

CLIENT SIDE

# Client experience key to EIG growth

The Firm's relationship with leading international energy fund EIG continues to flourish, thanks largely to a distinctive client experience.

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## Client experience key to EIG growth

**I**n recent years, Key Client EIG has grown from managing US\$14 billion of assets in 2016 to US\$24 billion while almost doubling its committed capital from US\$22 billion to US\$41.5 billion.

EIG has achieved this growth by investing in a full spectrum of assets in the energy sector, from low carbon solutions such as renewable energy and hydrogen, through to midstream energy infrastructure (including an investment in Saudi Aramco's crude oil pipeline company) and upstream oil and gas assets.

Over recent years, the Firm's relationship with EIG has also grown rapidly. Having begun working with them in 2015, we supported them on their investment in Chile-based independent power producer AME in 2017 and, by 2021, we had 228 people working on EIG matters across a broad range of offices and practices.

New York Partner Elena Millerman, who was the client relationship partner until handing over to London Partner Carina Radford in 2021, says: "Our relationship with EIG has expanded as they've grown.

"I first worked with them around a year into a deal to build a LNG re-gasification facility in Chile when the permit for that facility had just been pulled. They were at crisis point and we needed to reschedule the financing. It was super complicated, but this and other matters were the perfect chance to showcase how the Firm excels. They helped us build a reputation as a value-add trusted advisor."

Carina adds: "I think it helps that EIG are culturally similar to the Firm because, while they are a big, global organization, they work in teams where members know each other really well and work together all the time.

"So, they appreciate the fact we offer them all the advantages of a huge, cross-border, global Firm, but with an intimate feel.

"We recently attended EIG's Global Partner Conference in Washington, D.C. and, despite the fact it's their annual headline investor event for them, they went out of their way to look after us.

"It was a great chance to build on the relationship and we were extremely proud that we'd worked on the vast majority of deals they highlighted at the conference."

### EIG Facts

EIG was established in 1982

It is headquartered in Washington, D.C. with offices in London, Houston, Sydney, Hong Kong, Seoul and Rio de Janeiro

The client manages US\$24 billion of assets investing capital of US\$41.5 billion

EIG is active on more than 385 projects across 38 countries on six continents

**“EIG’s needs play to all our strengths, but it’s the way we continue to provide and develop a distinct client experience that will help us maintain our position as EIG’s trusted partner of choice.”**

CARINA RADFORD, PARTNER, LONDON



Over the years, the Firm’s relationship with EIG has flourished such that we are now considered their trusted advisor and first choice for transactional counsel. This has only been possible thanks to a collaborative team effort centred around a joined-up, consistent client experience.

**“Another secret to our success is that we are very connected internally. We make the effort to keep each other in the loop and all work together to deliver for the client.”**

ELENA MILLERMAN,  
PARTNER, NEW YORK

Carina says: “In a recent client feedback session, General Counsel Mike Ravvin explained why EIG see White & Case as their go-to firm.

“He mentioned our ability to partner with them on bespoke and complicated cross-border deals (specifically, turning up with the right people for them in the right places) and knowing their industry inside out. But he also said he and all the others at EIG really valued that we are fun to work with, likeminded in our approach and that we understand the importance of relationships.

“That can involve anything from giving Mike itinerary tips for a trip to Sicily (where my husband is from) to being the first to tell him if we have any concerns about the progress of a transaction. He clearly views us as an extension of his team and values that we’re candid and open.”

Elena adds: “They view us as trusted advisors, not only because we have proved we’ll be there for them in the difficult times on complex matters, but because we all enjoy our relationship.

“It helps that everyone on our team feels personally invested when working with EIG. It’s been great to be on their journey with them, helping them grow.

“Another secret to our success is that we are very connected internally. We make the effort to keep each other in the loop and all work together to deliver for the client.”



## Recent highlights of our work with EIG

Representing EIG portfolio asset MidOcean Energy on its acquisition of multiple LNG facilities in Australia from Tokyo Gas. The deal was valued at US\$2.3 billion with the Firm’s involvement being led by Sydney Partner Chris Flynn and the team in Australia







## Recent highlights of our work with EIG

Helping EIG with a very complex US\$130 million structured note purchase financing of multiple renewable energy assets in the Baltic region. The transaction was run out of London by a team led by Partner Caroline Miller-Smith



## Recent highlights of our work with EIG

Advising EIG on their investment in e-fuels company HIF Global, which closed simultaneously with co-investments by Porsche AG, AME, Baker Hughes and Gemstone Investments. Work on the equity investment was led up Houston Partner Chris Richardson, while Elena led the work relating to the AME Financing and corporate restructuring and New York Partner Steven Gee led on tax structuring



## Recent highlights of our work with EIG

An M&A team led by Houston Partners Bill Parish and Rodrigo Dominguez and supported by the Madrid office and others, advised EIG in its acquisition of an 80 percent share in GNL Quintero, the largest liquefied natural gas regasification terminal in Chile





Looking ahead, Carina and Elena see plenty of scope for the relationship to grow and flourish.

Carina says: "I think we've reached a tipping point where we need to focus on growing the relationship further into new areas, providing a more bespoke experience.

"The work we do for EIG is global and growing, but we'd certainly like to do more in some regions and practice areas.

"Growing our relationship with EIG fits perfectly with the Firm's strategy – you only need to look at where they are investing and what they are investing in to see how good a match it is.

"It has investments in North America, Latin America, Europe, it's partnering with Saudi Aramco, one of the Firm's biggest clients in the Middle East and beyond, and it's got huge aspirations in Asia Pacific.

"The breadth of work includes LNG, conventional power, energy transition and energy infrastructure, across practices including M&A, financing, structured equity transactions, portfolio developments, tax, restructuring, litigation and capital markets.

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