



**ROBINSON**  
**JONATHAN**

MANAGING DIRECTOR, HEAD OF PROJECT FINANCE  
MENA RESOURCES AND ENERGY GROUP, DUBAI, UAE

**HSBC**

**Professional Experience:**

Jonathan joined HSBC in 2004 and currently heads the Project Finance team of HSBC in the Middle East and North Africa, the largest international project finance team in the region with representation in Dubai, Abu Dhabi, Qatar and Saudi Arabia. A project finance specialist with over 15 years of experience, 7 of which have been based in the Middle East, Jonathan has previously held senior positions with PwC Securities and Export Development Corporation, as an advisor and arranger of many project finance transactions around the world. During his time in the Middle East, he has acted as financial advisor to the private sector and governments on numerous precedent setting transactions, notably in the petrochemical and utility (power, water, wastewater) sectors, where the team are recognised market leaders. He is presently overseeing advisory and arranging teams responsible for several large petrochemical, oil & gas, utility, and infrastructure projects. His experience includes structuring and raising finance from different liquidity pools, including local and international bank debt, ECA financing, Multilateral financing, and bonds, on both a conventional and Islamic basis.

Jonathan has acted as financial advisor on a wide portfolio of projects including:

Shuaibah IWPP	Utilities (power & water) sponsored by ACWA/Malakof
Shuqaiq IWPP	Utilities (power & water) sponsored by ACWA/Mitsubishi
Ras Azour IWPP	Utilities (power and water) sponsors TBA
King Abdullah Economic City	Utilities (power & water) sponsors TBA
National Water Company	Utilities (wastewater) sponsors TBA
SIPP	Petrochemicals sponsored by Tasnee/Basell/Sahra
Al-Waha Petrochemical	Petrochemicals sponsored by Sahara/Basell
Jubail Acetyls Complex	Petrochemicals sponsored by Sipchem/NPC/Helm
International Methanol Company	Petrochemicals sponsored by Sipchem/JAMC
Jubail Olefins Complex	Petrochemicals sponsored by Sipchem/SABIC
Jazan Economic City	Petrochemicals sponsored by Petronas (Bidder)
Jazan Economic City	Mining & Metals (+power) sponsored by MMC/Chalco/SBG