



## TÜRKİYE ODALAR VE BORSALAR BİRLİĞİ



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Konu : El Salvadorlu Firmanın Talebi

### TÜM ODA VE BORSALARA (Genel Sekreterlik)

İlgi : Ticaret Bakanlığı'nın 06.03.2023 tarih ve E-57637780-724.01.01-00083352787 sayılı yazısı.

İlgide kayıtlı yazıda, EKOĞAS isimli firmanın sıvılaştırılmış doğalgaz projeleri geliştirdiği, ülkemizde bu alanda faaliyet gösteren ve sıvılaştırılmış doğalgaz ekipmanı, sıvılaştırma ve regazifikasyon ile depolama tankı üretimi yapan firmalarla temas etme arzusunda olduğu ifade edilmektedir.

EKOĞAS şirketine ilişkin powerpoint sunum ve şirket Direktörü Rafael Augusto Galaeno hakkında referans mektubu ekte iletilmektedir.

Bilgilerinizi ve konunun ilgili üyelerinize duyurulmasını rica ederim.

Saygılarımla,

*e-imza*

Ali Emre YURDAKUL  
Genel Sekreter Yardımcısı

EK:

- 1- El Salvadorlu firmanın talebi EKOĞAS Presentation
- 2- El Salvadorlu firmanın talebi Recommendation letter for Rafael Galeano (2 sayfa)



Evrakı Doğrulamak İçin : <https://belgedogrula.tobb.org.tr/belgedogrulama.aspx?eD=BSMBU27UVB>

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ekoGas

POWER FOR A CLEAN FUTURE



# Nowdays

Around the globe, a large part of the electrical energy is produced from fossil fuels, which when burned, produces pollutants and greenhouse gases that contribute to global warming



# The Future

EKO GAS aims to transform the use of fossil fuels to achieve zero carbon footprint emission, starting from METHANE GAS (NATURAL GAS) as a transition fuel until reaching Hydrogen as the final fuel.

ekogas

POWER FOR A CLEAN FUTURE





Our company aims to develop the logistics chain of NATURAL GAS and HYDROGEN for the electric power industry in the Salvadoran, Guatemalan and Honduran markets to later expand to the rest of Central American markets.



# Our Values

HONESTY

RESPECT

LOYALTY

RESPONSABILITY

INNOVATION

PASSION



## Pioneers

Our relationship with our gas suppliers, equipment, engineering and technology has allowed us to take the leadership and vanguard in the industry.

## Trust

Our philosophy of developing long-term relationships with our suppliers encourages us to continue providing post-sale support to our customers.

## Experience

We have more than 25 years of experience in the field of power generation projects of our sister company, GRUPO GM, which has left us as a result, a close relationship with our suppliers and our customers.



# EKO GAS

We offer our knowledge, capacity and experience in the direction and development of power generation projects to investment companies, to contribute to the migration of fossil fuels towards natural gas, until reaching the gradual incorporation of Hydrogen as final fuel.

EKO GAS is an agent of change that seeks to achieve zero greenhouse gas emissions, maintaining an ideal balance so that our customers are more competitive, efficient and productive.





December 20, 2021

To whom it may concern,

Wärtsilä Energy is a leading provider of power plants, and operation and lifetime care services in decentralized power generation. The company provides power plants for baseload, peaking, and combined heat and power applications. Additionally, Wärtsilä is also the ship power supplier for builders, owners and operators of vessels and offshore installations. Wärtsilä is the only company with a global service network capable to take complete care of customers' ship machinery at every lifecycle stage. Wärtsilä also supplies solutions for gas compression and for oil and gas pumping. Wärtsilä's product range comprises gas and oil fired power plants with outputs from 6 MW to 600 MW.

In 2020 Wärtsilä's net sales were 4600 million euros and the number of employees over 18000, manning 200 locations in 70 countries around the world.

Wärtsilä has had various agreements throughout the years with Ing. **Rafael Galeano** and his company **Grupo GM S.A. de C.V.** in El Salvador. Our experience is that Ing. Galeano is a reliable, trustworthy person who diligently follows our compliance guidelines.

Our relationship dates back to 1994 when Ing. Galeano, in his role as General Manager of La Casa Castro, a Wärtsilä agent at the time, played a key role in securing an 80 MW power purchase agreement (PPA) with the El Salvadorian stated-owned electricity company Comisión Hidroeléctrica del Rio Lempa (CEL), on behalf of Coastal Power. Ing. Galeano was also a key player in the renegotiation of the original PPA with CEL for an expansion to over 150 MW in total. Additionally, Ing. Galeano supported Wärtsilä in securing an Engineering, Procurement, and Construction (EPC) agreement with Coastal Power for both phases of the power plant project. The 150 MW power plant facility – known as Nejapa Power - is still in operation.

In August 2005 CEL launched a fast track tender for the supply of 50 MW under an EPC contract. Wärtsilä participated in the tender, and was supported by Ing. Galeano. Wärtsilä was awarded the EPC contract to build the Talnique Power Plant in January 2006.

In July 2007, Inversiones Energéticas S.A. (INE), a subsidiary of CEL, launched a tender for the extension of the Talnique Power Plant. Wärtsilä participated in the tender, and was supported by Ing. Galeano. The EPC contract to build the Talnique Extension (50 MW) was awarded to Wärtsilä in October 2007.



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In April of 2007, Eléctrica de Ceren S.A. de C.V. issued a tender for the supply of equipment and services to build a 16MW cogeneration facility. Wärtsilä signed a contract on December 2007. Again in this project, Wärtsilä was supported by Ing. Galeano.

Our relationship with Ing. Galeano is centered on his business experience and savvy, electricity market knowledge, his ability to manage relationships with various level of government officials as well as private sector entrepreneurs, his capability in risk mitigation, his professional and ethical way of managing business dealings including confidential information, his capacity of working with multicultural international teams of professionals.

Since 2010 Rafael Galeano has actively been working together with Wärtsilä to promote liquefied natural gas (LNG) as a replacement for heavy fuel oil in Central America. These efforts have been successful and a project of 378 MW was contracted in June 2015 with a company called Energía del Pacífico.

In 2011 Rafael Galeano worked with Wärtsilä to secure an agreement with Energía del Caribe, a company from Guatemala, to build an LNG-fired power plant in Guatemala should the company win in a public tender that it participated in. The bid was not won in 2011, but the agreement with the investors became the basis for a revised winning bid in 2013 and subsequently Wärtsilä signed a contract in 2014 to build a gas-fired power plant in Monterrey, Mexico. This Huinala Power Plant has a contract to supply 139 MW of electricity to Guatemala. The plant construction was completed in 2016, and a contract for a 130 MW extension at the same site has been signed in 2017.

Wärtsilä has widened its offerings to include energy storage solutions. Ing. Galeano and his Grupo GM have been in the forefront of promoting battery technology from years ago, as well as helping Wärtsilä identify opportunities in the region.

We are extremely pleased with past dealings with Ing. Galeano and are happy to write this reference letter for his benefit. Please feel free to contact the undersigned for any further reference at +1-281-233-6200.

Sincerely,



Sampo Suvisaari  
Energy Business Director, Latin America North  
Wärtsilä Energy