

## **RESUME**

1. Name Mr. Denis R. Lefrancois
2. Present Employer Lootah BCGas LLC.
3. Present Employment Title D. General Manager
4. Date of Birth September 16, 1964
5. Nationality Canadian
6. Educational Qualification / Institution / Year

Certified General Accountant, 1998  
Bachelor of Commerce and Business Administration,  
University of British Columbia, Canada, 1990

7. Registration/Affiliations/Membership

8. Professional Experience

- (i) Period (From 1998 to Present)
- (ii) Company Lootah BCGas /Terasen International Inc
- (iii) Job Title D.General Manager (2006-Present)  
Finance / Project Director (1998 -2006)
- (iv) Reporting To Vice Chairman, Lootah Group
- (v) Work Location Dubai - U.A.E
- (vi) Assignments/Responsibilities

### **D. General Manager**

- Currently, functioning as the D. General Manager for Lootah BCGas LLC, share responsibility for the strategic direction, expansion and daily operations of Lootah BCGas, in the UAE and internationally.
- Responsibility for day-to-day activities and direction of the company.

### **Finance / Project Director**

- Functioned as Finance and/or Project Director for the Industrial Gas Distribution Project, Dar es Salaam Tanzania since 2003. This is an extensive Industrial Gas Distribution Project.
- Project Director for the project providing Front-end Engineering and Design for a proposed \$US 300 million natural gas distribution system in Abu Dhabi UAE.
- Also served as Project Director on several other large gas-related projects for Terasen and Lootah BCGas internationally and in the UAE.

- Extensive experience in preparing economic and financial modeling & analysis for significant gas distribution systems.
- Arranging international financing through financial and investment contacts with international institutions, which have been established through the successful implementation of a range of natural gas infrastructure and consulting projects while in the position of Director of Finance.
- Extensive work with Turkish banking and investment agencies, the Dubai Islamic Bank, the Export Development Corporation, the World Bank, and the IFC
- As Director of Finance, directed corporate group finance departments in Canada, UAE, Oman & Turkey, and managed finance-department activity for all international gas projects.
- Serve as Project Director over-seeing the activities of the Project Manager and providing commercial & operational direction.
- Participating Member of the Board Directors for PTJV (Gas Distribution Company in Turkey) and BCGI BVI I, II & III (British Virgin Island Companies).
- Responsible for financial direction of the company, including financial management of projects, international financing and risk management, business and project development and management of finance staff, and commercial and operational direction of projects, specifically:
  - Negotiating a package of long term debt financing with the World Bank's International Finance Corporation (IFC) for natural gas distribution licenses awarded for two cities in Turkey.
  - Developing investment opportunities and financing arrangements between Terasen's joint venture in the UAE, Lootah BCGas LLC, with the Dubai Islamic Bank.
  - Financial management of gas distribution projects in Canada, Tanzania, Oman, UAE, Turkey and other countries
  - Economic and financial analysis/modeling for natural gas distribution projects for several cities and areas in Turkey
  - Economic and financial analysis/modeling for feasibility & FEED Studies in the Emirate of Abu Dhabi
  - execution of due diligence, financial modelling and analysis and overall support for several corporate mergers, acquisitions and dispositions
  - Budgeting, forecasting, variance and sensitivity analysis
  - Direct the consolidation of results for the Terasen Inc. non-regulated group of companies (20 – 30 Companies)
  - Negotiate Joint Venture agreements, partnership terms, and contract terms.
  - Serve as Project Director providing commercial and operational direction for projects.

- (i) Period (From 2001 to 2004)
- (ii) Company Strategem Capital Corporation
- (iii) Job Title Chief Finance Officer
- (iv) Reporting To Chief Executive Officer
- (v) Work Location Vancouver
- (vi) Assignments/Responsibilities
  - Public Company listed on the Vancouver Stock Exchange
  - Maintain public company filings
  - Oversee preparation of financial records
  - Consultation regarding corporate acquisitions

- (i) Period (From 1996 to 1998)
- (ii) Company Smartire Systems Inc.
- (iii) Job Title Financial Analyst
- (iv) Reporting To Chief Financial Officer
- (v) Work Location Vancouver
- (vi) Assignments/Responsibilities
  - Public Company listed on the Vancouver Stock Exchange
  - Design and maintain financial forecasting models
  - Technical support relating to the issuing of shares