services

- procurement of an external project finance and equity capital
- commercial project management (building phase and operation phase)
- earnings-, liquidity and taxation forecasts
- development of comprehensive legal, tax and economical concepts
- commercial development and conception of closed-end funds, private-placements and club-deals
- preparing of sales prospectuses

Our References

References of EcofinConcept GmbH 2005-2009

21 operational wind turbines on sites with an installed capacity of more than 29.5 MW with all rights were procured by order of their former owners (thereunder two public funds) to new investors. Turbines of nearly all well known manufacturers (Vestas V44, V52, V63, Enercon E48, E66, GE Wind 1.5s, Nordex N60, Südwind S77) with operational periods between two and ten years were taken over. The wind farms and single turbines are located in Saxony, Hesse, Lower Saxony and Saxony-Anhalt.

Furthermore three newly commissioned wind farms with 2 REpower MD77, 5 VESTAS V80 / V90 and additional 3 VESTAS V90, located in North Rhine-Westphalia and Bavaria, were sold very rapidly to international investment groups. Several solar (PV) project developers in the german, italian, french and spanish PV markets are actively supported at their search for investors.

A comprehensive economical conception for a biogas power plant was prepared for an independent planning office. Project audits for several project developers (wind energy, solar energy) were managed and economical conceptions were prepared.

Sales Statistics 2005-2009

wind farms and solar plants

project	number WTG	type	rated power	hub height	rotor diameter	commissioning	sold
Hesse I	3	VESTAS V44	1.800,00 kW	65m	44m	06/1997	12/2006
	2	VESTAS V63	3.000,00 kW	60m	63m	06/1997	12/2006
BB	4	Südwind S70	6.000,00 kW	85m	70m	12/2001	12/2006
JW	2	Nordex N60	2.600,00 kW	69m	60m	09/1999	12/2006
MU	1	VESTAS V52	850,00 kW	74m	52m	11/2001	12/2006
KLR	1	Nordex N60	1.300,00 kW	69m	60m	04/1999	12/2006
TB	4	Enercon E-66	7.200,00 kW	65m	66m	10/2001-03/2002	12/2006
SB	1	Enron Wind EW 1.5s	1.500,00 kW	65m	70m	09/2001	12/2006
NRW III	2	Repower MD 77	3.000,00 kW	61.5m	77m	06/2007	07/2007
Lower Saxony IV	3	Enercon E-48	2.400,00 kW	76m	48m	12/2005	04/2008
NRW VII	5	4*VESTAS V90, 1*V80	10.000,00 kW	4*80m,1*85m	4*90m, 1*80m	01/2009	07/2008
Bavaria II	3	VESTAS V90	6.000,00 kW	105m	90m	10/2009	12/2009
in total (Wind)	31		45.650,00 kW				

project	solar plant	type	rated power	modules	inverters	commissioning	sold
Rhineland-Palatinate	1	roof mounted	401,47 kW	Phono Solar	Solarmax Central	12/2009	12/2009
in total (Solar)	1		401,47 kW				

Our References

References of the managing partners until end of 2004

realization of 27 projects:

- installed capacity: about 177 MW
- total investment: about EUR 296 million
- coverage of electricity requirements for approx. 100,000 households
- annual savings of pollutant CO₂: approx. 262,300,000 kg

Our achievement included the whole spectrum ranging from the first commercial due diligence, profitability calculations, earnings-, liquidity- and taxation-forecasts, financial structuring, project finance, commercial project management, to the conception of closed-end funds or private-placements and placement of these projects.

In the following charts you will find an overview about these projects.

Our References

windfarm	wind turbines	type of turbines	rated power	investment EUR thousand
Sachsen-Anhalt	2	DeWind 62	2,00 MW	3.068
Rheinland I	9	NEG Micon NM 1000/60	9,00 MW	11.841
Eifel I	6	DeWind D6	6,00 MW	24.700
	10	DeWind D4	6,00 MW	
Eifel II	9	Enron Wind EW 1.5s	13,50 MW	17.422
Eifel III	2	NEG Micon NM 1000/60	2,00 MW	4.011
	1	DeWind D6	1,00 MW	
Eifel IV	10	NEG Micon NM 1000/60	10,00 MW	13.748
Einzelanlage Rheinland	1	Enron Wind EW 1.5sl	1,50 MW	2.174
Einzelanlage Rheinland II	1	Enron Wind EW 1.5sl	1,50 MW	2.110
Einzelanlage Rheinland III	1	NEG Micon NM 60/1000	1,00 MW	1.308
Sachsen	4	Enercon E-40/6.44	2,40 MW	3.225
Einzelanlage Voreifel	1	Enron Wind EW 1.5s	1,50 MW	1.650
Voreifel	7	Enron Wind EW 1.5s	10,50 MW	12.938
Kreis Aachen	5	NEG Micon NM 60/1000	5,00 MW	6.942
Sachsen-Anhalt I	5	NEG Micon NM 72C/1500	7,50 MW	16.081
	3	NEG Micon NM 60/1000	3,00 MW	
Sachsen-Anhalt II	14	NEG Micon NM 72C/1500	21,00 MW	32.080
Voreifel II	6	Enron Wind EW 1.5 sl	9,00 MW	13.044

Our References

windfarm	wind turbines	type of turbines	rated power	investment EUR thousand
Rheinland/Westfalen	3	Enron Wind EW 1.5s	4,50 MW	15.264
	3	GE Wind Energy 1.5sl	4,50 MW	
	5	NEG Micon NM 48/750	3,75 MW	
Brandenburg I	10	NEG Micon NM 72C/1500	15,00 MW	24.026
Sachsen-Anhalt III	4	NEG Micon NM 72C/1500	6,00 MW	8.800
Niedersachsen	4	NEG Micon NM 72C/1500	6,00 MW	19.473
	5	REpower MD 77	7,50 MW	
Heinsberg I	2	Vestas V80-2,0 MW	4,00 MW	5.850
Heinsberg II	2	Vestas V80-2,0 MW	4,00 MW	6.045
Einzelanlage Heinsberg	1	REpower MD 70	1,50 MW	2.050
Sachsen-Anhalt IV	8	Vestas V52-850 kW	6,80 MW	9.300
Rheinland IV	17	GE Wind Energy 1.5sl	25,50 MW	38.320
total (wind)	161		176,95 MW	295.470
pv-systems (> 80 kWp)	pv-system	type of modules	rated power	investment EUR thousand
Rhein-Sieg	1	ErSol-150 A u. 135 A	0,08 MW	350
Aachen	1	Kaneka K58	0,11 MW	480
total (photovoltaics)	2		0,20 MW	830

Your Benefit

- ✓ you will profit from a reliable team, which shows its ability in a great track record
- ✓ working together, we show a flexible approach to your own ideas
- ✓ as our partner, you are able to take advantage of our wide range of services
- ✓ you are networked with the sector of renewable energies and connected to our proved and tested partners
- ✓ we provide: highest reliability, flexibility, independency and greatest possible assignment

Interested In Cooperation?

We will gladly assist you with your inquiries.
If there are any questions do not hesitate to contact us.



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