

ANTHONY J. MELLING
BERKELEY RESEARCH GROUP, LLC
6 New Street Square, 15th floor
London EC4A 3BF
United Kingdom

Office: +44 (0)20 3725 8365

Mobile: +44 (0)7733 974333

amelling@thinkbrg.com

SUMMARY

Mr. Anthony J. Melling is a Director with BRG's Energy Practice in London. He has over 20 years of natural gas and LNG industry commercial experience with leading international E&P and energy companies, plus 12 years international consultancy experience. He is a gas industry professional with extensive knowledge of the international gas chain, including extensive upstream, midstream and downstream experience. He specializes in European and global natural gas & oil pricing, market dynamics, shale gas, LNG, and industry economics. In recent years, he has applied these skills in expert analysis and testimony for international energy litigation and arbitration matters. Mr. Melling is accomplished in providing these services to law firms as well as large global energy companies and utilities, national energy companies, state energy agencies, independent developers, equity investors, and banks.

He has advised clients on large-scale energy infrastructure and commerce, including LNG, natural gas, LPG's, oil, conventional power generation, and renewable energy. His experience in these fields spans the Americas, Western Europe, Eastern Europe, Eurasia, Africa and Asia. Within these regions, he offers direct energy market experience in the United Kingdom, Ireland, Norway, Netherlands, Belgium, France, Germany, Austria, Spain, Italy, Hungary, Slovak Rep., Serbia, Poland, Romania, Bulgaria, Russia, Azerbaijan, Kazakhstan, Turkmenistan, USA, Argentina, Bolivia, Trinidad & Tobago, Algeria, Egypt, Tunisia, South Africa, Nigeria, Equatorial Guinea, China, Thailand, S. Korea, Japan and other countries.

EDUCATION

BSc (Hons) Physics & Economics – Northumbria University

PREVIOUS POSTIONS

2009–2012	Independent Consultant
2001–2009	Project Manager/Director (Fuels), International Programs, Pace Global Energy Services, London & Woking, UK
2000–2001	Market Analysis Manager – European Gas, Duke Energy, London, UK

- 1979–2000 Senior Economist, British Gas Exploration & Production, Reading, UK
- 1971-1974 Trainee – Reyrolle-Parsons, Manufacturer of turbines, generators and power industry infrastructure, Hebburn, UK

PROFESSIONAL EXPERIENCE

Natural Gas and LNG Dispute Resolution

- Expert report in contract dispute between upstream producer and LNG project in West Africa. Testimony is pending for this matter.
- Advised and supported an in-depth evaluation of the value of LNG in global markets after 2008 for a large European LNG and natural gas consumer engaged in a complex contract (re)negotiation and pending commercial arbitration with a large LNG supplier. The analysis covered the evolution of global and regional spot and import prices, trading patterns, and mid- and long-term SPA contract prices, terms, and conditions.
- Acted as consulting market expert in the production of a commercial and expert report for a global IOC engaged in an Italian commercial arbitration dispute with a wholesale buyer. The dispute regarded the pricing and price re-opener provisions in a natural gas production and sales agreement in Italy. Provided comprehensive analysis of natural gas market conditions and prices across Europe, including conventional standards and practices for natural gas pricing and price re-opener provisions. The central focus of the report was to address allegations regarding the obsolescence of oil-price indexing in Italy and throughout Europe.
- Independent expert in pricing dispute between Nigerian seller and Spanish buyer. Led the production of report proposing a pragmatic solution to index substitution problems where the solution was accepted by both parties without the need for arbitration.

Natural gas, LNG, NGLs, and Petroleum

Global Unconventional Gas

- 2011 review of global shale, and other unconventional gas development potential. Co-wrote paper on unconventional gas for the UK gas and electricity regulator (OFGEM). Performed global study of unconventional gas, focusing on the impact on European gas dynamics, and the impact on European and UK gas dynamics and prices under a range of scenarios.
- Researched and wrote two commercial advisory reports on US shale gas political issues, and the strategies and prospects of leading North American shale gas players, on behalf of potential investors.

Europe

- Researched and drafted commercial report on the potential impact of the 2012 OFGEM Retail Market Review proposals on the UK retail gas and electricity markets.
- Natural gas advisor to leading US LNG terminal owner & developer seeking understanding of European market dynamics, pricing and gas contracting practices with a view to marketing LNG in Europe.

- Consulting on the design and development of long-term revenue forecasting model for the gas export arm of a major Russian gas company.
- Commercial advisory role on existing and proposed EU natural gas market legislation. Drafted European section of major report on international gas legislation. Presented report and summary of key findings to senior management of major gas company in Moscow.
- Commercial advisory role on the gas to power dynamics in NW Europe. Led the preparation of a market report for a Houston-based gas company seeking to understand the expected increase in gas demand in NW Europe as a consequence of the closures of older fossil-fuel power plant resulting from the implementation of the EU Large Combustion Plant Directive.
- Consultation to a leading Russian gas company in the development of Middle-East gas business development strategy.
- Gas purchase negotiation and contract management. Managed energy purchase aggregations across UK, Germany, Spain, France, Netherlands, Hungary, Italy, Poland, Russia, for leading international industrial companies.
- Gas market advisory role in Spanish market. On behalf of a large industrial company active in the Spanish market, provided preliminary due diligence report on a proposed new-build LNG re-gasification terminal. Reviewed the various supply options, advising on prices and risks, and reviewed the terminal economics, focusing on the likely operating costs under a range of scenarios.
- Due-diligence on gas storage development feasibility study on behalf of potential investor. Prepared due diligence studies and a report, and presented the results to the client.
- LNG market study for a leading International Bank, focusing on the potential gas supply sources for a major US terminal, evaluating the LNG strategy of the leading supplier, and analyzing the supply economics.
- Led and managed a range of processes in order to establish UK and Interconnector gas trading operations in London. Prepared a review of needs, submitted applications for licenses, implemented a variety of contracts, selection of counter-parties and supported development of trading systems.
- Gas expert in the acquisition of a Dutch gas company with potential to operate across NW Europe. Advised on the purchase of the Dutch MEGAS gas business from Exxon-Mobil. Led the contract modeling and made contributions to the due diligence, valuation, and appraisal of commercial potential. Work resulted in a successful \$200 Million transaction.
- Upstream economist for major North Sea gas field. Responsible for the economic and tax modeling of the BG operated Armada field, the company's largest UK E&P asset at the time. Prepared and presented business plans, budgets, SEC reports and project screening output to senior management and joint venture partners.
- Gas sales negotiations. Expert role on pricing and market analysis on task force set up during the UK's gas market reorganization to market BG's 8 Bcm/yr gas surplus into the European market. Responsibilities included the identification of key sales opportunities, analysis of gas and oil prices in NW Europe as a basis for price offers, participation in price negotiations, and the

provision of reports on risk management. Also reviewed and drafted clauses relating to pricing, temperature correction, volume flexibility and price renegotiations.

- Managed the oil/gas/liquids pricing model for British Gas Exploration & Production. Responsible for the accurate modeling of UK and international crude oil, oil product, gas and LNG prices, and processing & transportation charges. This task included the responsibilities to provide advisory services in price negotiations/re-negotiations, and to provide key input into company economic models and business plans. The price model remains in use today.
- Task leader during the development of BG international strategy. As a member of the combined BG/Booze Allen team working on global 'play' strategies, led studies across a range of gas industry activities world-wide. Produced country and regional play strategies, recommending potential 'core areas' to senior managers across the BG divisions. This project was credited with the development of the "gas chain" concept.
- Gas demand modeling. In support of determining future UK gas demand, led project to research UK power generation possibilities, creating a database of UK power generation plant. Used database to model existing consumption, and a range of UK natural gas demand scenarios for the emerging CCGT power generation sector. Significantly improved the demand modeling capabilities of the E&P division.
- As a Business Officer in the Commercial Department of British Gas Exploration & Production Division, responsible for the negotiation and resolution of a number of UK contract issues including price and volume disagreements, and price re-basing disputes on long-term oil-indexed contracts.

Middle East and Africa

- Gas market development study in Nigeria. Led several major task areas in the successful completion of US Trade Development Agency project in Nigeria. Visited governmental and non-governmental organizations, E&P industry players, and industrial companies in Nigeria to assess the range of possibilities for the development of gas utilization. Wrote comprehensive report and presented to Nigerian gas companies and government.
- LNG market development study in South Africa. Task leader on several major components of market development study project executed for US Trade Development Agency. Researched and analyzed a range of potential LNG supply chain options, including the potential end-user markets, screening each alternative for commercial viability. Findings presented to the South African state gas company and the TDA.
- Commercial advisory role to a Nigeria-based LNG project developer. Led a range of projects providing energy price forecasts, negotiations support and global gas/LNG/LPG market studies

Asia & Australasia

- Advisor to major Russian gas company on Japanese and Asian LNG contracting practices in support of the LNG marketing strategy of a major Russian gas company. Produced a series of gas markets reports, including supply/demand balances, for all leading Asian LNG markets, and separate report on long-term gas contracting practices.

- South East Asia gas business development. In support of development of a potential “core area” play, prepared and presented report identifying and filtering a range of business opportunities around BG’s Bongkot gas/liquids asset base in Thailand.

RECENT PRESENTATIONS

3 May 2011 – The Impact of Unconventional Gas on European Gas Pricing, John Hopkins University School of Advanced International Studies, Washington DC.

October 2010 - Natural Gas Pricing and its Future – Europe as the Battleground, Presented at Carnegie Endowment for International Peace, Washington DC.

RECENT PUBLICATIONS

Natural Gas Pricing and its Future – Europe as the Battleground, Published by Carnegie Endowment for International Peace, Washington DC, *12 October 2010*.

LANGUAGES

English (native), French (basic)