

# ENERGY MARKET AND RATES CONSULTANTS LIMITED.

Developing New Paths In the Energy Market.

Company Profile

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Suite 219 Adamawa Plaza,  
Central Area 90102, FCT, Abuja

[info@energymrc.ng](mailto:info@energymrc.ng)  
[www.energymrc.ng](http://www.energymrc.ng)

EMRC supports private and public organizations with comprehensive expert advisory and bespoke solutions.

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Energy Market and Rates Consultants LTD.



# ABOUT US

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EMRC supports private and public organizations with comprehensive expert advisory and bespoke solutions.



We are a group of independent consultants who provide global energy market, regulatory, techno-economic, and financing advice for clients in the electricity, renewables, and gas sectors.

Trusted Clients

**50+**

Project Completed

**200+** Across Africa

Operational Years

**10+**



We are part of the MRC Group, which includes nine other sister companies operating internationally, with a team of over 200 experts and a presence in 10 cities around the world. The group aims to deliver reliable access to affordable energy through its projects.

## OUR LOCATIONS



EMRC | MRC GROUP


## THE MRC GROUP

MRC Group was founded in 2015 by 11 of the 14 former partners of Mercados EMI in Europe and the 2 founder directors of IPA Energy Consulting in the UK. It was built through merger, partial MBO and formation of new offices, giving a track record going back to 2010. We operate internationally as one organisation sharing resources, technical skills and geographical presence to serve clients worldwide.

TRUSTED BY OUR CLIENTS GLOBALLY.





A blue-tinted, foggy photograph of the Golden Gate Bridge, showing the two main towers and the suspension cables. The fog is thick, obscuring the lower parts of the bridge and the water.

Energy Market and Rates Consultants LTD.

**We bridge the gap between Ideas and sustainable reality**

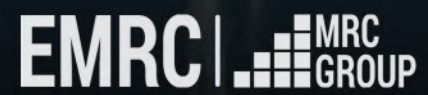
**EMRC** |  **MRC  
GROUP**

Innovation, sustainability, excellence, and teamwork are important to us at EMRC. We push the envelope to provide innovative energy solutions while encouraging environmental stewardship. Our dedication to upholding strict standards guarantees dependability and quality, and we think that working together may accomplish common objectives.

## Our Core Values

 <p><b>EXCELLENCE</b></p>	<p>To guarantee excellence and dependability, we hold ourselves to the highest standards in all of our services.</p> <p><b>A</b></p>	 <p><b>SUSTAINABILITY</b></p>	<p>Our dedication is in advocating for ecologically conscious behaviors and sustainable energy sources.</p> <p><b>C</b></p>
 <p><b>COLLABORATION</b></p>	<p>Working collaboratively with partners and clients to accomplish common objectives, we are firm believers in the value of cooperation.</p> <p><b>B</b></p>	 <p><b>INNOVATION</b></p>	<p>We never stop pushing beyond the boundaries to provide innovative solutions for the energy industry.</p> <p><b>D</b></p>





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# OUR SERVICES

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EMRC supports private and public organizations with comprehensive expert advisory and bespoke solutions.

# WHAT WE DO



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## TRANSACTIONS ADVISORY AND PROJECT DEVELOPMENT

We help clients make informed investment decisions, minimize risks, and maximize the value of their energy assets or ventures.

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## REGULATORY AND POLICY SUPPORT

We provide support the development of legal, regulatory and policy frameworks to governments and private sector clients.

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## MARKET & DATA ANALYSIS AND RESEARCH

We provide our clients with valuable insights from industry data, dynamics, supply and demand, and price trends.

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## DUE DILIGENCE

We have extensive expertise commercial, technical, and financial due diligence for energy projects.

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## ENERGY TRANSITION

We support clients transition to cleaner energy supply and set-up hybrid systems of renewable/non-renewable energy sources.

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## FINANCIAL MODELLING

We support investors by providing financial models to assess the economic viability of power projects.

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## ENERGY ACCOUNTING

We develop tools across the electricity value chain that enable energy accounting and audit.

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## TARIFF DESIGN

We develop tools across the electricity value chain that enable energy accounting and audit.

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## DIGITAL APPLICATION DEVELOPMENT

We design and develop digital application with modern technologies that promote transparency and enable our clients to make more data-driven business decisions.

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## CAPACITY BUILDING, BUSINESS STRATEGY, AND PLANNING

We provide trainings to existing and new power sector companies and aid business process re-engineering & planning.

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## PROJECT DEVELOPMENT AND MANAGEMENT

EMRC helps clients plan, assess and manage projects in the energy market.

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## RENEWABLE ENERGY

We provide financial analysis, regulatory compliance, project development, grid integration on renewable energy.

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# Like marines we leave no stone untuned

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# AREAS OF FOCUS

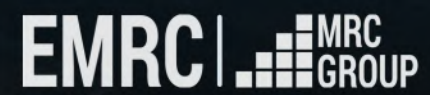
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## Areas of Focus





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## ENERGY ACCESS

At the core of our organization lies a profound dedication to pioneering Energy Access solutions, this covers both on-grid and off-grid services. Our commitment is not merely a promise; it is a driving force that propels us forward, an unwavering pursuit of excellence that transcends boundaries and obstacles. Our diverse and highly skilled team's collaborative synergy enables us to seamlessly integrate expertise from various fields and backgrounds, fostering a culture of innovation and creativity.

Together, we are at the vanguard of innovation, empowering clients and communities with the knowledge and resources they need to thrive. Our vision extends beyond mere provision; it is about fostering long-term transformation, ensuring sustainable and reliable energy access for all, and improving lives. By doing so, we aim to build resilient communities that will flourish for generations to come.



[www.energymrc.ng/energyaccess](http://www.energymrc.ng/energyaccess)



**ENERGY ACCESS**



**CLIMATE CHANGE &  
ENERGY TRANSITION**



**ENERGY MARKET  
RESEARCH**



**DIGITAL SYSTEMS  
DEVELOPMENT**

## HIGHLIGHTED PROJECTS

We are a group of independent consultants who provide global energy market, regulatory, techno-economic, and financing advice for clients in the electricity, renewables, and gas sectors.

### Electricity Co-operative Based Ownership Model

**A** ————— Energy Access

With support from the SOAS Anti-Corruption Evidence Research Consortium, EMRC and Atmos Energy Solutions partnered to further the research on whether a cooperative-based ownership structure can reduce corruption among SMEs and bridge the payment performance gap to provide reliable power at a stable price. The project entails the execution of a proof of concept and pilot project in Kugbo International Market in Abuja, Nigeria.



Foreign, Commonwealth  
& Development Office



**ACE** Anti-Corruption Evidence  
SOAS Consortium Making Anti-Corruption Real

### PPI Network Investment Reconciliation

**B** ————— Energy Access

The objective of Phase 1 of the **Siemens Presidential Power Initiative (PPI)** is to align transmission and electricity distribution projects, unlocking stranded generation capacity. The ultimate goal is to achieve an operational capacity of 7GW across the network system by eliminating demand suppression. Consequently, EMRC's first task is to review nominated projects by both parties and provide a line of sight to achieve this objective



### Performance Improvement Plan for Distribution Companies In Nigeria

**C** ————— Energy Access

Under NESI mandates, we conducted bi-annual tariff reviews and periodic significant tariff designs for DisCos. DisCo rates were reviewed and examined while taking into account market conditions, economic indices, market loss levels, and gas prices. **Created in-house financial models and presented realistic market remittance predictions for a six-month period.** Prepared and filed reports to the regulator that included tariff arguments utilized by NERC to determine tariffs..



AEDC  
African Economic Development Corporation



PH  
Power of Hope Foundation



NEDC  
Nigerian Electricity Distribution Companies



NEDC  
Nigerian Electricity Distribution Companies



NEDC  
Nigerian Electricity Distribution Companies

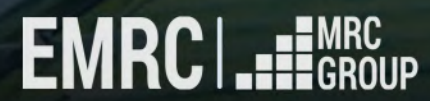


NEDC  
Nigerian Electricity Distribution Companies



NEDC  
Nigerian Electricity Distribution Companies





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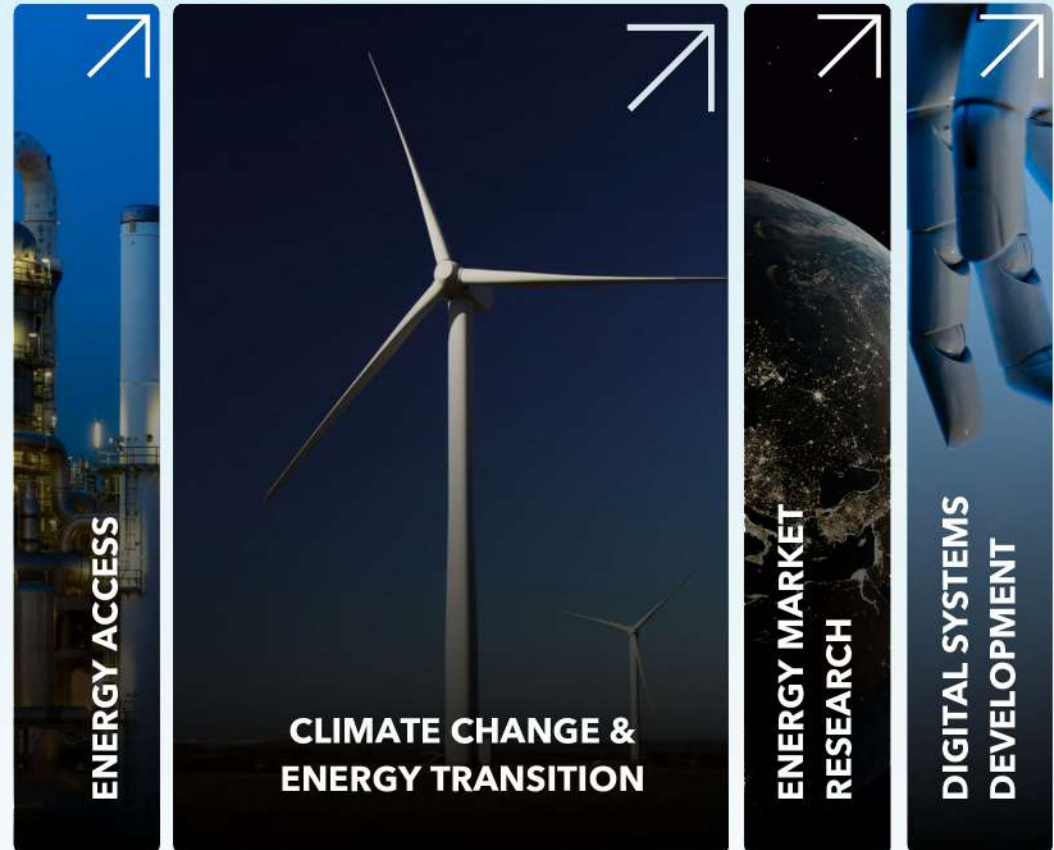
## ENERGY TRANSITION

At the heart of our efforts is a strong commitment to developing transformative ideas for climate and energy transition. For us, sustainability is more than just a phrase; it's a guiding philosophy that informs every initiative and decision. Our constant commitment to inclusive practices and clean, sustainable solutions enables us to make a good impact and foster balance in the industry.

It's more than just making improvements; it's about crafting a future in which environmental stewardship and economic prosperity coexist, leaving a sustainable legacy for future generations.



[www.energymrc.ng/energytransition](http://www.energymrc.ng/energytransition)





## HIGHLIGHTED PROJECTS

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### Validation of Project Green Savings Project

A

Energy Transition

EMRC was contracted by **IHS Towers** to review the company's technical model designed to **simulate planned fuel consumption savings under the Project Green Savings Initiative**. The review of the IHS savings model included assumptions used, data inputs, savings delivered, and other benefits identified. We proposed assumptions and calculations that will result in realistic and realizable benefits and risks.



### Carbon Footprint Reduction - Due Diligence on Acquisition of 100 MW Renewable Energy Company

B

Energy Transition

EMRC conducted due diligence for **a major oil and gas supplier on the acquisition of a renewable energy company**. The due diligence included a commercial, technical, and organisational review for a solar power company, to validate its operations for partnership and possible purchase with/by our clients.

### Transaction Advisory for the Concession of 20MW Hydropower Plant

C

Energy Transition

EMRC was contracted by the **Federal Ministry of Water Resources** to review the Outline Business Case (OBC), including the updated financial model and other relevant project documents submitted by the project proponent.





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## ENERGY MARKET RESEARCH

We stand at the forefront of the industry, combining expertise and cutting-edge technology to provide unparalleled insights and expertise. Through comprehensive analysis and innovative studies, we strive to uncover critical information that will shape and transform the energy sector.

Our team of experts leverages the latest methodologies and data to deliver in-depth research, ensuring our clients are equipped with the knowledge needed to navigate and lead in a rapidly evolving market.



[www.energymrc.ng/energymarketresearch](http://www.energymrc.ng/energymarketresearch)



## HIGHLIGHTED PROJECTS

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### Technical/Commercial Advisory for a 250MW Integrated Power Barge Project Opportunity

A

Market Research

EMRC was engaged by a major oil and gas supplier to conduct technical and commercial due diligence for potential collaboration with **West Power and Gas (WPG) for the procurement of a 250MW power barge located in Lagos State.**

### Market Research of Energy Sources

B

Market Research

EMRC was contracted by **Knauf Engineering** to research on the existing **energy sources in Nigeria, which can deliver the required feedstock to generate 100,000- 200,000 MWh/year for a plant that produces gypsum products.** This study was aimed at providing a better understanding of the amount in the market, availability, and costs per MWh of conventional and non-conventional energy sources in Nigeria, that could be deployed for use in the Lekki Peninsula area.

**KNAUF**

### Due Diligence on 3 IPP and Islanding Projects

C

Market Research

EMRC was engaged to carry out commercial due diligence on 3 proposed Independent Power Plants with a total capacity of 152MW located within an electricity distribution company.

**NNPC**

**ZKJ**





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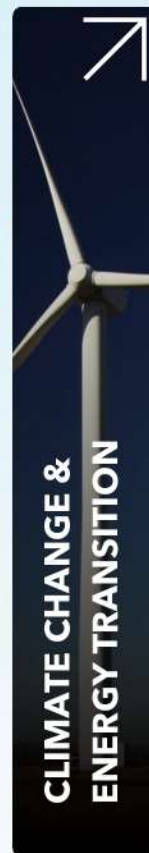
## DIGITAL SYSTEMS DEVELOPMENT

We specialize in Digital Systems Development, pioneering tailored solutions that use cutting-edge technologies. Our experience is backed up by innovation. Our purpose is clear: to streamline processes, increase efficiency, and spark innovation across a wide range of sectors.

With a personalized approach and a thorough understanding of our clients' objectives, we create solutions that not only meet but surpass expectations. From concept to implementation, we are dedicated to pushing the boundaries and producing disruptive solutions that propel businesses forward in the digital age.



[www.energymrc.ng/digitalsystemsdevelopment](http://www.energymrc.ng/digitalsystemsdevelopment)





## OUR DIGITAL PRODUCTS

We are a group of independent consultants who provide global energy market, regulatory, techno-economic, and financing advice for clients in the electricity, renewables, and gas sectors.



### PERFORMANCE MONITORING TOOL

Our Performance Monitoring Tool (The Raven) is a specialized solution designed to collect, analyze, and visualize operational data from energy distribution systems. It provides realtime monitoring, alerting, and insights into the performance and efficiency of the energy distribution network, enabling prompt detection and mitigation of issues.



### ENERGY FRAUD DETECTION TOOL

We are currently developing and deploying an AI-powered fraud detection tool designed to predict possible energy theft using customer vending patterns. This project aims to combat fraud and protect the cash flow of our subscribers, we are committed to innovative solutions that enhance operational efficiency and security.



### NESI DATA TRACKER LITE

EMRC developed a custom data visualisation tool to monitor changes in the capacity of the Nigerian Electricity Supply Industry (NESI). This project involved aggregating data from multiple endpoints across the industry's value chain, funnelling it into a cloud-based database, and presenting it through a simplified dashboard with real time changes and updates.

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# HIGHLIGHTED PROJECTS



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## HIGHLIGHTED PROJECTS

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### COMMERCIAL DUE DILIGENCE FOR X2 ENERGY

Assessment of the commercial viability of a 30MW embedded generating facility in Maiduguri by examining margins, possible paying customers, and project hazards. Assisted in talks with the technology owner and Yola Disco, resulting in the acquisition of relevant licenses and permissions. Used the MYTO model to forecast consumer tariffs and find appropriate clients. Suggested connection ways and estimated the appropriate distribution usage of service price. Provided alternatives for the project's commercial structure.

**X2 ENERGY**



### PROJECT ASSESSMENT FOR POWER AFRICA

Evaluated the effects and efficacy of the Power Africa Transactions and Reforms Programme (PATRP) by comparing two Nigerian electricity distribution firms (DisCos) that received help against six that did not. Commercial, financial, and technical data were analyzed to determine the impact of support and performance constraints. Developed a mechanism to rate DisCos' performance using KPIs and investigated potential hurdles to PATRP support.



**Deloitte.**

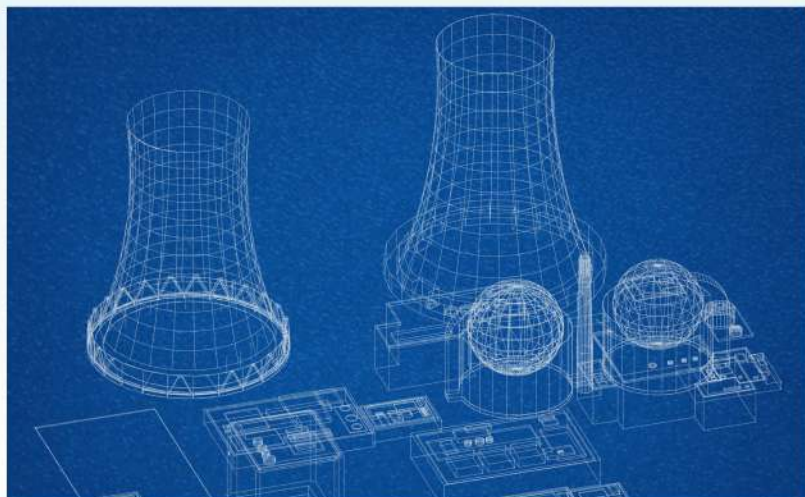


## HIGHLIGHTED PROJECTS

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### MARKET ASSESSMENT FOR KNAUFF ENGINEERING

We evaluated Nigerian energy sources for a 22MW captive power plant to support a gypsum products company in Lekki, Lagos. Existing energy providers with the capacity to deliver 100,000-200,000 MWh per year were identified. Data on accessible on-grid and off-grid energy sources, as well as providers, was collected and evaluated. Calculated the energy cost per MWh, including transportation and delivery charges.



### COMMERCIAL DUE DILIGENCE FOR AFRICA 50

The commercial viability of three planned embedded power production plants in Nigeria totaled 141MW. Completed a red flag analysis of all commercial issues and assessed proposed tariffs for sustainability and effect. Examined Eko EDC's cash waterfall structure to assess its trustworthiness for the Badagry IPP project. Eko DisCo's territory was analyzed for supply and demand dynamics, off-grid generation possibilities, and distribution options. Reviewing tariff benchmarks, stress testing creditworthiness, and providing regulatory backdrop and distribution models.





## HIGHLIGHTED PROJECTS

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### FEASIBILITY STUDY ON ELECTRICITY TRADING FOR ZKJ ENERGY PARTNERS

Commercial, market, and technical analyses were conducted on power trading potential in Nigeria and the West African Power Pool (WAPP). Identified possible trading possibilities and evaluated the region's technical suitability for electricity trading. Created daily hourly load curves for each WAPP nation to represent surplus generation and unsuppressed demand. Analyzed the whole region for trading prospects, taking into account technological, regulatory, and financial methods to improve trading viability.



### VALIDATION OF FINANCIAL SAVINGS FOR IHS

Financial savings were calculated from switching base stations from diesel generators to on-grid and solar energy. IHS' energy savings calculations were evaluated and corrected if needed. Provided an outline of electricity industry trends for the next five years. Validated the performance of the chosen technology and vendors. Identified project hazards, calculated possible losses, and recommended mitigation strategies





## HIGHLIGHTED PROJECTS

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### CO-OPERATIVE BASED OWNERSHIP MODEL FOR INTERCONNECTED MINIGRID

Carried out needs assessment and resource assessment at a popular market in Abuja as part of our efforts to develop a 150kW interconnected mini-grid as a proof of concept (POC) for a Co-operative Based Ownership Electricity Model. The ultimate goal is to develop a 3MW interconnected mini-grid upon full implementation.



### RENEWABLE ENERGY PROJECT DEVELOPMENT

EMRC was engaged to provide consultancy services for the integration of a 20MW solar photovoltaic (PV) and Battery Energy Storage Systems (BESS) to improve energy access in a select area in Lagos Island as part of an electrification strategy. This initiative aimed to deploy a reliable and sustainable renewable energy solution for the selected areas, providing clean energy for residential, and small industrial uses. We carried out feasibility studies on projects ability to deliver the required energy, site selection for the solar farm, development of a financial model covering capital recovery, and tariff design for the projects 10 year life cycle.





## HIGHLIGHTED PROJECTS

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### PERFORMANCE IMPROVEMENT PLANS (PIP)

Designed and assessed customer rates to determine their economic feasibility and influence on DisCo's financial performance. Under NESI mandates, we conducted bi-annual tariff reviews and periodic significant tariff designs for DisCos. DisCo rates were reviewed and examined while taking into account market conditions, economic indices, market loss levels, and gas prices. Created in-house financial models and presented realistic market remittance predictions for a six-month period. Prepared and filed reports to the regulator that included tariff arguments utilized by NERC to determine tariffs..



### TRANSACTION ADVISORY

Supported discussions with the government to acquire Yola Electricity Distribution Company (YEDC). Reviewed electricity availability and identified misalignments between YEDC performance and Multi-Year Tariff assumptions. Analyzed YEDC's financial predictions to identify areas for negotiation with the Bureau of Public Enterprises (BPE). Differences between NERC's MYTO model assumptions and YEDC's most recent performance. Created a summary document outlining major negotiating topics with BPE.

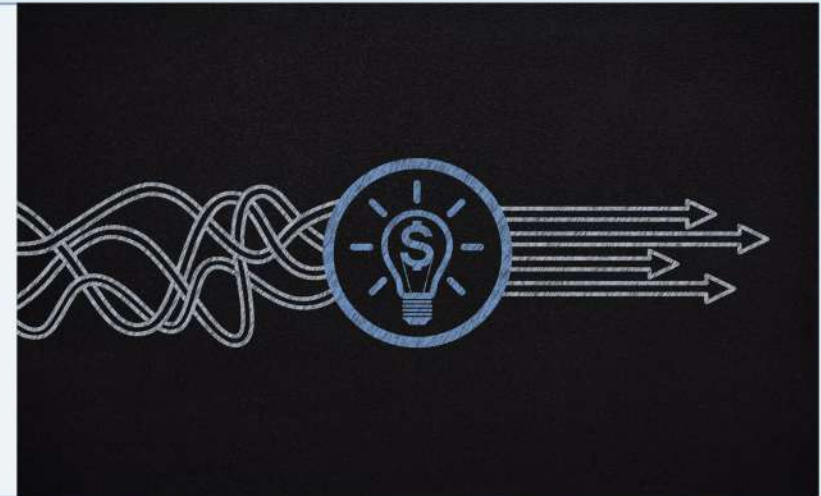


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### PERFORMANCE IMPROVEMENT PLANS (PIP) > WORLD BANK - PSRP

DisCos' Performance Improvement Plans (PIPs) were drafted as part of the World Bank-supported Power Sector Recovery Program (PSRP). Using NERC standards, We developed an output-based strategy that outlined goal outcomes, resources, and activities. Data collection and analysis, design of the present Service-Based Tariff Regime, and creation of a financial model for the new tariff design. Engaged with stakeholders to connect plans with the Government's Economic Recovery and Growth Plan and PSRP objectives, articulating how DisCos will accomplish the desired results

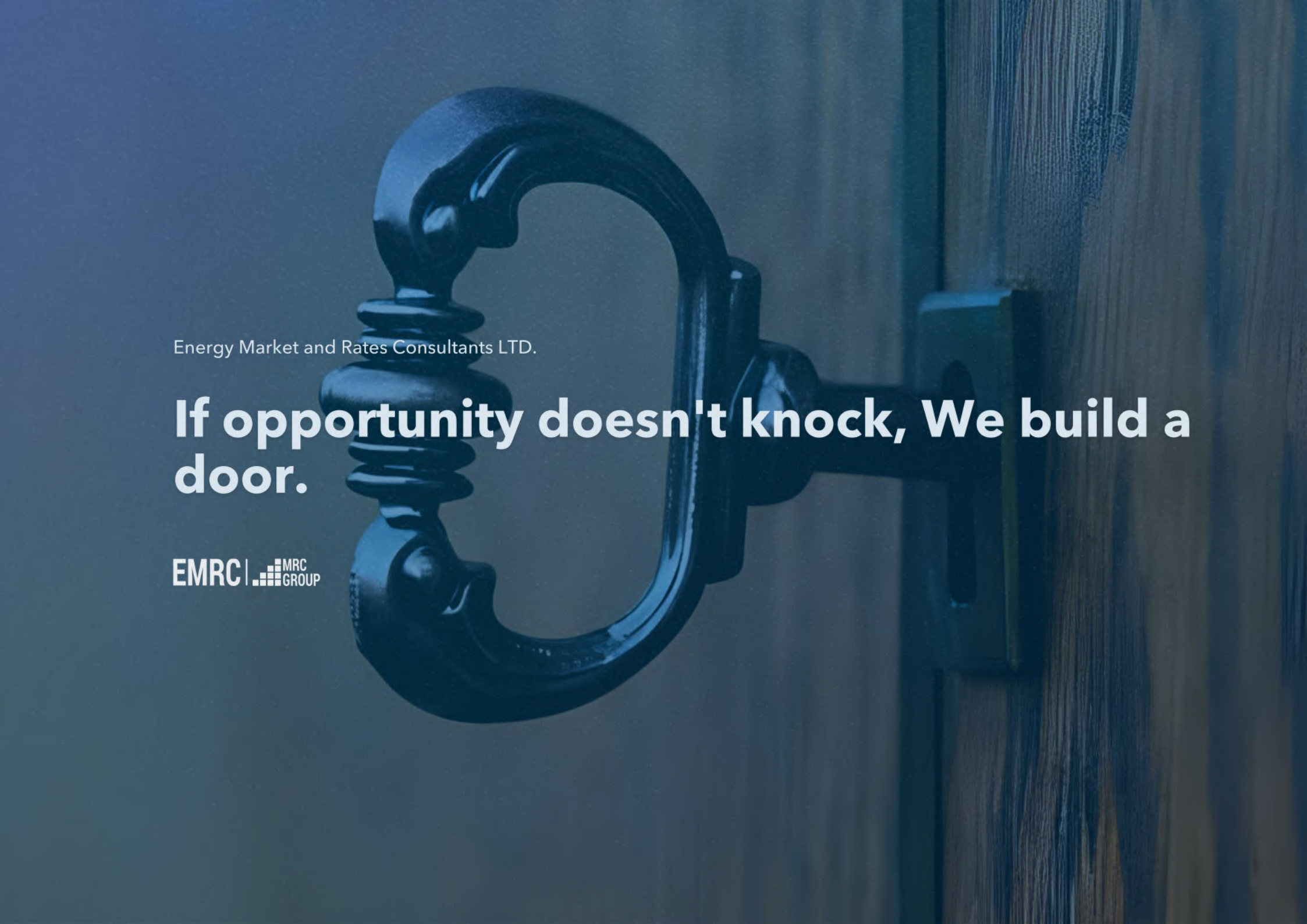


### TARIFF DESIGN & ANALYSIS

Energy consumption trends were examined to inform planning, forecasting, and policymaking for eight DisCos. Data was collected and analyzed using structural and dynamic regression models to predict unsuppressed demand by anticipating feeder demand in the absence of load shedding. Highlighted and graded feeders with the highest unmet demand income potential.







Energy Market and Rates Consultants LTD.

**If opportunity doesn't knock, We build a door.**

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# OUR TEAM

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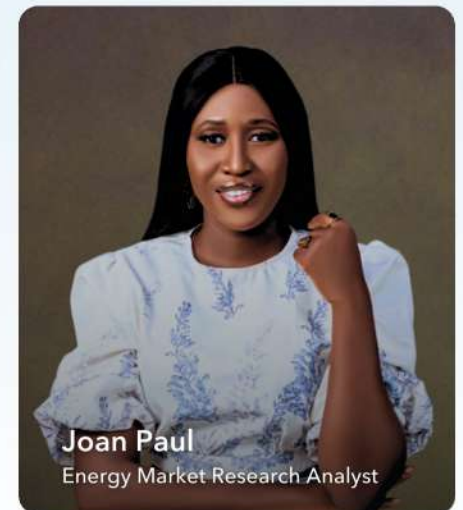
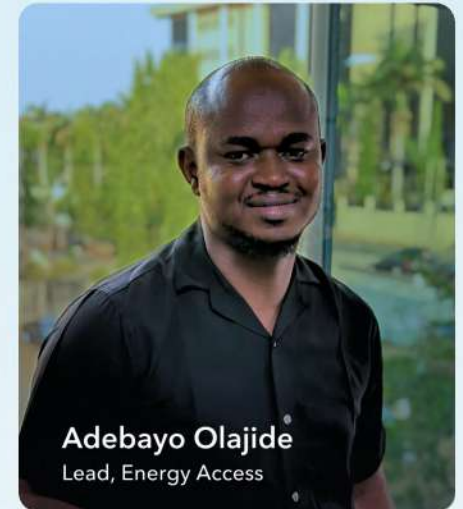
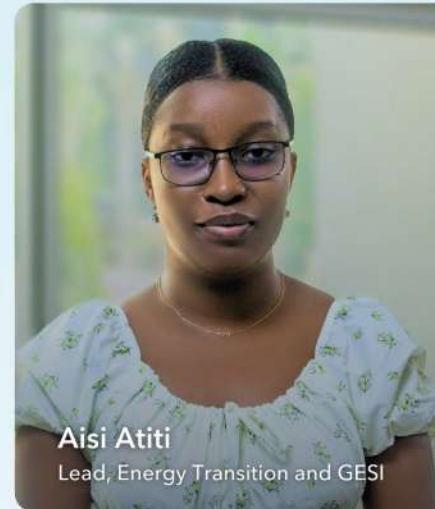
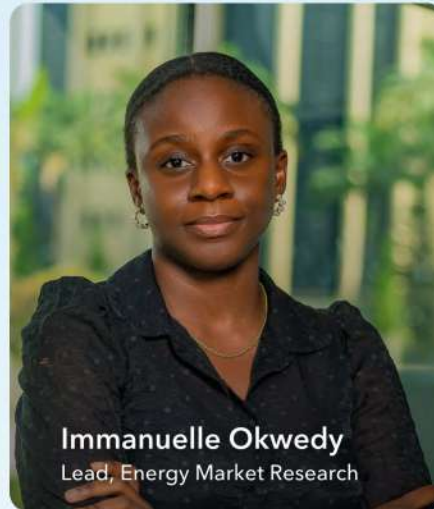


## Our Leadership



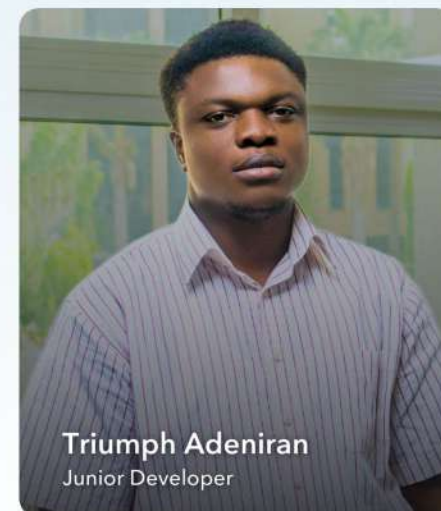
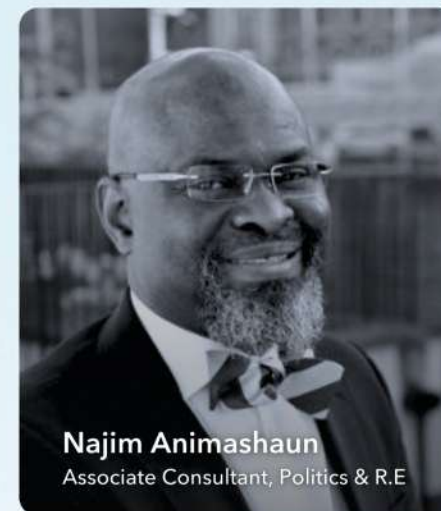
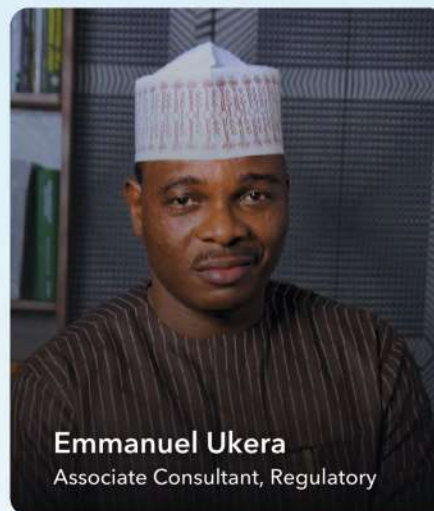
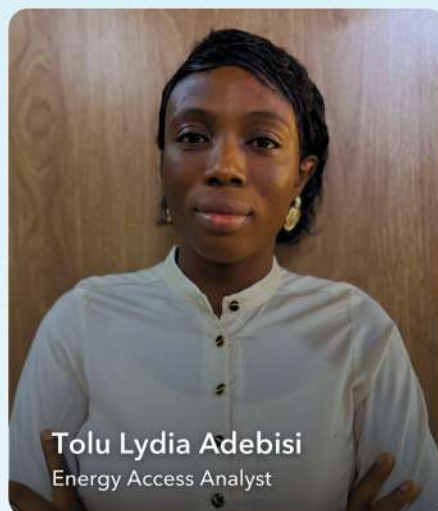
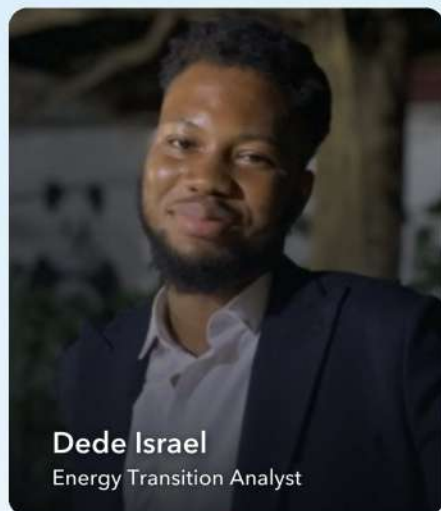
EMRC is led by a team of visionaries, all of whom are committed to advancing energy innovation. With a common commitment to sustainability, our motives are to push the envelope and design tailored solutions to challenges we face in the our industry.

# Our Experts

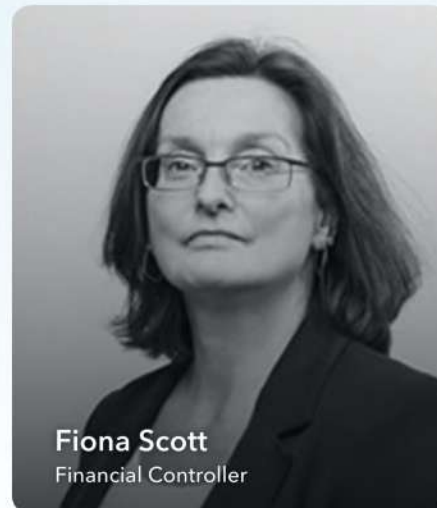
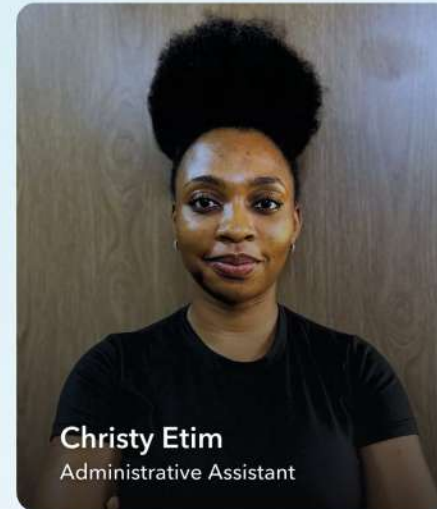




# Our Experts



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[www.energymrc.ng/about/our-team](http://www.energymrc.ng/about/our-team)





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# OUR CLIENTS

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EMRC supports private and public organizations with comprehensive expert advisory and bespoke solutions.

## We are trusted by these global brands



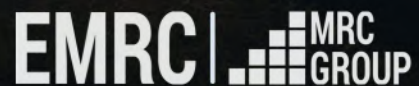




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**We are a group of independent consultants who guide you through every stage of your energy journey, from policy and regulations, to project development, systems creation and implementation.**

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An aerial photograph of a wind turbine in a rural landscape. The turbine is a tall, blue structure with three blades, standing in a green field. In the background, there are rolling hills and another wind turbine. The sky is clear and blue.


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