

Amol Wayangankar

Commercial Advisor

Amol Wayangankar has 15 years of market and commercial advisory experience with clients in natural gas, LNG and NGL markets. He has advised numerous energy infrastructure transactions; both domestic and international including asset valuations, commercial due diligence, structuring, contract negotiations, asset/market feasibility to support project developers, lenders, energy companies, and investors, in their project development, financing, A&D and planning efforts.

Mr. Wayangankar's LNG market consulting experience includes asset due diligence, market and techno-commercial feasibility studies as well as commercial advisory experience ranging from structuring LNG import/export projects to negotiating LNG agreements and associated downstream pipeline agreements. Mr. Wayangankar is also experienced in analyzing, recommending and implementing fuel procurement plans for independent power plants, industrial facilities and recently NA LNG export projects.

In the NGL space, Mr. Wayangankar has led commercial structuring and negotiations on terminal and pipeline agreements with multiple LPG/Ethane export terminals in US. He has experience in originating, structuring and negotiating long-term ethane/LPG Sale and Purchase Agreement with domestic and international buyers.

Mr. Wayangankar has expertise in asset due diligence, and market studies in the natural gas upstream and midstream space with experience in upstream target valuations, midstream valuations of gas storage, pipeline, terminals, processing plants, gathering systems and fractionation facilities.

Prior to founding Enkon Energy Advisors, Mr. Wayangankar held senior positions with other energy consulting firms where he advised the C-suite on market entry/growth strategy, evaluated investment opportunities and developed business plans for emerging opportunities.

Employment History

Enkon Energy Advisors	Feb 2012 – Present
Wood Mackenzie	May 2011-Jan 2012
Ventyx, an ABB company	Sept 2009-April 2011
Pace Global Energy Services	July 2002-Aug 2009

Country Experience

USA, Canada, Mexico, UK, Northwest Europe, Russia, Brazil, Peru, India, China and Japan.

Pennsylvania State University

Master of Science (Industrial Engineering & Operations Research)

Sardar Patel University

B.E. in Industrial Engineering

Expertise & Experience

- Asset Due Diligence
- Commercial Negotiations
- Market Assessment
- Market Entry Strategy
- Fuel Procurement
- Project Development

Recent Commercial Advisory Projects (2013-2015)

Mr. Wayangankar's recent projects include:

- Led commercial structuring and negotiations on Terminal Agreement and pipeline TSA with an Northeast NGL pipeline and associated ethane/LPG Export Terminal (Client- **Independent E&P**)
- Led negotiations on pipeline TSA, Terminal Agreement, Borrowing/Lending Agreement as well as Fractionation agreement with a proposed Y-grade NGL pipeline in the US and associated downstream fractionation, storage and export terminal capacity (**Independent E&P**)
- Originated, structured and negotiated a long-term ethane export Sale and Purchase Agreement with a major European petrochemical company (**Independent E&P**)
- Structured and negotiated a long-term ethane sale and Sale and Purchase Agreement in excess of 60 kbpd with proposed Northeast crackers as well as existing crackers in the US Gulf Coast (**Independent E&P**)
- Originated and negotiated capacity release transactions on ATEX pipeline with producers in Northeast and end-users in US Gulf Coast and negotiated associated NGL storage agreements in USGC (**Independent E&P**)
- Originated and led the initial marketing and business development efforts to export NGL out of Northeast US. Directed Request for Proposals for marketing firm pipeline and liquefaction capacity to various LPG buyers from a Northeast US LPG export terminal.
- Review of amendments to gas processing agreements and NGL exchange agreements (**Independent E&P**)
- Led the development of a small scale LNG liquefaction project as a means to monetize rich gas at higher netbacks. Mandate included- economic analysis, selection of equity partner, O&M party, technology and vendor selection, site selection, development of regulatory roadmap and LNG-off take discussions (**Independent E&P**)
- Advised on structuring shale JVs, midstream asset development/contracting, and associated monetization options via NA LNG liquefaction capacity. This included financial analysis of various commercial options that can be structured to gain a non-operating interest in US shale -JV/acreage acquisition/Operator acquisition/VPPs (**International E&P**).

Representative Project Experience

Natural Gas Liquids/ Oil

- Developed and implemented an integrated NGL monetization strategy for Marcellus/Utica production. The strategy implementation included review of NGL takeaway options, export vs. local sales, opportunity screening and downstream sales origination (**Independent E&P**)
- NGL Trading Strategy Development- Independent assessment of the NGLs market in the US and select international locations to test fundamental viability for establishing an NGL (and condensate) physical trading business in the US. The NGL market assessment formed the basis for developing an entry strategy for the US NGL/condensate market (**Asian Conglomerate**).

- Provided commercial advisory support in originating bid proposals, evaluating bids and negotiation gas processing agreements for a Greenfield processing facility in the Northeast (**Independent E&P**)
- Market evaluation and development of an entry strategy in the US gas and NGL midstream business consistent with its operational, resources, capital and other internal constraints and directives, identification of potential investment opportunities and strategy execution (**Crude Oil Logistics Operator**)
- Developed commercial structures, business models and entry options for gas gathering, processing and NGL logistics as part of the US midstream entry strategy. The mandate included strategy execution (**Independent E&P**)
- Assessed regional condensate markets, developed price forecast and quantified export potential (**Trading House**)

LNG

- Evaluated and negotiated TUAs, and SPAs as well as other upstream transportation agreements for an international LNG buyer (**LNG exporter**) and LNG TUA for US supplier (**Independent E&P**)
- Negotiating support and benchmarking on TUAs, SPAs, OCAs and downstream transportation and gas quality agreements in support of acquisition of an equity/capacity stake in a US LNG terminal (**International Utility**)
- Evaluation of technical, market, techno-commercial studies to assess feasibility of an FSRU project. Advised on the optimal route to market (RFP v/s exclusive negotiations) for marketing regasification capacity (**Developer**)
- Development of project economics and financial pro-forma model in support of investment decision for a small-scale LNG project in Alaska (**Developer**)
- Advised on activities/milestones required prior to issuing a successful RFP for LNG receiving infrastructure development and supply acquisition tendering process (**Island LDC/Electric Utility**)
- Recommended an optimal LNG import infrastructure combination (Origin point, shipping and regas) to ensure a competitive LNG procurement process by examining supply competition, LNG pricing structures, site conditions, local demand levels and location (**Utility**)
- On behalf of the Lead Arranger, provided commercial due diligence on the feasibility of sourcing 1 Bcf/d of feed gas for the proposed Sabine Pass Liquefaction Project. Reviewed key commercial provisions on the SPAs, long-term transport agreements and GSA with domestic gas producers to ensure compliance with industry best practices (**Lead Financial Arranger**).
- Development of downstream gas marketing strategy and execution support including securing gas transportation, sales agreements and marketing joint ventures in support of US LNG imports (**International Oil & Gas Company**)

Natural Gas

Upstream

- Valuation of non-operating working interest in 5 different plays across US (**International E&P**)
- Analyzed different financial metrics for entry into a Marcellus asset– NOWI, JV, Farm-in, VPP (**End-user**)
- Valuation and break-even costs for upstream assets in Eagle Ford, Haynesville, Marcellus, Permian (**LNG exporter**)
- Valuation of non-operating working interest in Bakken and Marcellus (**GTL Technology Developer**)
- Valuation and break-even costs for assets in Marcellus and Haynesville (**LNG Marketer**)

Midstream

- Revenue projections, valuation and risk assessment of gas gathering system in Marcellus (**Midstream player**)
- Revenue and risk assessment for processing and fractionation complex in USGC and Marcellus (**Private Equity**)
- 500+ Bcf of gas storage due diligence across US, UK, NW Europe and Canada in support of A&D covering greenfield, brownfield expansions and existing projects (**Private Equity, Asset Owners, Lenders**)
- Revenue projection and risk assessment of NGL storage in USGC and Northeast (**Financial Institution, Lenders**)
- 20+ Bcf/d of gas pipeline due diligence across US, Mexico, UK and Europe in support of A&D (**Private Equity, Asset Owners, Financial Institutions**)
- Economic and competitive risk assessment of a crude/liquid pipeline in US (**Midstream entity**)
- Valuation of an existing LPG export terminal based in US (**Private Equity**)

Downstream/Fuel Sourcing

- Economic assessment and risk analysis for a proposed small scale GTL facility in US (**Project Developer**)
- Revenue and risk assessment for a mini-Liquefaction plant in Marcellus (**Industrial**)
- Proposed an improved fuel plan that matched closely with plant operations, required reliability and within the approved price tolerance (**End User**);
- Developed fuel plans for 5000+ MW of power plants in US and Mexico in support of project development (**Project Developers/Lenders**)
- As part of feasibility study, developed a feed gas plan for a proposed mini-LNG liquefaction facility in the US (**Independent E&P**)