

Insights for Driving Success

In this episode of *Insights for Driving Success*, Senior Managing Director Scott Webb describes Carl Marks Advisors' recent engagement representing the Bridge Lenders in the sale of Norte III, a combined-cycle gas turbine power project in

Norte III – Flexible Solution Enables Strategic Buyer for Power Plant Project



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Norte III was a part of Mexico's Independent Power Project initiative to utilize private capital to build out infrastructure projects. After a competitive RFP process, Abengoa S.A. was awarded the project; however, shortly after the project got underway, deterioration of the parent company's financial performance left construction suspended on the Norte III project. In this video, Scott discusses how Carl Marks Advisors was able to creatively structure a flexible sales process that allowed for a transition of the project to a new owner and EPC contractor that delivered a sizeable recovery to the Bridge Lenders.

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