

News'nViews

NEW ADVISORY MANDATES

ANKARA POWER PROJECT ADVISORY

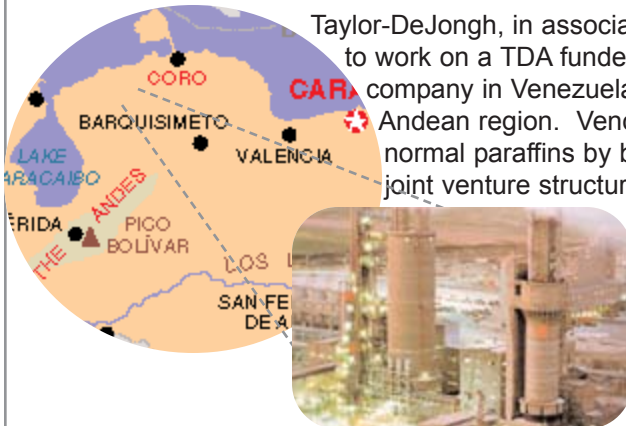
Taylor-DeJongh is financial advisor to U.S. Ex-Im Bank for the Ankara BO 770 MW combined cycle gas-fired power plant project being developed by Tractebel of Belgium and Mimag of Turkey. The Ankara BO Project is one of the five BO projects that were awarded by TEAS to various consortia in 1997.

“We are delighted to be awarded this important project, as Taylor-DeJongh also acted as the financial advisor to US Ex-Im Bank on three other BO projects in Turkey that closed in 2000.”, noted Terry Newendorp, Chairman and CEO. The Project will sell its electricity to TETTAS, the new replacement of TEAS. The fuel supplier is BOTAS. Taylor-DeJongh is advising on all aspects of the transaction, including analysis of all project documents, financing plan and project economics, country risk issues, and structuring and negotiation of financing terms and documentation. Multiple lenders are expected to participate in the transaction. Daily management of the project will be led by Bulent Osma in Washington, DC. ■



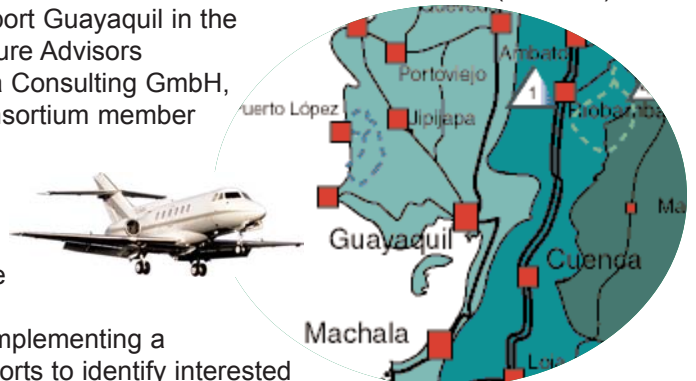
PETROCHEMICAL PLANT EXPANSION IN VENEZUELA

Taylor-DeJongh, in association with Parsons Energy and Chemicals Group, has been selected to work on a TDA funded feasibility study for Venoco, an independent petrochemical company in Venezuela which is the principal supplier of Linear Alkyl Benzene (LAB) in the Andean region. Venoco is seeking to expand its LAB production and to produce normal paraffins by building a new plant in the Paraguaná region of Venezuela through a joint venture structure which is expected to be formed by Venoco, PDVSA/Proesca, and an international partner. LAB is the main surfactant used in the manufacture of detergents in Latin America as well as other emerging markets, and Venoco's added capacity will be used in the industry to serve increased customer demand for LAB end-products throughout the region. In this effort, TDJ and Parsons will: i) assess the company's expansion objectives by preparing a financing model and a marketing report, ii) evaluate the process and cost estimates for the project and verify the accuracy of such costs, iii) determine the best location of the Paraguaná region for the project to be developed and iv) organize financing options for the construction of the petrochemical complex. ■



GUAYAQUIL AIRPORT PRIVATIZATION MANDATE

The Municipality of the city of Guayaquil, Ecuador through the National Council for State Modernization (CONAM) selected the BBVA-Infrastructure Advisors Consortium to support Guayaquil in the privatization of its airport infrastructure. The BBVA-Infrastructure Advisors Consortium is composed of BBVA, Taylor-DeJongh, Lufthansa Consulting GmbH, Fichtner Airports GmbH, and Holland & Knight LLP. Each consortium member represents years of experience in conducting infrastructure privatizations and airport/transportation projects. Consortium members will be responsible for preparing technical, economic, financial, legal and environmental studies in order to facilitate seeking financing and management capacities for the airport terminal in the private sector. The Consortium will work in conjunction with the Airport Authority in defining and implementing a concession granting strategy, and will undertake marketing efforts to identify interested parties and strategic partners for this important privatization effort. The Consortium will also carry out the bidding process, and will perform economic and financial analysis to justify the selection of the concession financing structure. Finally, the Consortium will prepare the necessary engineering requirements for the development of the concession. ■



News'nViews

INNOVATIVE NEW PRODUCT TO PROTECT AGAINST DEVALUATION RISK

US \$

GBP

Taylor-DeJongh has acted as financial adviser to Sovereign Risk Insurance Limited in the development of the **Real Exchange Rate Liquidity (REX) product** announced by Sovereign in November 2001.



The REX product is a highly structured insurance product that provides coverage to eligible projects against certain foreign exchange rate movements. The REX product is designed for projects with local currency revenues indexed to local inflation and with foreign currency denominated debt. REX coverage is structured to protect lenders/investors against the potential currency mismatch, but does not cover unrelated variations in project revenue.

Mex\$

In announcing the REX product, Richard Parry, Executive Vice President of Taylor-DeJongh commented that *"the launch of this product is an exciting development in the project finance industry. It is designed to address one of the key risks faced by infrastructure projects in markets around the world"*.

JPY

Sovereign is the first private insurer to offer the REX product. The Overseas Private Investment Corporation (OPIC), an agency of the US government, has provided this product previously in the Tiete Holdings transaction in Brazil. Taylor-DeJongh acted as financial adviser to OPIC in this transaction.

Taylor-DeJongh has been retained by Sovereign to act as financial advisor for all projects using the REX product.

Additional information, including minimum project eligibility requirements, is available at the websites of Taylor-DeJongh (www.taylor-dejongh.com) and Sovereign (www.sovereignbermuda.com).

R\$



Euro €

Can\$

CNY

AUS\$

News'nViews

UPCOMING CONFERENCES

JANUARY

Jeddah Economic Forum 2002
(www.jeddahmarketing.com)

Jeddah, Saudi Arabia -- Invited Guest Participant

FEBRUARY

Infrastructure Journal 2001 Award

London, UK --- **Deal of the Year and Latin American Advisor of the Year Awards**

MARCH

ICBI Projects International 2002
(www.icbi-projects.com)

Paris, France --- Oil & Gas Summit Sponsor & Conference Speaker

Contact us for a 25% discount!

MEED 11th Gulf Congress 2002
(www.meed.com)

Dubai, UAE --- Conference Speaker and Excellence Award Ceremony

CBI 7th Annual Brazil Energy 2002
(www.cbi.net.com)

Miami, FL --- Pre-Conference Workshop Guest Speaker

APRIL

Middle East Gas 2002
(www.economatters.com)

Doha, Qatar -- Invited Guest Speaker

MAY

CBI Risk Mitigation
(www.cbINET.com)

New York City, NY --- Invited Guest Speaker

Contact us for a \$300 discount!

WBR 5th Annual European Power
(www.wbr.co.uk)

Rome, Italy --- Conference Exhibitor

Contact us for a 25% discount!

See our full conference schedule at our website at www.taylor-dejongh.com for more details and updates.

NEW OFFICE RELOCATION

Taylor-DeJongh is relocating to our new office as of March 23rd, 2002:

**1101 17th Street, NW
12th Floor
Washington, DC 20036**

Phone and Fax numbers remain the same.

Taylor-DeJongh is an international project development and finance company with over 20 years of international experience and over \$20 Bn of projects financed. Power, oil & gas, telecommunications, infrastructure development and privatizations are the focus of company's financing activities. The company is headquartered in Washington, DC with branch offices in London, Madrid and Cairo and affiliated offices in Bahrain, Buenos Aires, and Damman.

1050 17th Street, NW ■ 11th Floor ■ Washington, DC 20036 ■ Tel: 202.775.0899 ■ Fax: 202.775.1668
tdj@taylor-dejongh.com ■ www.taylor-dejongh.com