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EMFI Formed To Arrange Financing For Emerging-Market E&P

Emerging Markets Finance International, Denver, has been formed to arrange financing of \$5- to \$30 million, from senior debt to project equity, for E&P projects in emerging markets.

"We are specifically targeting as clients small companies that have managerial expertise, technical capability, and a proven track record of successfully exploiting some of the world's most challenging hydrocarbon basins. These companies understand the need to expand to the next level of growth, and likewise the need to retain experienced advisors to raise substantial external finance to enable their growth aspirations," says John H. Works Jr., president and chief executive officer of EMFI.

"Commercial banks don't have the breadth of experience to grow with these clients, and at the same time, the large investment banks won't typically take on as clients those who fundamentals do not demonstrate an ability to raise at least \$30 million of external finance. Therefore I believe that my new company will fill an important gap in the finance-raising chain."

EMFI presently has three clients—one in Russia, another in eastern Europe, and the third in South America. The firm's web address is [Emfi.biz](#).

Works was with **Shell Capital** as senior vice president and business area manager, international; president and chief executive officer of **Rompertrol**, Romania's largest privately owned oil company; senior vice president and deputy head of **ABN Amro**'s project finance advisory group, Amsterdam; and with **J.P. Morgan**.

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