

**Marcellus Catalano**  
BERKELEY RESEARCH GROUP, LLC  
700 Louisiana Street Suite 2600  
Houston, TX 77002

Cell: 832.857.8109

## SUMMARY

Marcellus Catalano is a director with the BRG Energy & Climate practice, based in Houston. He is a seasoned international entrepreneur, consultant, and energy commodity trader. He has over twenty years of financial and managerial experience with global Fortune 500 institutions and small private-trading companies. He has eighteen years of liquefied natural gas (LNG) experience, including with supplier and buyer operations. Further, he has been a trusted independent advisor on LNG policy for US government entities including the Senate Energy Committee, Department of Energy, Federal Energy Regulatory Commission, and US states including California and Louisiana.

Mr. Catalano was instrumental in developing the trading operations and marketing strategy for a major global energy operator during the company's expansion from 2008 to 2013. He led the firm's economics for the State of Qatar and started a sport cargo trading and optimization team. During his LNG trading career, he has held prominent roles in over 240 transactions with an estimated value of over \$200 billion in energy trades.

Mr. Catalano's professional experience spans over forty countries throughout the Americas, Europe, the Middle East, Africa, and Asia. He offers direct energy market experience in the United States, Canada, Mexico, Trinidad and Tobago, Colombia, Peru, Chile, Argentina, Brazil, the United Kingdom, Netherlands, Belgium, Germany, France, Spain, Portugal, Italy, Greece, Poland, Russia, Turkey, Morocco, Algeria, Egypt, Qatar, Kuwait, United Arab Emirates, Oman, Nigeria, Angola, South Africa, Kenya, Mozambique, India, Pakistan, Singapore, Indonesia, Malaysia, Thailand, Brunei, Australia, China, Japan, South Korea, among others.

## EDUCATION

MBA, Finance, Management	Tulane University
BS, Agribusiness, International Business	Arizona State University

## PREVIOUS POSITIONS

2014–2019	<i>Commercial Officer, LNG &amp; oil products, Travlan Energy LLC, Houston Texas</i>
2017–2019	<i>Managing Director, LNG, Translux Limited DIFC, Houston Texas &amp; Dubai UAE</i>
2013–2014	<i>Commercial Development Manager, LNG, Sempra LNG, Houston Texas</i>

2008–2013 *Senior LNG Marketer, Economist, LNG & oil, Qatargas Operating Co., Doha Qatar*

2002–2008 *Director, LNG, Alea Trading LLC, Sunnyvale California & Jackson Wyoming*

1998–2000 *Senior Consultant, Financial Trade Systems, Keane Inc., Hartford Connecticut*

1996–1998 *Trader, Commodities, Chicago Mercantile Exchange Floor, Chicago Illinois*

1995–1996 *Analyst, Commodities, Lind Waldock & Co., Chicago Illinois*

## **PROFESSIONAL EXPERIENCE**

### **LNG Market Development and Trade**

Led and/or advised the trade of over 650 million tons of LNG, 40 million barrels of crude oil, and 5 million barrels equivalent of refined products in over 40 countries.

- Created new LNG division for established regional commodity trading firm. Trained and implemented corporate leadership in best practices for commodities trade. Selected new markets based on supply and demand fundamental analysis. Determined new clients and developed market entry strategy.
- Managed contractual alignment and development for a 15 million tons per year US liquefaction terminal tolling agreements. Led cross functional multi-corporate initiative for the development and implementation of natural gas tolling agreements for future operations.
- Created and implemented the development of a new LNG ISO tank business for a US based trading firm. Developed regulatory and operational solutions to export small scale LNG from North America to Asia. Obtained export permits, develop domestic logistics and negotiate and contact supply agreements.
- Developed new markets for global LNG supplier. Conducted extensive market supply and demand analysis to determine potential new countries for LNG. Determined market need and understood potential market pricing dynamics to initiate corporate activities.
- Responsible for the economic and political analysis of new trade activities for a National Energy Company. Based on long term market interests and expectations developed trade objectives for both long term and short-term strategies.
- Managed multi-year global energy portfolio with combined assets of over 77 million tons of LNG volume per year. Optimized contract sales and selected new market trades to align with shipping capabilities and financial obligations for a National Government Energy Ministry and Company.
- Negotiated short-term and spot LNG trades to maximize value of product sales. Based on detailed analysis of markets and volumes available, selected new trades and markets based on understanding risks and profit potentials.

- Originated global logistics partnership for port and ship management activities with leading multinational operator. Negotiated and contracted for global ship management and logistic operations to facilitate LNG trade.
- Developed new marketing opportunities for LNG for leading commodity firm. Advised and led efforts of market expansion for global trading company with interests in Asian market.

### **Contract Development and Price Strategy for LNG and Petroleum Products**

- Led contract development for private trading firm. Designed and worked with outside legal council to establish corporate contracts and monitor legal obligations of the firm. Conducted contract gap analysis to measure risk exposures and potential operational conflicts.
- Advised on price formula strategy for multi-year and spot LNG trades. Conducted in-depth research on European, Asian and alternative index price formulas. Managed risk exposure to natural gas and oil price fluctuations. Selected and implemented new price formulas for spot and short-term contracts.
- Led project finance and economic price analysis for multi-billion dollar valued energy assets. Managed cross function multi-corporate teams and advised on future market outlook and economic value of new projects.
- Advised on price review for a multi-year LNG supply contract. Conducted analysis and provided price index insight on long term oil index priced LNG supply contract. Developed recommendations and managed economic negotiation team contributions.

### **Corporate Marketing, Positioning and Operational Development for LNG and Products**

- Led the commercial development for a new LNG business division. Advised this Middle East based commodity firm and was responsible for all LNG operations including set up and execution of LNG business goals. Developed and implemented business strategy and marketing plan for Asia, Europe and North America. Created and led trading and operations team to determine market opportunities based on extensive analysis of global supply and demand fundamentals.
- Responsible for the operational development of a physical commodity business. This included trade and shipping operations of US exported refined fuels and Canadian LNG ISO tank exports. Managed ISO tank operations including freight forwarding, customs clearance, shipping logistics, trucking logistics, port loading and cargo documents.
- Negotiated and contracted for regasification terminal access for LNG market access into Europe. Led and managed contracting and operational alignment for trading company entering European markets.
- Led trading team to develop corporate position and marketing strategy. Responsible for new market developments, financial and legal concerns and operational risk management policies. Furthermore, managed exports of LNG including the negotiation of commercial

sales contracts, supply contract, logistics contracts, services agreements with port agents and export filings with government regulatory agencies.

- Envisioned and created new marketing message for global media exposure. Developed and led marketing message and aligned with corporate strategy to promote company and market position.
- Aligned commercial objectives for a US LNG export project. Managed the development of its operational tolling agreements. This included its related commitments in the financial fundraising, engineering & construction contracting, US federal permitting activities and new joint venture business entity.
- Advised National Energy Company on global corporate position for LNG. Provided in-depth insight and analysis to executive team regarding global business developments, industry outlook, pricing and economic dynamics and marketing communications. Responsible for expert knowledge of the LNG business providing leadership on the evaluation of trade operations, industry relationships, legal obligations and government regulations. Managerial impact on over \$800 billion in energy assets.
- Developed LNG commercial operations for US independent trading company. Provided comprehensive knowledge of LNG supply regions, developments and global natural gas supply & demand balance. Established joint ventures for LNG trades resulting in over \$100 million in JV committed capital.
- Managed trading floor operations on Chicago Mercantile Exchange. Developed and led commodities analysis and trading fund to capture investment returns from market driven events. Promoted and marketed fund for capital raising initiatives.

## PRESENTATIONS

- *"The Role of LNG in Europe,"* Presentation at Flame conference, co-author, Amsterdam, Netherlands, March 11, 2013.
- *"The LNG Oversupply that Never Occurred,"* Presentation at 25<sup>th</sup> World Gas Conference, Kuala Lumpur, Malaysia, June 5, 2012.
- *"Addressing the Growing Power Generation Needs of the GCC Region,"* Presentation at Power Generation conference, co-author, Doha, Qatar, October 6, 2010.
- *"Global LNG Market Outlook,"* Qatar Energy Ministry, Qatar Vision 2030, Doha, Qatar, June 22, 2010.
- *"Moving Forward After a Year of Historic Achievements in the LNG Industry,"* Presentation at LNG 16 conference, co-author, Oran, Algeria, April 18, 2010.
- *"Investment in Qatar's Energy Sector,"* Presentation at 5<sup>th</sup> Finance & Investment conference, co-author, Paris, France, March 25, 2010.

- “*Addressing the Energy Needs of a Growing GCC Economy,*” Presentation at CERA Week conference, co-author, Houston, Texas, March 10, 2010.
- “*LNG - A Strong History & Long Future,*” Presentation at Japan Energy Seminar, co-author, Tokyo, Japan, November 18, 2009.
- “*International LNG Markets: A Global Perspective,*” Presentation at 24<sup>th</sup> World Gas Conference, co-author, Buenos Aires, Argentina, October 6, 2009.
- “*Qatar’s Diversification Across Products and Markets: A Strategy at Work in Turbulent Times,*” Presentation at GasTech conference, co-author, Abu Dhabi, UAE, May 25, 2009.
- “*New LNG Supplies Balancing Growing Demand for Cleaner Fuels,*” Presentation at Doha Gas Conference, co-author, March 9, 2009.
- “*Opportunities in the U.S. Liquefied Natural Gas Market,*” Presentation at Goldman Sachs - Vantage Energy workshop, New York, New York, April 1, 2008.
- “*Addressing LNG Short-term & Spot Trading Access for California,*” Presentation at the LNG Access Issues & Supply Deliverability conference, Sacramento, California, June 1, 2005.
- “*Introduction to the Liquefied Natural Gas Market,*” Presentation at Louisiana State Economic Development workshop, Baton Rouge, Louisiana, March 7, 2005.
- “*A Credit Risk Analysis of the Liquefied Natural Gas Market,*” Presentation at Bank of America Energy workshop, San Francisco, California, January 10, 2005.
- “*LNG Trade Finance,*” Presentation at ADGAS LNG workshop, Abu Dhabi, UAE, September 15, 2004.
- “*A Possible Solution for California LNG,*” Presentation at California Energy Commission workshop, Sacramento, California, April 28, 2004.

## **PUBLICATIONS**

- “Energy Investment Research & Analysis,” *Burkenroad Reports 2001.*

## **MEDIA APPEARANCES**

- Guest Interviewee, “US LNG Export Projects,” Lloyd's List Intelligence, London, UK April 29, 2014.
- Guest Interviewee, “Qatar LNG projects,” Qatar News Agency, Doha, Qatar, December 15, 2009.

- Guest speaker, “Energy Investments,” national radio appearance, *MoneySense*, New Orleans, Louisiana, 2002.

## **PROFESSIONAL MEMBERSHIPS**

Association of International Petroleum Negotiators, Distinguished Member