



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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