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## NEWS

TDJ has been ranked the #1 Mining & Metals Financial Advisor by *Infrastructure Journal* in its 2010 Half Year League Tables (mandates won).

## NICOLAS ROCHON JOINS TDJ TO MANAGE CLEANTECH INVESTING

Taylor-DeJongh is pleased to announce that Nicolas Rochon has joined the firm as Special Advisor to the Chairman with responsibility for leading all cleantech investment banking, including investment advisory and M&A. Mr. Rochon has many years of experience in asset management and investment banking working in the London, Paris and New York financial markets (Financière de



Champlain, Dome Close Brothers, Deutsche Bank and Bryan Garnier), during which time he developed an expertise investing in companies, technologies and a thorough

understanding of regulatory frameworks for the environmental and renewable energy sectors globally.

Most recently he was Head of Asset Management for Environmental Investments at Paris-based Financière de Champlain (FDC), an independent asset management company specializing in the field of sustainable development. He has a strong track record in developing and managing funds in the renewable energy sector and in environmental technology companies. *Performance Environnement*, Financière de Champlain's flagship fund, was top ranked in the category of European equity funds from 2005 to 2007 (Bloomberg, Lipper, La Vie Financière).

Mr. Rochon is based in Paris. ■

## TDJ SUPPORTS INDUSTRIAL PARK IN HAITI TO CREATE 10,000 NEW JOBS

Taylor-DeJongh has been mandated financial advisor to the Government of Haiti with respect to the development of a globally competitive industrial park and garment operation in Haiti. The work, in collaboration with the Interim Haiti Recovery Commission, IADB, IFC and the U.S. Department of State, is expected to result in the financing and development of the industrial park and the creation of 10,000 new jobs. The project includes the development of a large scale industrial zone, along with relevant support infrastructure, including power and water utilities. ■



*Signing ceremony for the initiative in New York, with Haitian Prime Minister Jean-Max Bellerive and US Secretary of State Hillary Clinton*



## TRANSACTIONS REACHING FINANCIAL CLOSE

### Metals & Mining—UAE Aluminium Project

EMAL, a 50/50 joint-venture between Dubai Aluminium Company (DUBAL) and Mubadala Development Company (Mubadala), has reached financial close on US\$736 million of direct loans and guarantees from a consortium of Export Credit Agencies (ECAs),

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which included the Export-Import Bank of the United States (Ex-Im Bank), Euler-Hermes Kreditversicherungs-AG (Hermes) of Germany and the Compagnie Française D’Assurance Pour Le Commerce Extérieur (COFACE) of France. Taylor-DeJongh served as financial advisor to Ex-Im Bank and COFACE.

Taylor-DeJongh was selected to advise Ex-Im Bank and COFACE in April 2009 and acted as financial advisor throughout the financing process. Taylor-DeJongh Chief Executive Officer, Mr. Terry Newendorp, commented: “Taylor-DeJongh was very pleased to act as Financial Advisor to Ex-Im Bank and COFACE on this challenging transaction. This is another highlight in our 17-year history of advising these agencies on complex project financing deals.” ■

## SELECTED CURRENT TRANSACTIONS IN PROJECT FINANCE, M&A AND CORPORATE FINANCE

### LNG—Australia: TDJ Advising Santos for Gladstone LNG

Taylor-DeJongh has been selected as ECA Financial Advisor to Santos Ltd. for the financing of Santos’ share of the Gladstone LNG (GLNG) project, which is likely to include a significant component of ECA funding. Gladstone LNG will be the world’s first project to process coal seam gas (CSG) into LNG. TDJ Director Mr. Afonso Reis e Sousa said: “We are delighted to be working with Santos on this project, which represents a significant further step in its LNG growth strategy. Taylor-DeJongh has a long track record of LNG advisory work in both the Pacific and Atlantic basins, and we look forward to helping Santos close the ECA financing for GLNG.”

### M&A—Downstream Oil

TDJ advised a client on an acquisition of a portfolio of downstream oil assets in the Caribbean, Central America and South America. The portfolio is dispersed across several countries and covers a range of downstream activities from refining through shipping & trading to retail distribution.

### Petrochemicals—Romania: Oltchim

TDJ has been mandated as exclusive financial advisor to one of the largest European petrochemical companies to provide strategic and financial advice on corporate and financial restructuring, and on capital raising for asset modernizations.

### Oil & Gas—Turkey Coal Gasification

Taylor-DeJongh and WorleyParsons were awarded a contract for early stage development support for a coal-gasification project in Turkey. The lignite gasification facility will produce pipeline-quality SNG for introduction into Turkey’s natural gas transmission system. The work effort will help determine the technical and economic feasibility of proceeding with lignite gasification on a commercial scale. For TDJ, this continues its stretch of 15 years’ participation in energy project financings in Turkey.

(continued)



TDJ is proud to be a founding member of the Oil Council.

VIEWS

SELECTED CURRENT TRANSACTIONS (CONT.)

Power—Haiti

Taylor-DeJongh and Power Engineers have been awarded the contract to update a study on the viable options for power generation and transmission projects in Haiti. The scope includes prioritization of the projects, financial analysis and the development of financing options for the government of Haiti. This study will also provide valuable input for the overall planning of the Interim Haiti Recovery Commission in the prioritization of reconstruction efforts in the power sector.

Energy Efficiency—Pakistan

Taylor-DeJongh is serving as a financial advisor on an energy efficiency and energy management project in Pakistan. With IRG, a Washington DC-based consulting firm, TDJ is working to design and implement the financing plan on an electricity demand side management program. The program was announced by Secretary of State Hillary Clinton as one of six key initiatives to be funded as part of a US\$125 million contribution to the first phase of the Signature Energy Program in Pakistan. ■

TDJ AND THE OIL COUNCIL

The Oil Council, for which TDJ is a Lead Partner, is a network of oil and gas executives (CEOs, CFOs, bankers, brokers, advisors, financiers and investors). The Council focuses on promoting knowledge and thought leadership across the oil and gas industry, through informed commentary and analysis via its website, free electronic monthly magazine—Drillers and Dealers—and large executive-level Assemblies.

Oil Council CEO Ross Stewart Campbell writes: "These Assemblies are the centrepiece in our international calendar for executive-level networking and information sharing and are attended by industry leaders and experts passionate about promoting new thinking and insightful dialogue. Our raison d'être is to foster an international community of oil and gas leaders and to engage these leaders with companies large and small to drive new business development. It is with great pleasure that we can work not only with Terry Newendorp as one of our trusted Committee

Members, but also the full Taylor-DeJongh team—all knowledgeable and passionate about our industry—to build this community, to share ideas and promote best market practice for the benefit of the wider oil and gas community. This expertise is a great contribution to our on-line discussions and at both our NYC and London Assemblies." ■



Americas Assembly

26-28 October 2010  
New York  
<http://www.oilcouncil.com/ecaa>

World Assembly

23-25 November 2010  
London  
<http://www.oilcouncil.com/weca>

Write to us if you are interested in the Oil Council ([jhara@taylor-dejongh.com](mailto:jhara@taylor-dejongh.com))

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