

# Introduction















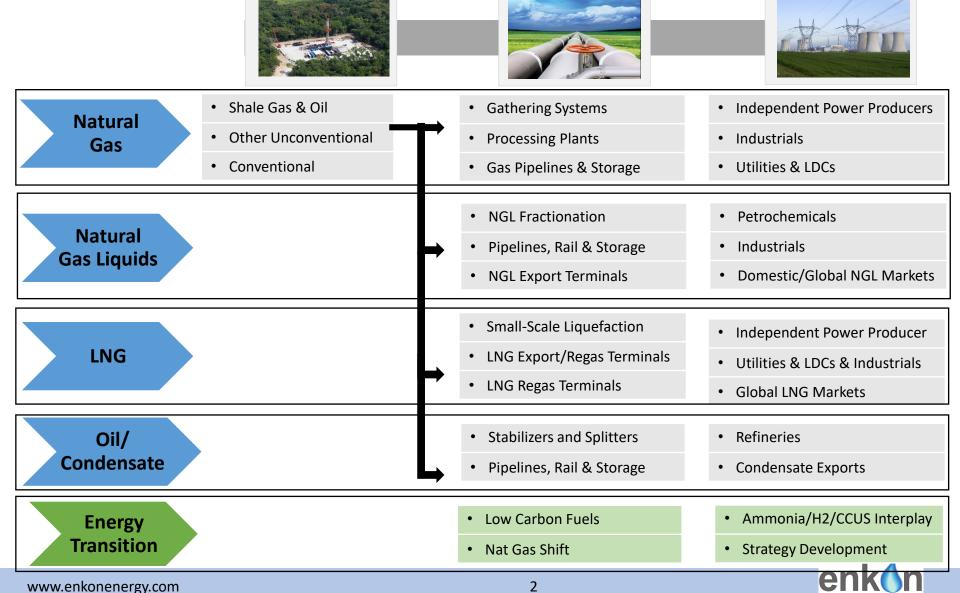


# Enkon specializes in oil & gas with market, commercial, regulatory and transactional expertise across the energy value chain

Midstream

**Downstream** 

**Upstream** 



# Deep transaction experience, industry relationships and rigorous analysis provide commercially viable solutions to clients

Extensive
Transactional
Experience

Assimilated to provide commercially reasonable solutions

Deep Industry Relationships

Leveraged to obtain commercial insights and market intelused to shape solutions

Rigorous Analysis

Solutions backed by data, modeling and rigorous analysis



# Energy companies, investors, asset developers, and industrials have engaged us to advance energy decisions and transactions.

Upstream











Midstream











<u>astream</u>











**Downstream** 





















Financial Cos/ Private Equity





















Energy Cos/ Developers







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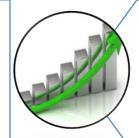


# Enkon offers a wide spectrum of advisory services to meet clients strategic, commercial, transactional and operational needs.



### **Asset/Company Due Diligence**

- Revenue and Cost Assessment
- Valuations
- Risk Assessment
- Contract Review
- A&D and Financing Support



### **Market Assessment/Strategy**

- Market & Price Forecasts
- Competitive Benchmarking
- Gas Monetization Studies
- Market Sizing
- Market Entry Strategy



### **Project/Deal Development**

- Concept Framing
- Opportunity Identification & Screening
- Feasibility Studies
- Economic Analysis
- Market, Site and Technology Evaluation



#### **Fuel/Service Procurement**

- Fuel/Feedstock Sourcing Studies
- Strategic and Tactical Fuel Planning
- RFP Development & Bid Evaluations
- Fuel Plan Implementation
- Fuel Plan Review



### **Commercial Negotiations**

- Deal Origination/Commercial Structuring
- Gas (Gathering Agreements, Pipeline Agreements, Storage Agreements, SPAs)
- Processing (Gas Processing Agreements, NGL Exchange Agreements, Fractionation)
- NGL (Transport Service Agreements, Terminal Agreements, SPAs-Exports/US)
- LNG (Liquefaction Tolling Agreements, Terminal Use Agreements, SPA)



## **Subscription Products**

- NGL Benchmarking Reports (Regional)
- USGC Liquid Cavern Storage Benchmarking
- USGC NGL Fractionation Benchmarking
- U.S. NGL Export Terminal Benchmarking
- U.S. LNG Export Terminal Benchmarking



# **Representative Experience**

#### **Asset Due Diligence**

#### **Business Strategy**

#### **Commercial Negotiations**

**Client:** Private Equity **Project:** North America

Enkon was engaged to undertake an assessment on the market and commercial viability of a greenfield gas storage project. Enkon evaluated/developed:

- Regional and NA gas/NGL fundamentals
- Target market/customer analysis
- Risk assessment
- Revenue projections (FSS, PAL, Hub services)

Client evaluating initial investment to advance development of the asset.

Client: Independent E&P Project: North America

Enkon was engaged to develop and implement an integrated NGL marketing strategy: Enkon evaluated/developed:

- Existing & proposed NGL takeaway options
- Optimal mix of export and domestic NGL sales
- Opportunity screening and origination
- Domestic and international NGL marketing

Client was able to build one of the most impressive NGL marketing position in the Marcellus/Utica.

**Client:** Independent E&P **Project:** North America

Enkon was engaged to lead negotiations with NGL midstream provider and international ethane buyer. Enkon:

- Led negotiations on pipeline and export terminal with midstream service provider (TA, TSA, Credit)
- Led simultaneous ethane SPA negotiations with international petrochemical buyer.

Client will be 2<sup>nd</sup> in exporting ethane and has the largest NGL export position out of Northeast.

#### **Market Assessment**

**Client:** International Conglomerate

**Project:** North America

Enkon was engaged to undertake an assessment on NA NGL markets in support of establishing a trading position in USA. Enkon evaluated:

- Model driven NA NGL fundamental analysis
- Global NGL assessment and pricing structures
- Competitive benchmarking
- Opportunity and Risk assessment

Client NGL trading position has grown since inception; markets equity and 3rd party NGLs.

#### **Fuel Procurement**

**Client:** International Island Electric Utility

Project: Pacific Basin LNG

Enkon was engaged to develop and implement a LNG sourcing strategy for fuel substitution markets: Enkon evaluated/developed:

- · Procurement models and options
- Small scale LNG infrastructure options/providers
- Pricing structures and price discovery
- · Souring strategy and discussions with suppliers

Client awaiting regulatory approvals for importing LNG to replace diesel and HFO for power plants.

#### **Project Development**

Client: Independent E&P Project: North America

Enkon was engaged to develop a small scale LNG liquefaction project as a means to monetize rich gas at higher netbacks. Enkon evaluated:

- Monetization options to recommend LNG.
- · Opportunity screening and structuring
- Equity, O&M, and technology selection
- Pre-feasibility and site evaluation and selection
- Led LNG off-take negotiations with buyers.

Client continues to advance the opportunity to FID.



## **Enkon's Quarterly NGL Benchmarking Assessment**

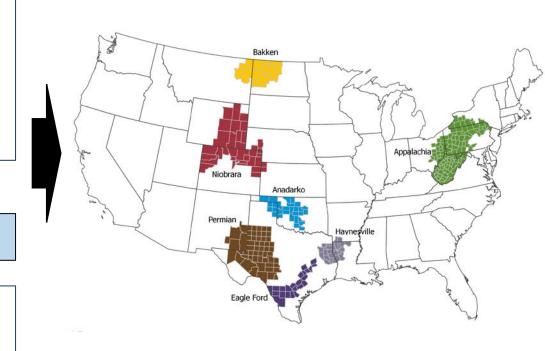
Quarterly NGL Report

Geographical Coverage
8 NGL basins in N. America (including Western Canada)

- NGL Supply (on gas plant level)
- Midstream Infrastructure
  - Processing Capacity & Utilization
  - Pipeline Take-Away (Pipeline level)
  - Fractionation
  - Infrastructure Expansions
- Key Supplier Profiles
- Market & Infrastructure Outlook

**Interactive Access to Data** 

- Access to data visualization tool
- Analysis and information customized by user
- Production analysis tool
- NGL midstream asset analysis tool
- PowerPoint slide generation







12651 Briar Forest Dr. Suite# 246 Houston, TX-77077 Tel: + 1 (703)-801-8068 info@enkonenergy.com www.enkonenergy.com