

# Goldman Sachs' Team Has Broad Energy Expertise

Goldman Sachs Power Banking Franchise

## Goldman Sachs Investment Banking



- **Goldman Sachs is a Continual Leader in Investment Banking**
  - Most Innovative Investment Bank – 2010 The Banker
  - Best Global M&A Bank – 2010 Euromoney
  - US Financial Advisor of the Year – 2010 Financial Times

### Public Sector and Infrastructure

- **#1 Public Power Underwriter**
  - #1 1990 to Date – 22% Market Share
  - #1 2010 – 19% Market Share
  - #1 Build America Bonds – 32% Market Share
- **Expertise and Product Innovation**
  - Extensive debt restructuring experience
  - Over \$5.2 bn prepayment transactions
  - First nuclear construction transaction in 30 years

### Natural Resources

- **#1 M&A Advisor**
  - Active Involvement in Generation and Transmission M&A
  - #1 U.S. Power M&A: 58% market share (2010)
  - #1 Global Sellside Advisor
  - #1 Domestic Generation Asset Sellside Advisor
- **Consistent Utility Market Involvement**
  - Recent advisor to clients such as Constellation, PSE&G, Dynegy, RRI Energy, and Dominion

### Financing Group

- **Deep Utility Debt Financing Expertise**
  - Financed more than 14 transactions since 2010 for over \$6.9 bn
  - Bookrunner in 6 of 7 recent power financings
  - Financings for major utility and power companies, including Duke Energy, Exelon, Entergy, and Dominion Resources

Additional Power Focus

#### Principal Investing

- Invested ~ \$3 bn in renewables, including First Solar, US Geothermal, etc.
- Deep valuation expertise and sector knowledge

#### Washington D.C. Energy Group

- Stimulus package, tax-equity market, ACES Climate Bill expertise
- Views on current energy policy and likely outcomes

#### J. Aron

- Prepayment supplier for over \$5.2 bn of prepay bonds, including transactions for TEAC, SCPPA, and CPS Energy
- Ability to hedge commodity risk and provide renewable credits

#### Cogentrix

- Numerous hybridizations of carbon plants by adding solar fields
- Solar thermal plant operator

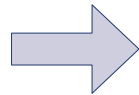
#### Environmental Markets

- Market-based solutions to environmental challenges through publications and conferences
- Environmental policy expertise and development

# Goldman Sachs' Infrastructure Investment Franchise

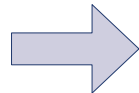
- GSIP II closed in March 2010 with \$3.1 billion of capital commitments
- Raised over \$10 billion since inception in 2006

## Sectors



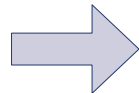
- Focus on core infrastructure
  - Utilities and other distribution networks (electricity, gas, water)
  - Contracted services (generation, waste, other)
  - Transportation (roads, ports, airports, rail)
- Opportunistic approach to other infrastructure sectors

## Markets



- Focus on developed markets (OECD countries), primarily Europe and North America (including Canada and Mexico)

## Stage



- Focus on mature (brownfield) projects with operational track record
- May invest opportunistically in greenfield projects

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## Discussion Topics

### Financing Large-Scale Projects

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- Advanced-stage projects
  - Debt
    - Bank market
    - Private placement market
  - Equity
  
- Early-stage projects
  
- Bridging the gap from early- to late-stage
  - GSIP / RETA project: Central New Mexico Collector System
  - Lessons for other early-stage projects

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