

Marko Krejči

MBA, MSc SEE, BSc ME

Marko Krejči is owner and principal at Saxum d.o.o, providing consultancy services related to investment projects. He has over 17 years of experience, holding positions in different investment stakeholders including electricity utility; Engineering, Procurement & Construction company; public energy & investment agency; and consultancy.

Mr. Krejči's expertise covers areas of strategic planning, project development, project management, contracting, business modelling and valuation. He obtained that expertise in working with a wide portfolio of investment projects including energy (hydro, coal, CHP&CCGT, nuclear and renewable power generation projects), infrastructure (gas pipelines & LNG terminals, telecommunication), health and green-tech (biodiesel, waste-to-energy, etc).

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

His most relevant 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)

International arbitration and litigation experience

Power Plant Development Arbitration

Mr. Krejči assisted a Central European client regarding valuation of its damages in connection to its investment in the development of a power plant project in another Central European state under the Bilateral Investment Treaty and an Energy Charter Treaty claim brought before ICSID. He provided valuation of the energy generation project under development using both market value of the project and developed a DCF model of the expected project's cash flows.

Telecom arbitration

Mr. Krejči advised a US client on the damages in an international arbitration before ICSID, arising under the BIT. Mr. Krejči provided a damage valuation related to investment in a telecom company in CIS

region. Damages were valued based on lost profits model resulting from reduced capability of profit reinvestment.

Energy Charter Treaty Arbitration

Mr. Krejčí 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 business aspects and impacts of the actions taken by a signatory government on the operations of a European electric company.

Energy Investment Litigation

Mr. Krejčí advised a Central European power utility in connection to its litigation claim regarding its foreign investment in coal fired power generation capacity. Mr. Krejčí provided valuation of the today's cost of investment for replacement facility and analyzed the additional costs the client incurred due to contractual non-performance of the defendant.

Renewable Energy Project Development Consulting

Renewable Projects Identification and Assessment

Mr. Krejčí advised a Client in finding and assessing potential renewable energy projects (solar PV, wind, small hydro) 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. Krejčí advised a client, a wood processing and furniture company in negotiating of partnership for joint financing, construction and operation of a CHP project. His work included evaluation of proposed financial model and of proposed term sheet and support in negotiations.

Hydro-Power Cascade Development

Mr. Krejčí assisted in preparation of the cost benefit analysis and feasibility study for a infrastructure project of river diversion including a hydro power plant cascade in Croatia. He modeled the market value of the electricity to be generated and the value of the avoided carbon emissions.

Kosovo renewable energy projects evaluation

Mr. Krejčí manages a team performing evaluation of portfolio of wind and solar PV projects in Kosovo. Evaluation is focused at the expected levelized cost of electricity, financial and business model, development status and maturity.

Solar PV and wind projects assessment

Mr. Krejčí is providing renewables (mostly PV solar and wind) projects assessment and renewable investment strategy consulting to Central European corporation aiming to invest in renewable energy.

Testimony experience

Viaduct d.o.o., Portorož, Vladimir Zevnik and Boris Goljevšček v. Bosnia and Herzegovina, International Centre for Settlement of Investment Disputes, Case No. Arb/16/36, Expert report, 2019.

Telcell Wireless, LLC and International Telcell Cellular, LLC v. Georgia, International Centre for Settlement of Investment Disputes, Case No. ARB/20/5, Expert report, 2020.

Management and project development experience

Regasification LNG Terminal Development

Mr. Krejči held a position of project manager on the development of LNG Croatia, a 4 billion cubic meter (bcm) regasification 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 at INGRA d.d. (the largest Croatian EPC company with significant international presence). He and his team were tasked with bidding, contracting and executing energy, industry, telecom, health and green-tech projects in South East Europe region and Middle East. Projects included: gas pipelines, hydro and thermal power plants refurbishment, emergency hospital, mobile base stations etc.

Renewable projects due diligence and acquisition

While working at INGRA, Mr. Krejči was also in charge of the company's own renewable energy project development. Within these tasks, Mr. Krejči managed the screening, business and financial modelling, due diligence and acquisition negotiations of multiple solar PV and wind power projects.

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.

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.