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Peter Brock

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| Key Skills & Summary | * **10 years of experience as a company director** * **30 years in the oil and gas industry, primarily in Senior Commercial & Leadership roles working for International Oil Companies** * **20 years international experience based in Kazakhstan, Tunisia, Singapore, Indonesia, Philippines and Brazil** * **Proven track record in complex international negotiations, Joint Venture & Asset Management and Business Development** * **Experience in Upstream, Gas to Power, LNG and M&A** * **Delivery focussed, excellent leadership & communication skills, team player** |
| Experience | Directorships   * Director of Littlebadgers Consulting Ltd (2018 - ongoing) * Deputy Managing Director of KPO B.V. (2016-2017) * Director of Karachaganak Project Development Limited (2016-2017) * Director of Caspian Pipeline Corporation (Russia) (2012-2016) * Director of BG Tunisia Limited (2010-2011) * Director of European Chamber of Commerce (Philippines) (1999-2001)   **Joint Venture & Asset Management**   * Managed Shell’s 29.25% interest in the Karachaganak gas & condensate field that included the roles of Chairman of the Operating Committee (the most senior management committees of the venture), Deputy Managing Director of KPO B.V, the company created by partners to manage all field operations and Director of Karachaganak Project Development Ltd, the company charged with the next phase of development of the Karachaganak field. * Developed Shell’s Key Focus Areas and integrated Joint Venture (JV) governance processes and risk management processes to define where Shell corporate should best support / add value to the development of the Karachaganak field. * Maintained key partner and government relationships to build alignment in the JV to support plans & proposed projects * Represented BG and partners as Chairman of the Karachaganak Joint Procurement Committee and Joint Marketing Committee. * Director of the Caspian Pipeline Corporation, a multi-national joint-venture company established to build and operate an oil pipeline from Kazakhstan to the Black Sea. * Chairman of Hasdrubal OpCom. responsible for commercial operations, strategy, business development and management of Hasdrubal JV. * Established the Hasdrubal JV operating rhythm (regular Technical and Operating committee meetings) to significantly improving relationship with state partner ETAP. * Managed multi-disciplined commercial team of 46 persons, comprising expatriate and Tunisian staff & contractors. * Managed BG’s businesses in Indonesia, including 20 local staff, local representative office, operating interest in the Muturi PSC, and non-operated interest in the Tangguh LNG project, including all relationships with partners and the Government of Indonesia. * Managed JV relationship with local partner First Philippine Holdings and BG’s interest in Santa Rita and San Lorenzo power projects.   Commercial Negotiations   * Led negotiations between partners and Gazprom/KMG to renegotiate the Karachaganak Gas Sales Agreement and terminate sales of under-priced condensate to Orenburg. * Led development and negotiation of the Sanction Agreement with partners and Republic of Kazakhstan (RoK) authorities for the first project in Kazakhstan under a cost control mechanism. * Led re-negotiation of Tender Procedures with partners and RoK authorities, enhancing opportunities for local content. * Negotiated commercial agreements to establish the Hasdrubal JV bringing in ETAP as a Tunisian local partner. * Designed and negotiated a suite of complex commercial arrangements for the Hasdrubal project including Project Development, the transportation and export of oil & LPG, and shared services agreements. * Led & negotiated the disposal of BG’s interests in Tangguh LNG project in Indonesia. * Negotiated Tangguh’s first LNG sales into China, Korea and Mexico. * Negotiated the Tangguh Joint Venture Agreement for unitisation of 6 fields across three PSA’s in Indonesia that initiated the development of the Tangguh LNG project. * Led BG’s involvement in the $500million San Lorenzo power project, negotiating the Gas Supply Agreement, Power Purchase Agreement and Shareholder Agreements.   **Project & Business Development**   * Re-focussed business development activities in BG Tunisia on a material upstream opportunity set, including potential shale oil/gas opportunities in Tunisia. * Led business development activities across South East Asia and Australia, identifying and evaluating new E&P opportunities. * Negotiated BG’s entry into Australia, farming into new exploration permits that created strategic interest in a new potential LNG project. * Managed key stakeholders, including partners and Government agencies. * Led multi-disciplined team to screen & develop new business opportunity set and M&A opportunities in South East Asia and Australia * Led commercial due diligence and analysis of gas supply and purchase agreements of two strategic acquisitions in Brazil. * Curtailed BG’s involvement in potential power projects in Brazil. * Responsible for fuel oil sales to national blue-chip companies, expanding UKPP’s fuel oil business by 50%.   **Business Planning, Hedging & Risk Management**   * Managed BG Philippines’ strategy and business plan process. * Managed BG South East Asia’s strategy and business plan process. * Advised on pricing options within key energy agreements in UK North Sea. * Implemented BG E&P’s strategic oil hedging program using futures and options using regulated markets and unregulated derivatives. * Evaluated BG E&P’s net exposure to commodity prices and foreign exchange movements. * Developed a hedging program to manage UKPP’s exposure to oil price fluctuations. * Managed procurement and hedging contracts for oil products for supply to major customers.   **Disputes & Arbitration**   * Provided technical and commercial advice with respect to various disputes in Kazakhstan * Led BG’s team analysing and negotiating various disputes with RoK authorities. * Resolved gas sales dispute with Thailand’s domestic gas company. |
| Employment History | Shell UK Ltd, London 2017 - 2018  Consultant  Shell Kazakhstan, Astana 2016 - 2017  General Manager Karachaganak, Kazakhstan  BG Kazakhstan, Astana 2011 - 2016  VP Commercial  BG Tunisia, Tunis 2009 - 2011  VP Commercial & Special Projects, Tunisia  BG Tunisia, Tunis 2006 – 2009  Chief of Commercial Operations, Tunisia  BG South East Asia, Singapore 2004 - 2006  Commercial Director, Asia Pacific  BG South East Asia, Singapore & Jakarta 2002 - 2004  Country Manager, Indonesia & Project Manager Tangguh LNG  BG South East Asia, Singapore 2001 - 2002  Commercial Manager, South East Asia  BG Philippines, Manila 1997 - 2001  Commercial Manager, Philippines  BG International Downstream, Reading/Brazil 1996 - 1997  Commercial Manager  British Gas E&P, Reading, UK 1994 - 1996  Energy Markets Analyst  UK Petroleum Products, Worcester, UK 1991 - 1993  Major Accounts Manager  UK Petroleum Products, Worcester, UK 1987 - 1991  Supplies Coordinator |
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| Education | Nottingham Law School, England 2006 - 2008   * Post Graduate Diploma in Law (Distance Learning)   University of Birmingham, England 1984 - 1987   * BSc (Hons) Chemical Engineering |
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