

Marketing Overview

Feb 2014

Holmwood Consulting Limited

is

- **An independent consultancy**
- **Nimble and flexible**
- **Single industry focused on energy & utilities**
- **A strongly networked organisation**
- **Able to operate anywhere in the world**
- **Comprised of highly experienced, industry leading professionals**
- **Providing Business Advisory and Energy Training**
- **Here to help you as an effective, high integrity business partner**

Holmwood Consulting Limited helps clients with
Expertise, Intelligent Application and Experience
 to understand markets, solve problems and expand their business

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Our Approach
How we help clients

International Experience Industry Specific Client Satisfaction

Content.....Insights..... Value

Local Application Business Skills Our Commitment

- We tailor global experience to local circumstances
- We apply unique insight with international best practice
- We deliver value through our commitment

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Capabilities & Services

Expertise and experience in

Business Advisory

- Natural gas markets
- LNG market , pricing & trade
- LNG export & import projects
- Floating LNG
- European Gas pipeline developments
- European Gas storage developments

Consulting

- Strategy & Planning
- Business Development
- Competitor Analysis
- Business Process
- Business performance
- Project Management
- TPA for pipelines & UGS
- TPA & ETRM solutions

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Capabilities & Services

Expertise and experience in

Market Studies

- Natural gas markets & pricing
- LNG markets & pricing
- Country studies – natural gas
- Natural gas – supply/demand
- Global LNG – supply/demand
- Software Marketplace Reviews

Knowledge Transfer

- Capability building
- Public training courses
- In-company training workshops
- Executive Briefing

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Key Capabilities and Service Offerings

Expertise and experience in

- **LNG**
 - Liquefaction
 - LNG shipping
 - Terminals
 - Regasification
 - FLNG & FSRUs
 - Global Markets & Trading
- **Natural Gas**
 - Upstream
 - Conventional & Unconventional
 - Pipelines & UGS
 - Markets
 - ETRM
- **Oil**
 - Upstream
 - Refining
 - Logistics & Trading



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Our Founder

Long Energy Experience

Leigh A Bolton
Managing Director

Founder of HCL, he has worked globally for 35 years in engineering, direct management, strategy, commercial, senior business advisory & development, and consulting roles.

He focused on natural gas & power since the early 1980s and now primarily specialises in consulting and knowledge transfer on global LNG supply chain & trade, and on natural gas activities.

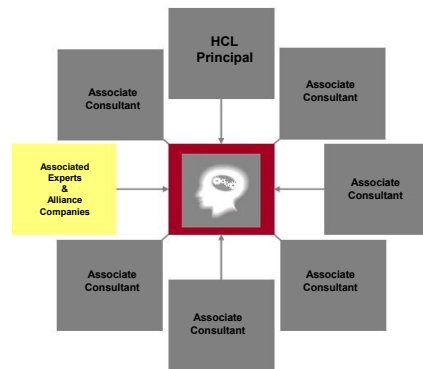


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Resource Pool

Combined experience and expertise

- Holmwood Consulting maintains a strong industry network internationally with a variety of broader associate relationships plus affiliations with other consultancies, financial organisations, energy information networks, training providers and professional organisations to provide the best service to our clients.



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The Choice

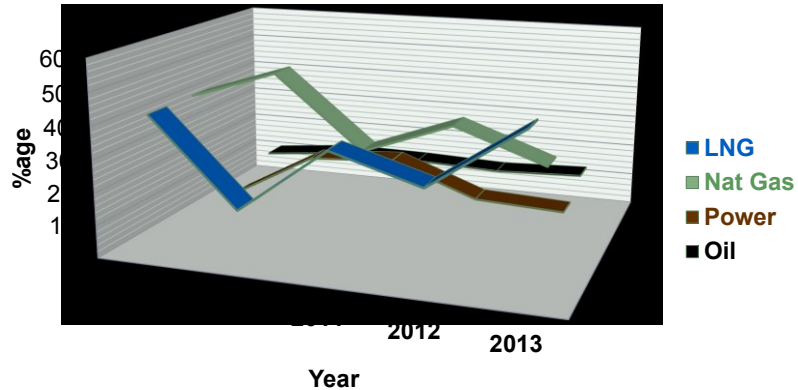
Why choose Holmwood Consulting?

- **Confidence we can deliver**
 - Practical experience from the business perspective
 - Global perspective
 - Skills, experience, knowledge
 - Wide network of international Associates
 - International exposure
 - Proven by repeat business
- **Established in 2006, Holmwood Consulting has grown rapidly in terms of clients and in breadth of expertise through its Associate consultants**
- **Recognised by its clients for the depth of its knowledge, clear analysis and integrity of provided services**

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KPIs - continually growing client base

Assignments

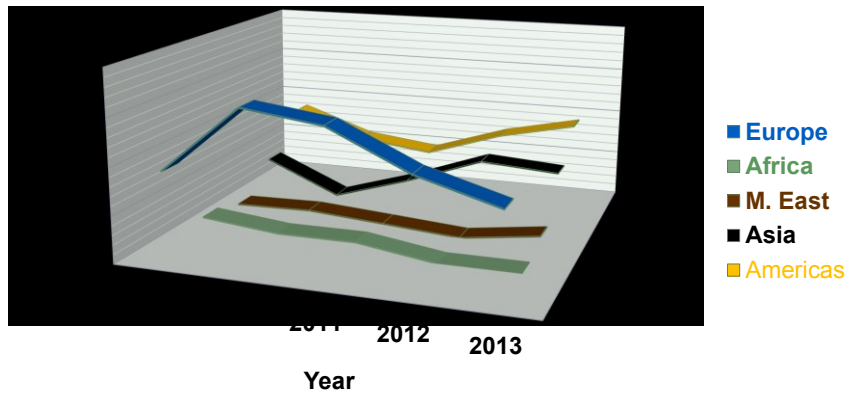


- Many companies work with us on a regular basis

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KPIs - continually growing client base

Broadening Geographies



- Key client base consolidated in Europe,
- Developing new clients in Asia & Americas

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Some Clients

Proud to have worked with various leading organisations, including:

Consulting & Market Studies

- DNV GL (Advantica)
- Russian client (confidential)
- Chubu Electric Power Inc
- DONG Naturgas
- Enagas
- Gas Natural
- NAM
- CRA International
- Noble Energy
- ESSENT Energie
- OMV Gas
- Taqa Energy, Bergermeer UGS
- US Investors (confidential)
- European Investors (confidential)
- Storengy, Stublach UGS

Knowledge Transfer


- IFE
- Oil & Gas Skills
- Terrapinn training company
- PetroSA
- Ministry of Industry, Mines & Energy (Equatorial Guinea)
- Gazprom Marketing & Trading
- Enel
- Statkraft Markets
- BP
- Persian LNG project
- South Hook LNG terminal
- KOGAS
- CNOOC
- PTTEP
- Wartsila

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Please contact us

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**Business Advisory and Training
to the international energy sector**



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