

## Our Team

### About Us

EIC is an independent advisory firm and project developer focused on the energy infrastructure sector, conducting advisory mandates with clients on strategic and financial business decisions.

Our team combines more than one hundred years of experience in the energy sector and has both an industrial and financial background. Projects led or developed by the EIC team are known as milestone projects in the industry due to their goal-oriented and entrepreneurial approach. For the successful navigation through investments and developments in today's energy sector, we are a competent and reliable partner.

EIC professionals develop projects with an owner's perspective. This ensures that development capex is well budgeted and cautiously spent, and that the relevant risk situation of the project is mapped, risk mitigants defined, and the return is commensurate with the risks taken.

The client has access to our full network and benefits from a well-established team that has long-term experience and cooperation.

The interdisciplinary skill-set of our team allows the client to get in-house commercial, financial and technical development expertise.

The EIC team is able to provide a unique solution to solve client-specific issues within a short period of time. We can provide our resources for a defined, limited time period in order to complete a specific task. This delivers an economic solution for tasks without increasing the overhead costs.

#### **Dr. Dominique Candrian**



##### Managing Partner

Dominique is a co-founder of EIC. Over 25 years of experience in successfully leading the development and financing of major infrastructure projects in the US, Taiwan, Morocco, India, the Middle East, and across Europe. Leads development efforts of the PQ Energy initiative. Held senior positions within the ABB Group. Chairs the Boards of Energiedienst Holding AG and EnAlpin AG.

Dominique has a PhD in Economics from the University of Zürich and is a CFA Charterholder. He is fluent in German (mother tongue), English and French.

#### **Stephan Truffer, CFA**



##### Partner

Stephan is a co-founder of EIC. Spent the last 20 years at the crossroads of the energy and finance sector successfully developing and financing projects in the infrastructure sector. Worked at ABB Financial Services in Zurich and Hong Kong in charge of analyzing and negotiating power-related investment opportunities in Asia Pacific. Also worked in the energy team of Lehman Brother's investment bank in London completing private equity and advisory mandates in the energy sector.

Stephan has a MSc in Economics from the University of St. Gallen (HSG) and is a CFA Charterholder. He is fluent in German (mother tongue), English and French.

#### **Hans-Peter Stöckl**



Director of Technology

Hans-Peter has led numerous large-scale developments and IPP project finance transactions in Europe, Africa and the U.S. in a broad variety of infrastructure industries including power generation, T & D, Oil & gas, renewable energy, wastewater treatment, and heating systems. Since 2014 at EIC has been responsible for the engineering development, supervision of owner's engineers, project documentation, and framework agreements for the delivery of power plants.

Hans-Peter holds a MSc in Industrial Management and a MSc in Mechanical Engineering from the Swiss Federal Institute of Technology (ETHZ). He speaks German (mother tongue), English, Italian, French and conversational Russian.

#### **Tracey Bollier-Timberlake**



Director of Finance & Operations

Tracey has successfully closed projects in renewable energy, power generation, power T&D, oil-gas-and-petrochemicals, automotive, building & systems automation, and telecommunications in Europe, Middle East, North Africa and Latin America. A former Vice President with ABB Financial Services in Stamford and Zürich, and has 25 years of experience in project finance, infrastructure investments, portfolio management, and advisory services.

Tracey has a MSc in Global Finance (Intl. MBA) from the Thunderbird School of Global Management in Arizona and a BA (cum Laude) in International Studies from the University of West Florida. Speaks English (mother tongue), German and Spanish.

### **Network Partners**

#### **Eric Baer, Strategic Partner (Australia)**

Eric has over 20 years of experience developing, evaluating and advising on power projects, including generation, distribution and retail; focusing on development, commercial advisory, privatization, economic analysis, financing and strategy. He has worked for PSEG Global (a US utility), and Fieldstone, a boutique investment bank where he focused on MENA and African power M&A and privatization (UK, South Africa, Uganda, UAE, Morocco). Based in Australia, works on wind, solar and conventional power projects and maintains ongoing relationships with banks, investors, developers and regulatory entities.

#### **Paul Barbian, GPFAC Principal (US)**

Paul led the UBS project finance group in Zurich, and then headed a team of analysts for the Credit Origination team at the US Department of Energy that closed over \$24 billion of energy and industrial project transactions. Developed independent power projects at Entergy Corporation, structured debt financing at GE Capital, and has experience with numerous investor-owned utilities as a consultant for Booz Allen.

Paul has a BS in Economics from Georgetown University, MSc in Business from George Washington University; additional courses work in accounting.

**Ruth Beckers, GPFAC Principal (Africa)**

Ruth has over 20 years of experience successfully financing and developing infrastructure projects predominantly in Africa, and also in the Middle East, Europe and Asia. Covered the power sector, transportation, and oil & gas. Several projects developed were the first private infrastructure projects in the country (India, Ivory Coast, Mali and South Africa). Held senior positions at ABB, a family office, and a start-up. Most recently, a developer, financial advisor, Board Member and Owner of an infrastructure project in West Africa.

Ruth has a MBA in Banking from the University of St. Gallen CH; Exec. Master's in Corporate Finance from the University of Applied Sciences in Lucerne CH. Speaks German (mother tongue), English, French, and Swedish.

**Karine Khatcherian, Strategic Partner (US)**

Karine has a strong track record as a sponsor, investor and advisor in the infrastructure sector (lived/worked in Middle East, US, and Europe, and closed projects in Latin America, Asia and the US). An Infrastructure and Sustainable Investing expert, Karine is currently the CEO of Enervest Capital. She was a senior advisor to Sidewalk Infrastructure Partners (an Alphabet company), the U.S. Department of Energy, and RBS, and held senior positions at NewWorld Capital Group (Partner), Sanford Bernstein (Senior Research Analyst), GE Capital (SVP), and ABB Equity Ventures (Director, Project Development).

Karine has a MSc in Industrial Engineering & Management (Ecole Nationale Supérieure de Génie Industriel, Grenoble, FR); Diplôme D'Etudes Approfondies in Financial Management (Ecole Supérieure des Affaires, Grenoble, FR). Speaks French (mother tongue), English (fluent), Armenian (mother tongue), German, and Arabic.

**Minna Kwai Stalder, GPFAC Principal (Switzerland, China)**

Minna has extensive project finance experience as former VP at ABB Financial Services Zurich, successfully closed projects in Asia (including a pioneering \$1.1 billion hydro project in China, and structured a Power Development Fund for World Bank that is used to invest in small hydro projects in Nepal), Europe and Africa (a major gas development project). Has managed process and systems control as well as optimization, and has expertise in financial reporting and business analytics.

Minna has a MSc in Management from L'Ecole des Hautes Etudes Commerciales (Paris), a BA in Business Admin from Chinese University of Hong Kong (China) and is a fellow at the Association of Chartered Certified Accountants (UK). Speaks Mandarin (mother tongue), English, German and French.

**Alok Mathur, GPFAC President (US)**

Alok has more than 30 years of experience in project finance in the US, India and Switzerland. Was head of ABB Financial Services India (equity, debt underwriting, advisory) and a member of ABB's Country Mgmt Committee; member of the management team at ABB's HQ's in Zurich that grew ABB's financial advisory business to 140 professionals in 18 countries, closing \$5 billion/year; and a member of ABB's Management Committee responsible for approving equity investments worldwide.

Alok has a BS in Chemical Engineering with Honors, (IIT, India); MS Chemical Engineering (SUNY/Buffalo); and MBA with Distinction (New York University). Speaks English (mother tongue), some German, several Indian languages.

**Jim McCrea, GPFAC Principal (US)**

Jim led the Credit Origination team at the Loan Programs Office of the US Department of Energy, closing \$24 billion in renewable and advanced technology energy projects. VP in Risk management for Philip Morris Capital Corp; MD and SVP at the division of GE Capital - responsible for domestic energy project finance transactions.

Jim has a BA in Government (Hamilton College); MS in Resource Management & Policy (SUNY); and an MBA in Finance (Cornell).

**Julie Stewart, GPFAC Principal (US)**

Julie has closed energy projects as an investor and financial advisor. As Director, managed acquisition and due diligence efforts (power, electric distribution and transmission companies, water infrastructure assets and power project development) for investor owned utilities for First Energy (GPU, Inc.) and TXU (Enserch Development) in South America, Central Europe, Canada, Southeast Asia and U.S. Managed non-recourse financing projects at GE Capital.

Julie has a BS in Chemical Engineering from University of California at Davis and a MBA from Dartmouth College, Amos Tuck of Business Administration. Speaks English (mother tongue) and some Spanish.

**Srinagesh Talatam, GPFAC Principal (India)**

Srinagesh has been a Sponsor, Investor and Financial Advisor in India and Hong Kong. 35-year career with National Thermal Power Corporation, ABB Financial Services (Head South Asia), Hyderabad International Airport (CEO) and Pragnya Private Equity Fund (CEO). Diverse experience in project finance, project development and private equity. On the Board of Directors of several Indian companies (on Investment Committees), member of Utthishta Virat Fund; and is an adjunct Professor at IIT and IBS, India.

Srinagesh has a BS in Chemical Engineering from IIT, India, and a MBA from IIM, India. Speaks English (mother tongue) and several Indian languages.

## Network Organizations

**Global Project Finance Advisory Council**

GPFAC is a leading-edge provider of advisory and consulting services in project finance, financial modeling, and training for power, renewable energy, oil & gas, and infrastructure projects worldwide. EIC and GPFAC partner together on defined mandates to offer a full-team offering. GPFAC has 8 highly experienced principals based in the US, Switzerland, Africa, India, and Hong Kong (China) who are in a position to support EIC and its customers worldwide.