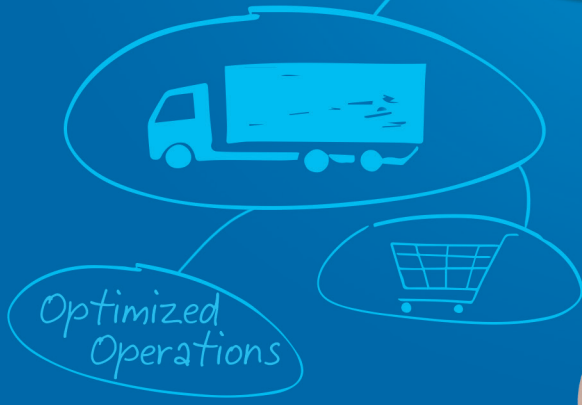




Client Specific Business Solutions



SENECA
GROUP INTERNATIONAL

FROM INCEPTION TO IMPLEMENTATION: CLIENT SPECIFIC BUSINESS SOLUTIONS

Seneca operates in Romania and internationally, in the fields of consulting services for the transport sector: management, infrastructure, operation, technology and logistics. Our goal is to help clients improve service, increase efficiency and meet their operational and financial objectives. Since its foundation in 2006, the company has accumulated valuable know-how from its American partner and has been growing continuously while participating in successful projects financed by the World Bank, the European Bank for Reconstruction and Development and the Japan Bank for International Cooperation. Seneca provides public and private customers with assistance and professional expertise needed to develop new strategies, implement business opportunities, manage projects, analyze financial and operational aspects of their business and implement restructuring measures.

Seneca's professional expertise and capabilities give our clients access to high standard consulting services covering:

✓ Transportation Consulting

Seneca's professionals have gained experience in managing railroads and transit companies, serving in roles that include executive management, accounting directors, marketing directors, engineering managers and rolling stock specialists. Seneca has an experienced team of project managers and analysts assisting these expert consultants.

We provide expertise in strategy and policy, operations, organizational design, technology, infrastructure and management support.

✓ Business Management Consulting

Our team is committed to deliver tailor-made business solutions in various industries which enable companies to find new sources of profitable growth, reposition their businesses for the future and sharpen their competitive advantage.

Seneca has built a reputation for delivering efficient solutions to several challenging problems and holds experience in a variety of management consulting services including: corporate and enterprise restructuring, financial analysis, operational and financial due diligence, logistics development and optimization, merger and acquisition support, market research and assessments, technology development and marketing.

✓ EU Funds Consulting

We stand ready to help our clients to invest and grow their business with EU grants. Our experience in working with international financing institutions and as evaluators for EU Commission grant programs during 2007-2013 will help our clients identify eligible programs, prepare and submit the application, support implementation and manage the necessary reporting process. For the 2014-2020 financing period various new forms of assistance/grant have become available for Romanian private and public companies, for almost every sector and type of business. These new programs are administered locally or directly by the EU Commission. We support our clients to choose what best applies to their interest.



CORE CAPABILITIES

Our approach:

- Understand the client's environment and needs
- Support the client in defining objectives
- Establish a professional dedicated team to achieve targets
- Commit to deliver solutions
- Assist the implementation



1 Due Diligence

- Rail operations
- Market assessments
- Financial analysis and costing
- Revenue enhancement
- Track and infrastructure
- Capital projects
- Asset management
- Benchmarking
- Start-up operations
- Maintenance plans
- Rolling stock evaluation

2 Restructuring

- Analysis of the legal, regulatory and economic environment
- Accounting standards
- Business plans
- Labor relations
- Identification of investors
- Safety reviews

3 Financial Analysis

- Market projections
- Loan preparation
- Analyzing credit risk
- Contract negotiations
- Financial Reporting

4 Project Management

- Specification development
- Project administration
- Project scheduling
- Project oversight
- Contract negotiations
- Safety testing and compliance

5 Technology Development

- Design
- Specification development
- Technology transfer
- Cost estimating
- Quality assurance services
- Testing and commissioning

6 EU Funding

- Funding identification and feasibility analysis
- Prepare applications
- Cost benefit analysis
- Environmental assessment
- Feasibility studies
- Business plan
- Evaluation of the applications
- EU project management

2006

Rail infrastructure assessment for industrial operations (private financing).



2006-2007

Technical assistance for short term measures to improve efficiency and effectiveness of Bucharest's underground heavy rail system (World Bank financed).



2006-2007

Restructuring and revitalizing the railway of Azerbaijan (World Bank financed).



2007

Special Assistance for Project Formation (SAPROF) for the Bucharest International Airport Rail Access Link Project, Romania (JICA financed).



2008-2012

Consultancy services for EU funding applications. Multiple projects for SME (private financing).



2009-2010

Recalculation of capacities for loading / unloading stations and capital repair works for railway infrastructure revamp (private financing).



2010-2011

Consulting services for the Romanian Railway Freight Company in two contractual phases (public financing).



2011-2012

Consulting services to identify and implement measures after restructuring (public financing).

Consulting services to evaluate operation efficiency of the low traffic sections (public financing).

Impact of the low traffic section reduction on the company's performance (public financing).



2011-2012

Specialized technical assistance for railway modernization works at Petrobrazi Refinery and site supervision (private financing).

Feasibility study for a yard management - wagon tracking system Project at Petrom's Petrobrazi Refinery (private financing).



2012-2020

Consulting services for preparation, design and works supervision related to Bucharest International Airport Rail Access Link Project (JICA financed).



2013-2015

Management consultancy services for Jakarta Mass Rapid Transit System Project (JBIC financed).



2006-2007

Railway logistics consulting services. Multiple Projects in the areas of restructuring, outsourcing / procurement, operational analysis, infrastructure assessment, and legal / regulatory compliance (private financing).



2006-2007

Egyptian railway restructuring (World Bank financed).



2007

MÁV Cargo privatization transactional due diligence (private financing).



2007-2008

Technical assistance for personnel restructuring (private financing).

Elaboration of technical specifications for AFER authorizations of the rail yard (private financing).

Technical evaluation of the railway infrastructure. Investment plan (private financing).



2010-2011

Business consulting assistance for the analysis of a rolling stock maintenance contract (public financing).

Assistance with the renegotiation of the rolling stock maintenance contract (public financing).



2011

Business consulting services for the Romanian Railway Company's management to evaluate and implement measures for company restructuring (public financing).



2011-2012

Impact assessment of reorganization and restructuring of the Romanian Railway Freight Company and further measures to strengthen the company (public financing).


Consulting services to identify and evaluate options for the company's development strategy (public financing).



2012

Romanian Railway Infrastructure Company - assistance with restructuring action plan preparation (EBRD financed).





*"There is nothing
which persevering effort
and unceasing
and diligent care
can not accomplish."*

LUCIUS ANNAEUS SENECA (4 BC - 65 AD)
ROMAN PHILOSOPHER AND STATESMAN



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