



POTEN & PARTNERS



# INTRODUCING POTEN & PARTNERS LNG & NATURAL GAS ADVISORS

## WHO IS POTEN

### Experienced

Over 100 projects a year in LNG and natural gas  
We have 'been there and done that' through implementation, as advisors or directly for sponsors

### Expert

No competitor has our depth or breadth in LNG and gas  
45 industry experts with a millennium of experience  
Intellectual capital developed over decades

### Committed

Arranged the first LNG ship spot charter in 1986  
Advising in LNG and natural gas for a quarter century

### Global

Houston, New York, London, Singapore, Perth  
Experts in Asian, Middle Eastern, European and Latin American markets as well as North America

### Strong

Diversified across the globe and along the value chain  
Owned and backed by BGC Partners

# WHY HIRE POTEN

## We offer a unique mix of expertise



### **Markets**

LNG supply, demand, price, trade flows and local markets

### **Commercial**

Procurement, sales and negotiation of some of the world's largest contracts

### **Marine & Shipping**

Strategy, assessment, procurement, chartering, finance

### **Technical**

At the juncture of technical know-how and finance

### **Engineering**

Owner's engineers for terminal and marine projects

## Independent, realistic views that make sense from every angle

We thrive on complex projects that need multidisciplinary expertise

Surveyed clients unanimously grade our expertise as 'excellent', with deeper analysis and a bottom-up approach separating us from competitors

## We synergize across a powerhouse of energy and marine transportation services

Poten is also a leading broker of LNG ships, with value-added analytics and capital services

Its Business Intelligence group is renowned for detailed LNG contract pricing and terms

Other parts of Poten specialize in LPG, crude oil, refined products, and asphalt

### *We want to understand your goals, projects, business needs and challenges*

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