

Marketing, Trading and Commercial Services to the Petroleum & Gas Industry

services

Business Development

- Oil, gas, resource industry
- Strategy development and implementation
- Supply relationship management
- Value adding solutions
- Project development
- Client/customer representation

Oil/Gas Field Development (Commercial)

- Joint venture/alliance representation and negotiations
- Offtake procedures (incl. FSO/FPSO's)
- Storage economics and logistics
- Midstream product processing/splitting evaluation and implementation
- Agency and marketing agreements
- Commercial review

Marketing

- Crude oils, LPG's, condensates, naphthas petroleum products
- Commercial negotiations
- Customer relationship management
- Market strategy and development
- Domestic wholesale and retail markets
- Niche market appraisal
- Competitor analysis
- Export market development
- Research and market monitoring

Sales

- Sales and commercial contract preparation and negotiation
- Spot or term contract strategy
- Product/revenue optimisation

Pricing & Risk Management

- Pricing strategy evaluation and pricing basis
- Analysis and sensitivities
- Netback pricing and analysis
- Hedging strategies
- Forward pricing and derivatives

Analysis – Market and Product Value

- Supply/demand studies and analysis
- Product quality value determination and comparisons
- Market of best fit

Operations & Logistics

- Logistics and transport optimisation
- Procurement of freight services
- Operations management
- Contract basis evaluation (FOB/CFR etc)
- Third party processing



providing services to entities involved in

- Petroleum and gas exploration and production
- Industry requiring management, marketing and commercial expertise
- (Overseas corporations) petroleum E&P and requiring representation or agency in Australia
- Joint venture arrangements
- Buying, selling or trading of:
 - Crude oil
 - Condensate
 - Propane
 - Butane
 - Naphtha
 - Petroleum products
- Refining, petroleum distribution and retailing
- Transport and pipeline operations
- Consulting to energy industry
- Export sales
- Government policy and regulation
- Shipping and logistics
- Product storage and terminaling
- Agencies and representation
- Providing expert advice

Petroleum & Gas Industry

about michael cochran

Background

- A career in the resource industry including 22 years with Santos Ltd in senior management positions in liquids marketing and gas commercialization.
- Prior to joining Santos, gained marketing and commercial experience with Rio Tinto in:
 - uranium with Mary Kathleen Uranium;
 - copper, gold, and silver with Bougainville Copper;
 - financial analysis/project evaluation and consulting with CRA;and with BHP in steel marketing.

Experience in

- Marketing of crude oils, LPG, naphthas, condensates, petroleum products into Australian and international markets (especially Japan, Korea, Singapore and China).
- Midstream crude oil/condensate/naphtha processing and splitting – evaluation, optimisation strategies and implementation.
- Negotiations of commercial agreements including sales, offtake, freight and operating.
- New business and value added strategy development, solutions and implementation.
- Marketing and operational studies relating to (new) petroleum field developments, including (FSO/FPSO's) storage facilities.
- Corporate, customer, government and industry association representation in Australia (ALPGA, AIP, AIE) and overseas; trade promotions; national and international presentations.
- Commercial operational processes relating to oil and gas liquids production, marketing, downstream product wholesaling and retailing.