



Mauro Moroni is CEO of Moroni & Partners, one of the largest Italian energy engineering consults. Moroni talks to AI magazine about winning the Renewable Energy Advisory Firm of the Year award.

Mauro Moroni introduces himself and tells us a little more about Moroni & Partners, of which he is Chief Executive Officer, and its structure.

"The firm conducts Engineering and Technical Advisory services with a team of more than 50 professionals working on renewable energy sources and high energy efficiency systems to satisfy the needs of banks, investors, industrial customers, public entities and EPC contractors," he explains.

"Three business divisions are the pillars of our structure: The Engineering Division is responsible for the permission process, the design, the construction surveillance and the safety of power plants. In addition the division provides energy saving solutions for the industrial, civil and tertiary sectors.

"The Technical Advisory Division performs consultancy activities and instrumental analyses on operating energy plants, working with major banks and investment funds as well as with investors asking for an independent survey on their investment.

"Finally, the Asset Management Division performs a complete plant management service, from performance monitoring to management of administrative and fiscal fulfillments related to RES activities."

Moroni continues to describe how Moroni & Partners distinguishes itself from the competition with three key words to sum it up: "Ideas, expertise and experience.

"Where our ideas are concerned, we understood before our competitors that "documental verification" wasn't a sufficient enough guarantee for our customers. There are too many construction site issues, materials liability problems and risks. It was necessary to provide something more and we created it! Our "Check Up" procedures have been developed from the deep understanding of technologies, installation issues and plants management. We started from photovoltaic and we have since developed services dedicated to Biogas, Wind, Energy Efficiency, CPV and CSP.

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"Finally our experience counts for everything," Moroni states. "With experience of more than 870 MW in Due Diligence, M&P is the market leader in instrumental on site verifications and one on the main players in the secondary market. The most important

differences between us and our competitors is that we don't work with subcontractors. The on-field experience of our technicians has been gained conducting over a hundred plant verifications. If the customer has a problem, we detect it and resolve it quickly."

Despite experiencing challenging economic conditions, Moroni & Partners have had a successful 12 months, with further growth and a 2013 expected turnover increase of 15% on 2012's figures. In particular, Moroni highlights the administrative and instrumental due diligence services the firm provided to RTR Capital during its prestigious acquisition of 31,5 MW PV plants (Apollo cluster), owned by ACEA. Moroni has, however, noticed certain trends emerging within the industry.

"There is a strong decrease in constructing PV plants and for this reason also in financing new Plants," he states. "The new plants are mainly small sized. PV sector market share is decreasing in terms of new construction while Hydro, Biomass and Energy Efficiency are increasing. Biogas and micro-wind are growing slower in respect of other technologies.

"After a stop caused by uncertainty about regulations we noticed a strong positive change in the secondary market due to the activities of small and medium producers, mainly under 20 MWp.

"It is very interesting to see how new important players, coming from Germany, Japan, Israel and China, will enter the secondary market."

Team culture is everything at Moroni & Partners with the dedicated team working daily to satisfy customer requirements. "Let me take this opportunity to thank them again and to tell them that this is just the beginning. We have a difficult path ahead with many hurdles to jump but as a united team we can relish the challenge."

Mr Moroni is convinced that strong working efforts were imperative in clinching the prestigious honour of Renewable Energy Advisory Firm of the Year, as voted by Acquisition International readers. But no company can afford to rest on its laurels and Moroni & Partners will do all it takes to ensure that 2014 is another successful year, culminating in another award.

"We want to become the market leader and be the main player in acquisitions of renewable energy plants and provide Asset Management to important Lending Institutions," exclaims Moroni. "We want to innovate and be a reference point for new technologies, like CSP. Our experience, reliability and expertise will be our strength and we will do our utmost to be in contention for this award next year!"

Renewable Energy Advisory Firm of the Year - Italy

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