



MR. PETER HENDRY

Peter Hendry has 25 years' experience in the Oil & Gas Industry, having spent majority of his time in Oil Trading. He possesses extensive and wide-ranging trade management expertise, spanning; Crude Oil, Products, Gas, Specialties and Logistics. He has Midstream processing experience & excellent knowledge of Upstream E&P. His current focus is on investment finance - modelling, assessing and negotiating commercial deals, structuring finance, often using a mixture of equity, debt and mezzanine solutions to optimize investments in, and returns from, underlying assets.

Peter has been involved in strategic positioning, planning and investment. Sourcing new global business opportunities for investment around upstream and midstream oil, gas, petrochemical and energy projects (including renewables and mega batteries). bringing global expertise, experience and ideas to provide specialist advice. Areas of expertise include: physical trading of crude oil, feedstocks, petroleum products and specialties, NGL, LPG, LNG, strategic planning and market analysis, hedging strategies and derivatives trading, refinery operations, economics and processing deals, logistics, shipping and insurance, bunkering, marketing and distribution, trade finance, venture capital and private equity investment, oil block trading, E&P, investment analysis, PSA's, farm in/out, energy portfolio management for family offices, military contracts, GTL, Fracking, project management, compliance, power generation, renewable energy, recycling, A&D, M&A, SPV's, etc. Deal facilitation. Deal structuring and financial models. Project Management. Help with new start-ups and business plans. Training and Coaching. Expert witness.

Peter has led teams of traders and operations staff for the trading of Petroleum Products worldwide. Negotiating throughput and storage agreements. Managing supply logistics, inventory and shipping. Initiating sales of these products to trans-Atlantic destinations. Successful track record for new business development. Inputting ideas and market predictions and contributing to the management of Mazaikaia Nafta Refinery, which influenced feedstock selection, production and the up-grading of the plant. Proposing and analyzing investment into new downstream projects. i.e. a Gasoil de-sulphurisation plant in Rotterdam, Crude processing for Bitumen manufacture, etc.

Peter received Caltex Oil's Star Award for Innovation in June 1991. An award given for initiating and motivating changes to the Caltex Milnerton Refinery, which permitted the commencement of bulk exports of Bitumen.

In 25 years of his career, Peter has served on the following positions:

- Head of Trading – Nekton-Global DMCC, Dubai, UAE
- Managing Shareholder – TBT & Consulting, Geneva, Switzerland
- Executive Director – J.P. Morgan Commodities, Geneva, Switzerland
- Trading Manager – Optima Energy SA, Geneva
- Trading Manager – Petroval SA, Geneva
- Senior Trader (Fuel Oil) – Caltex Oil Trading (Singapore) Pte, Singapore
- Crude Oil Trader – Caltex Oil Trading (Singapore) Pte, Singapore
- Corporate Planner – Caltex Oil Trading (Singapore) Pte, Singapore
- Senior Products Trader – Caltex Oil (South Africa) Pty Ltd., Cape Town, South Africa

EDUCATION

- B.Sc. (Hons) Applied Science
- HND Applied Physics (Renewable Energy)

PORTFOLIO OF COURSES

- 5-Day – Crude Oil Evaluation, Economics & Pricing
- 3-Day – Commercial Aspects of Oil Refining
- 3-Day – International Oil Supply and Trading

COURSES DELIVERED IN

United Kingdom | Switzerland | Singapore | South Africa