

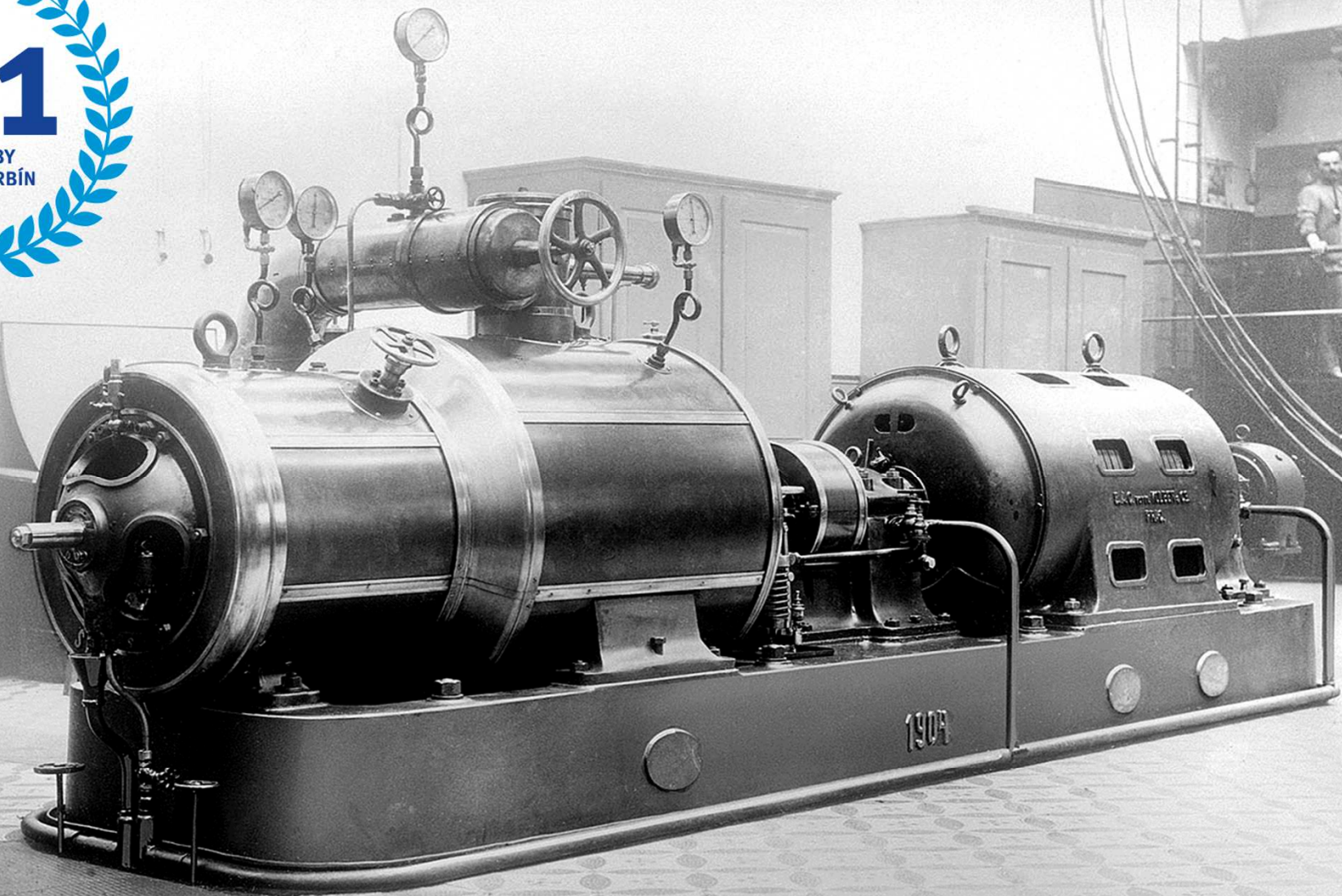
Mexico and Latin America

Doosan Škoda Power



David Zeman
30.3.2016

111
LET VÝROBY
PARNÍCH TURBÍN



30-203

Doosan Skoda Power Business Line

Doosan Skoda Power provides total solutions for various power generation application, ranging from design of trurbogenerator equipment to supply, erection and post-project services.

Steam turbine & Generator

Complete machine hall

1

Industrial Steam Turbines (<50 MW)

2

New Build (>50 MW)

3

Service



Fossil fuel

Cogeneration

Combined cycle

Nuclear

Waste incineration

Biomass

Solar

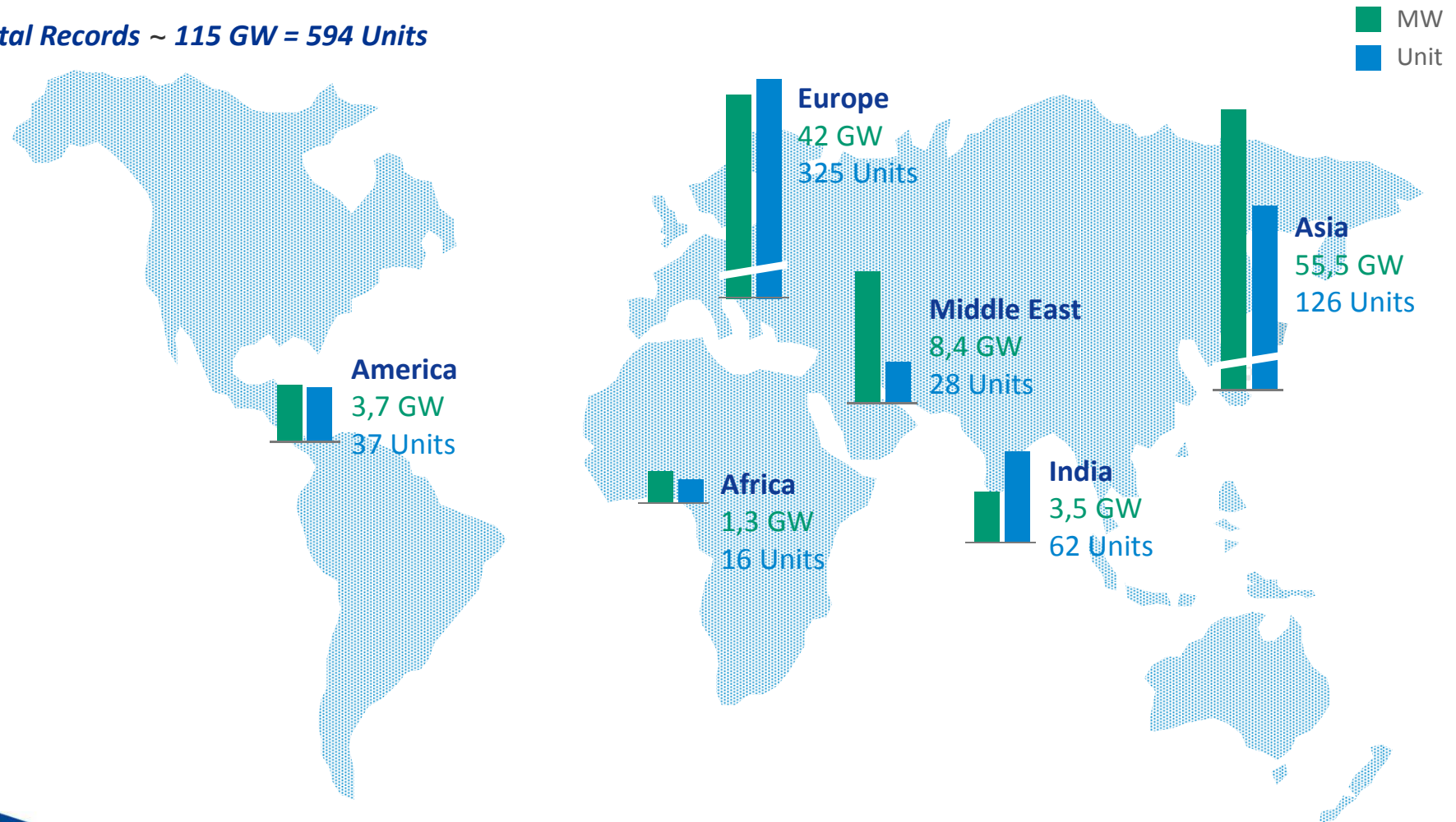


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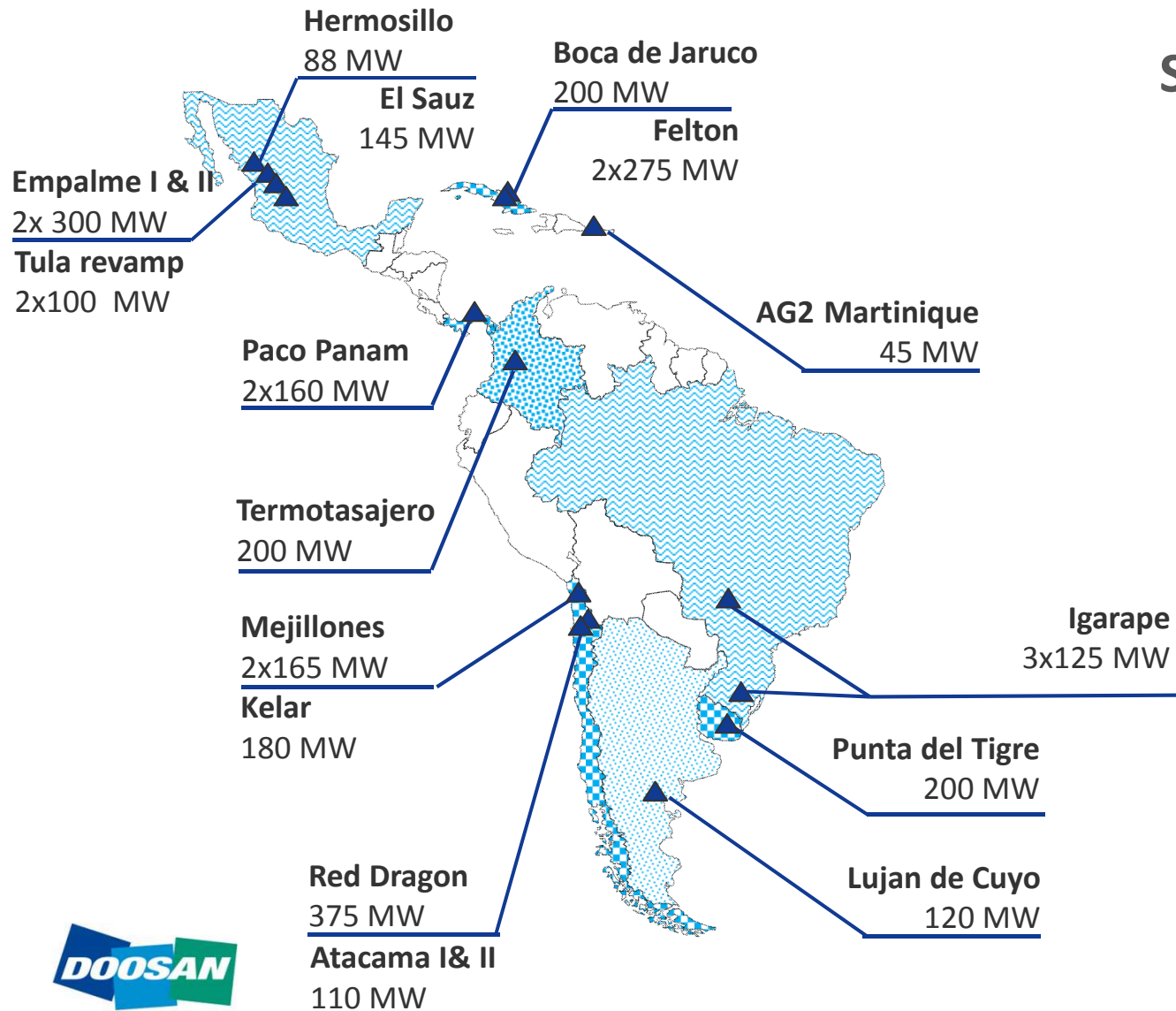
Steam Turbine Experience

Through worldwide presence Doosan represents a rich tradition, long experience and professional knowledge, with innovative approaches to project management.

Total Records ~ 115 GW = 594 Units



Latin America – selected installations and SERVICES



Selected References

more than 45 years provides Doosan Skoda modern energy solutions for Latin America countries



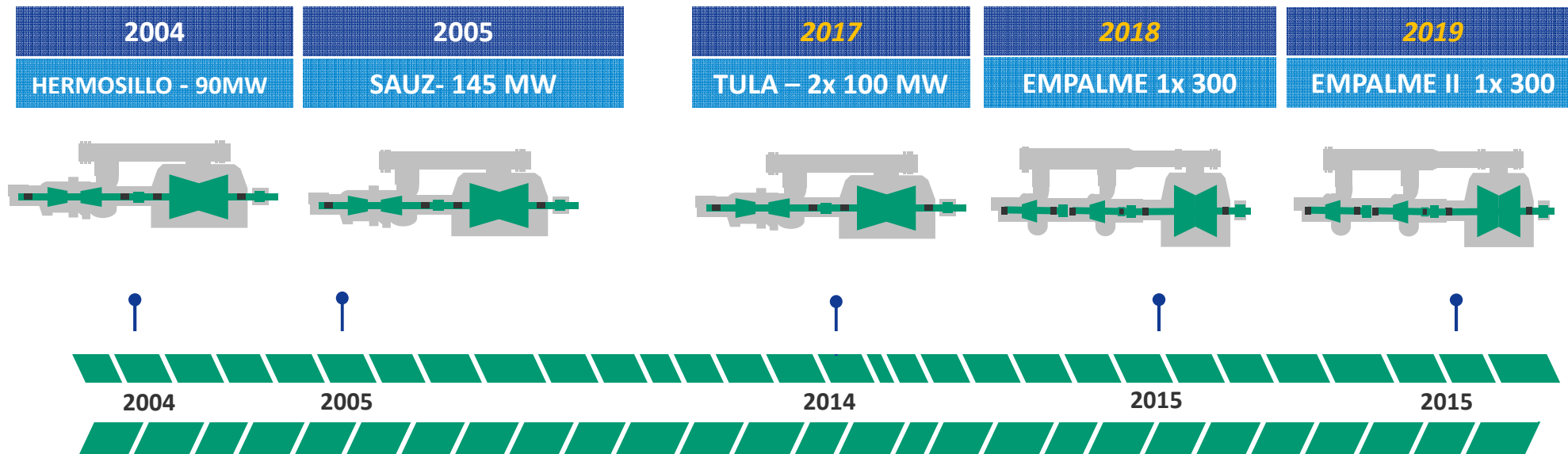
NEW BUILD projects

MODERNIZATION projects

SERVICES and maintenance



Mexico – Doosan Skoda experience



- ✓ 2 units installed in past 2002 - 2005
- ✓ 4 new units under execution in 2014 - 2018
- ✓ Wide knowledge of local site managing and supervising
- ✓ Experience in seismic active zones in Latin America

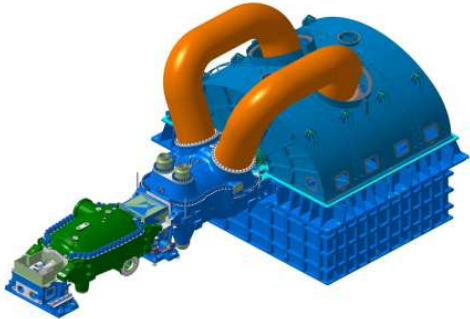


Mexico – Doosan Skoda experience

- ✔ International tenders by CFE
- ✔ Cooperation with developers - Spanish, Korean, American
- ✔ Spanish language – critical for communication and documentation
- ✔ Local Service / Local supplies
- ✔ Strong - Labor Unions
- ✔ Permanent establishment



MEXICO – new projects



EMPALME I – 280 MW

- Final client - CFE
- Direct client – consortium **OHL + SENER**
- Combined cycle power plant



EMPALME II – 300 MW

- Final client - CFE
- Direct client – consortium **DURO FELGUERA + ELECNOR**
- Combined cycle power plant



TULA – 2 x 100 MW - RETROFIT

- Final client - CFE
- Direct client – consortium **INITEC + COBRA + AVANZIA**
- Modernization of existing power plant

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Mexico – Doosan Skoda experience



NEW BUILD projects

MODERNIZATION projects

SERVICES and maintenance

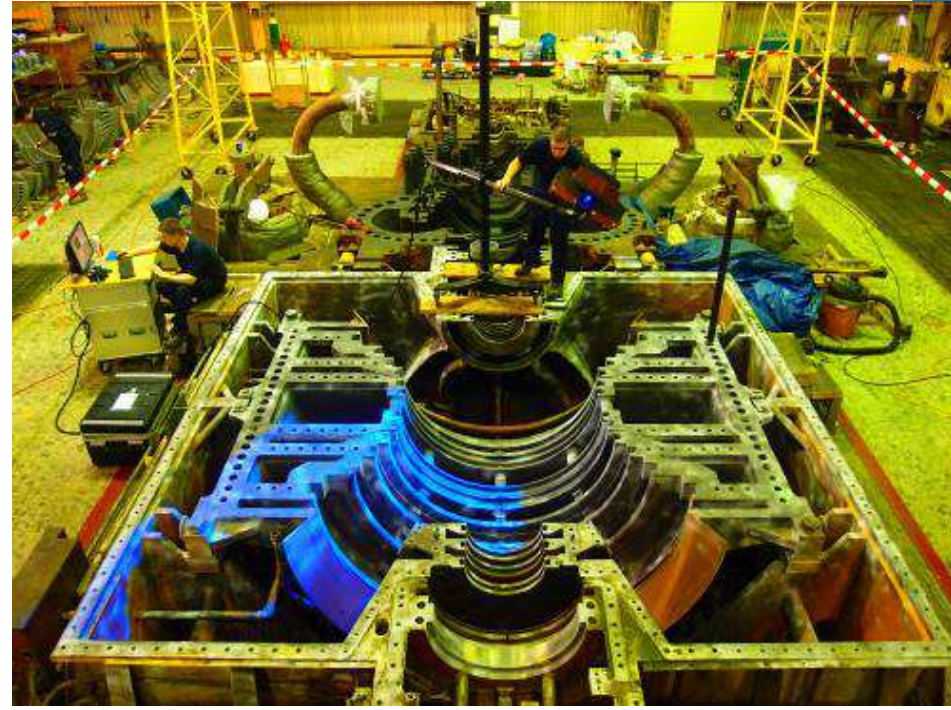


MODERNIZATION – Doosan Skoda experience

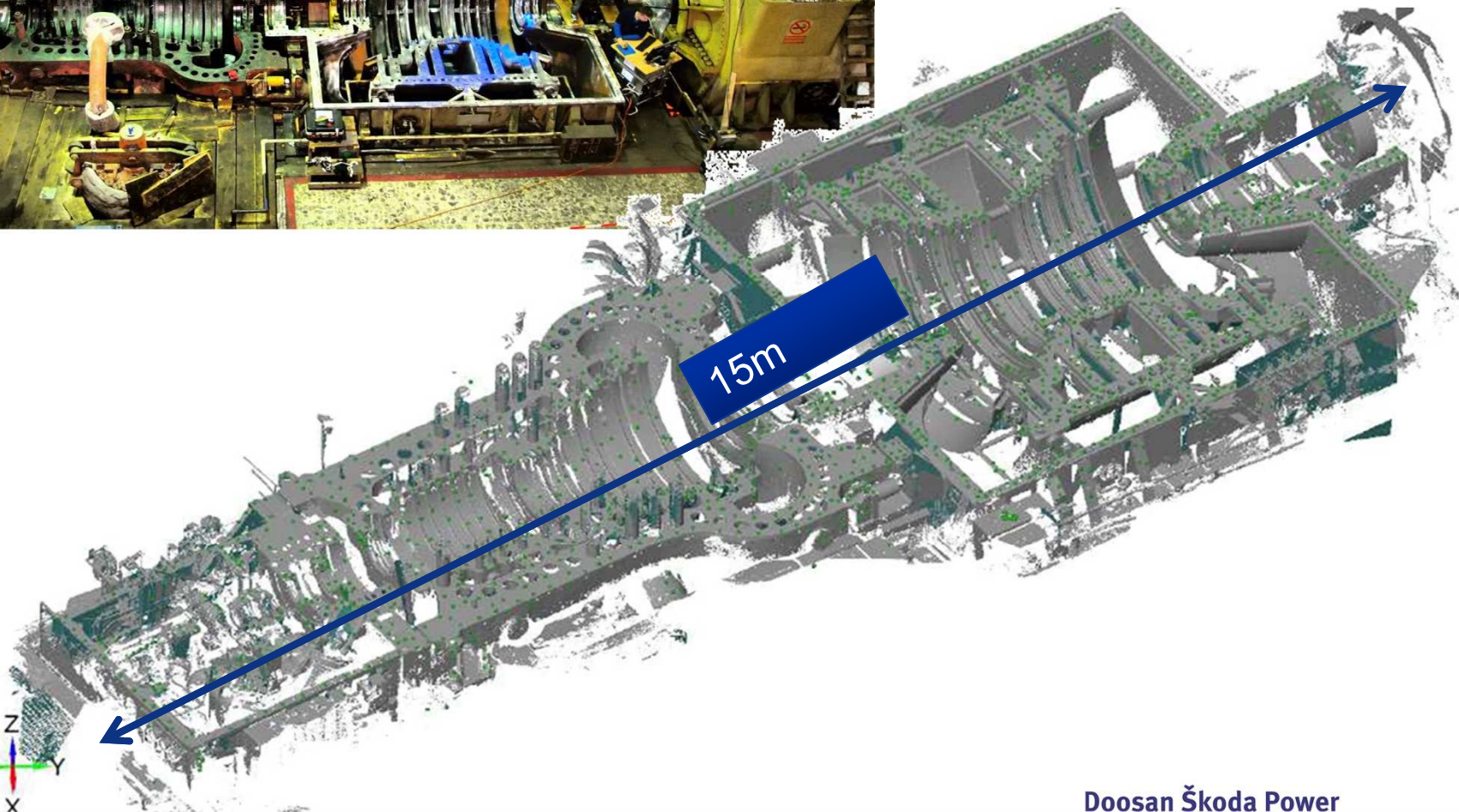
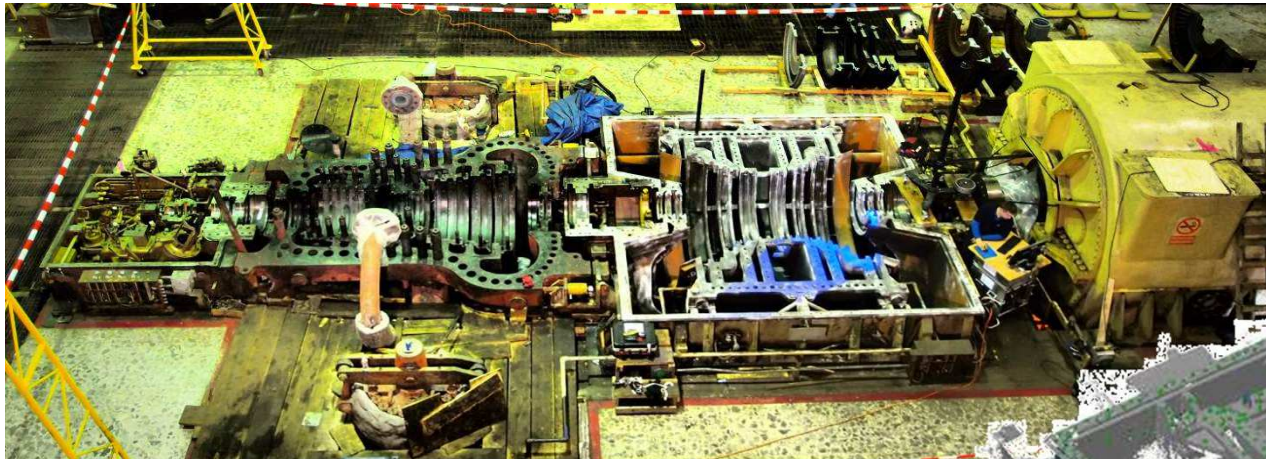
- ✔ 3D scanning in Mexico
- ✔ Temporary import – via ATA KARNET
- ✔ Hi-tech technology demonstration to client
- ✔ Higher investment costs
- ✔ ... led to new project and new market



Project TULA – 3D scanning in Mexico



Project TULA – 3D scanning in Mexico



3D scanning - PACKAGING for transport

- ✓ 5 boxes and two pallets
- ✓ Total weight more than 850 KG
- ✓ Special packing sheets separately for each shipment
- ✓ Dangerous goods according to IATA
- ✓ Control of temperature and humidity during transport



NEW BUILD projects
MODERNIZATION projects
SERVICES and maintenance



SERVICES – Doosan Skoda experience

- ✓ Supply of spare parts, maintenance and overhauls on existing units
- ✓ LOCAL PARTNER – critical for success
- ✓ SKODA cooperates since 2009 with ENERGY CORPORATION
- ✓ CFE - state owned client – advantage / disadvantage
- ✓ Complicated administration



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