

PHILLIP SOLOMON

BRG

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SUMMARY

Phillip Solomon is a managing director in BRG's Energy & Climate practice, based in Singapore. He is a seasoned senior energy executive and recognized industry expert with nearly thirty years of experience in the oil and gas, liquefied natural gas (LNG), power, renewables, and utility infrastructure sectors. He has worked as an owner/operator, original equipment manufacturer, and consultant throughout his career. He has led the project development of energy projects across the globe, including in American, European, Asian, and Australian markets.

Mr. Solomon is skilled in joint-venture establishment and management, project development, merger and acquisition transactions, due diligence processes, financial analysis, assurance, and project finance. Moreover, he has expertise in establishing governance systems to assess and manage risks and in developing multidisciplinary teams in emerging sectors.

Before joining BRG, Mr. Solomon was the founder and an executive director at a boutique energy consultancy, where he provided expert witness services in relation to royalty payment disputes and LNG trading arbitrations. He also delivered commercial advisory services to the governments of Singapore and Australia regarding major energy infrastructure projects. Before launching his own consultancy, Mr. Solomon was a senior executive in various oil and gas companies, including Gaffney Cline & Associates, Baker Hughes, GE Oil & Gas, Santos, General Electric, and others.

Mr. Solomon is an APAC Committee member of the Association of Energy Negotiators (AIEN).

EDUCATION

Master of Business Administration
Diploma of Resource and Energy Economics
Bachelor of Engineering (Hons)

University of South Australia, 2012
University College London, 2012
RMIT University, Melbourne, 1993

EMPLOYMENT HISTORY

Managing Director, Berkeley Research Group, Singapore (2023-Present)
Managing Director, Cotswold Consulting Group, Singapore (2023)
Executive Director Commercial, Gaffney Cline & Associates (Baker Hughes), Singapore (2020-2023)
Global Head of Commercial – Fullstream, Baker Hughes, Houston (2018-2020) / *Director Business Development (Asia)*, Baker Hughes, Singapore (2017-2018)
Regional Head of Commercial Operations (APAC), GE Oil & Gas, Singapore (2016-2017)
Head of Planning and Upstream Commercial / Head of Strategy and Business Development – Eastern Australia / Manager Commercial Excellence, Santos, Adelaide (2010-2015)
General Manager Project Development (Asia), GE Energy, Melbourne (2005-2010)
Senior Water Resources Engineer, Sinclair Knight Merz, Sydney and Melbourne (1999-2005)

Senior Civil Engineer, WS Atkins, London, Belfast and Dublin (1997-1999)

Civil Engineer, Sinclair Knight Merz, Sydney (1994-1996)

Resident Engineer, Candac, Melbourne (1992-1993)

PROFESSIONAL EXPERIENCE

Berkeley Research Group (BRG)

Managing Director (Singapore)

- Retained as expert adviser to a Korean shipbuilder in a dispute with a Russian LNG developer in the frustration and termination of three shipbuilding contracts (SIAC)
- Retained as an expert witness in an Upstream JV accounting procedure dispute between two oil and gas supermajors (Supreme Court of Queensland)
- Retained as expert witness by global supermajor for a post M&A offshore asset decommissioning indemnity claim (litigation).
- Retained as expert witness and testifying expert for an LNG HoA nonperformance dispute between major LNG trader and Asian LNG buyer for merit and damages dispute (SIAC).
- Retained as expert witness in a JV dispute between a Chinese upstream SOC and a supermajor regarding related party gas sales.
- Retained as expert witness and testifying expert for a domestic Australian gas contract shortfall dispute for merit and damages testimony, involving commercial assessment of pipeline network utilization and lost sales opportunities (ACICA).
- Retained as expert witness by an Asian LNG buyer relating to damages associated with non performance of an LNG SPA. (HKIAC arbitration).
- Retained for expert advisory in a dispute between an Alaskan operator and services company in a negligence dispute (AAA).
- Retained for expert advisory services by the Government of Singapore relating to development of an offshore CCUS project

Cotswold Consulting Group

Managing Director (Singapore)

- Expert witness advisor for asset valuation associated with offshore royalty dispute in Vietnam (ICC arbitration)
- Asset valuation and joint venture advisory services to US and Australian upstream operators seeking farm out partners.
- Expert witness for USGC LNG trading FM and associated contractual non performance dispute arbitration (HKIAC arbitration).
- Commercial/Joint Venture advisory services to Singapore Government regarding major infrastructure development in the energy and industrial sector.
- Commercial advisory services to an Australian State government regarding major offshore infrastructure development and offshore asset repurposing for a CCUS project.
- Advisory services to global steel producer relating to gas and hydrogen supply strategy

Gaffney Cline & Associates (Baker Hughes)

Executive Director Commercial (Singapore)

- Recognized asset valuation specialist using VALMIN

- Regional Head of Commercial Advisory practice (APAC).
- Commercial adviser to LNG import infrastructure developers.
- Commercial adviser to APAC regional government on fiscal incentives for developers and LNG exporters.
- Expert witness and adviser in arbitration and litigation for LNG and upstream energy sector
- Advisor and invited speaker on emerging carbon and hydrogen sectors.

Baker Hughes International Inc.

Global Head of Commercial – Project Development (Houston)

- Global Project Development Leader and investment portfolio manager
- Directed multidisciplinary M&A, diligence evaluation teams, assurance and governance.
- Developed investment deal structures and strategic partnerships.
- Framed economic and strategic business cases. Aligned internal stakeholders (product lines, government affairs, media) and developed investment case for approval by board.

GE Oil & Gas

Regional Head of Commercial Operations APAC (Singapore)

Santos

Head of Planning and Upstream Commercial (Adelaide)

- Led a team of more than 40 industry professionals in the management of Santos' Eastern Australian upstream production asset portfolio and oil and gas production marketing to domestic and international customers.
- Responsible for development and management of operated and non-operated joint ventures.
- Dual leadership role responsible for the development and implementation of strategy for the Eastern Australian business unit.
- Development leader and JV manager for the Newcastle LNG export facility.
- Development of strategic partnerships (including early-stage technology ventures) as well as farm in, farm out and M&A activity.
- Represented Santos at JV on upstream gas supply and LNG marketing subcommittees.
- Responsible for Group level commercial assurance.
- Commercial manager for farm-down of the \$18B Gladstone LNG project to Petronas, Total, and Kogas.
- Decision analysis to Board for the GLNG final investment decision.
- Developed and assured GLNG joint marketing and LNG sale and purchase agreements.
- Developed and executed Santos to GLNG Gas Sales Agreements.

GE Energy

Manager – Project Development, Asia (Melbourne)

- Drove project development activities of GE Energy in Asia and India region.
- Led a team of remotely located project development managers to identify power generation development opportunities for GE.
- Developed portfolio of over 2GW thermal, 3GW renewables and early carbon capture and storage projects.
- Developed investment case and assembled co-investment consortia.
- Led evaluation of potential technology acquisitions.
- Led GE Energy interface at State and Federal government relations.

Manager Project Development Australia and New Zealand (Melbourne)

- Identified and developed strategic project development opportunities in Australia and New Zealand, developed investment case and assembled co-investment consortia.
- Initiated co-development of a 500MW wind farm portfolio in New Zealand and Western Australia.

Sinclair Knight Merz**Senior Water Resources Engineer (Sydney and Melbourne)**

- Engineered major water infrastructure works, headworks, pipelines, treatment plants.
- Managed multidisciplinary teams of engineers, planners, and scientists.
- Project managed headworks new build and refurbishment programs.
- Conducted technical and financial due diligence on Channel Deepening Programme.

WS Atkins**Senior Civil Engineer (London, Belfast and Dublin)****Sinclair Knight Merz****Civil Engineer (Sydney)****Candac****Resident Civil Engineer (Melbourne)**