



➔ Developing a new transport and natural gas fractioning project

Context

Due to the existence of plenty of natural gas reserves in its property in Neuquén (Argentina), a leading petrol company of the local market, required STRAT Consulting's assistance to evaluate an investment project for the maximisation of the value generated by such reserves. The project consisted of separating methane gas in Neuquén, transport it through a 600 kilometre conduct up to Bahía Blanca, fractioning the gas, store it and then transport it by ship till it reaches its market of destination.

STRAT Consulting's contribution

In this context, STRAT Consulting designed and evaluated different industrial configuration alternatives to the project, its industrial engineering and operative flow. In addition, it has participated dimensioning industrial units, the gas duct and the storage installations and load for transportation.

With the approval from the Client to continue with the project, STRAT Consulting

- Defined the detailed business plan of the project, maximizing the possible synergies with other client's activities
- Determined the optimal financial structure
- Designed the organizational structure necessary for its construction and operation on system
- Participated defining the terms of the shareholder's agreement and the contracts of the product sales
- Contributed to the hiring process of the firm in charge of the construction
- Was in charge of the internal management of the project

Results of the project

Since the completed feasibility analysis provided positive results, the project was taken into practice, representing an effective investment of approximately U\$S 600 MM. For that purpose a new company was created, hiring an international partnership for the construction. The project began in 2001, and its invoices represented U\$S 595 MM during 2004.

➔ The Project required U\$S 600 MM in investments, generating sales for a similar amount in 2004

