

## Patricia M Roberts

BSc, PhD Chemistry  
Nottingham University

Career professional in oil and gas  
Director of LNG-Worldwide Ltd



Patricia Roberts offers 39 years of international experience in the oil and gas industries with broad expertise in strategic business planning, commercial strategy, contract negotiation, economic and market analysis, regulatory assessments, project development, operating and optimising a LNG portfolio and expert analysis and testimony for international energy litigation and arbitration matters.

Dr Roberts is accomplished in providing services to large global energy companies and utilities, national energy companies, state energy agencies, independent developers, equity investors, banks and law firms.

An independent consultant since 2005 and has advised clients on large-scale LNG infrastructure projects and commercial arrangements for businesses under development, in start up and ongoing operations. Her experience in these fields is global, offering direct market experience in several countries.

From 1980 to 2004, Dr Roberts worked for the Shell Group of Companies in their oil, oil products and gas and power divisions. All of her positions were in front line commercial roles. Her last role was General Manager (Atlantic Basin) of Shell International's LNG Co. She was involved in the start up of Shell's global LNG business as a LNG aggregator and major portfolio player.

## Professional experience in Natural gas, LNG

### *Asia*

- 2019 Delivered a workshop on the state of the global LNG industry for an IOC
- 2018- and ongoing – delivering training and LNG trading workshops to a variety of new entrants (both traders and utilities) who are developing a new business in Asia
- 2018 market report on Global LNG trends
- 2017 review of Global SD balance to 2025 and changes in the markets for buyers
- 2017 support to RFP for a new buyer preparing for LNG imports via FSRU
- 2017 support and negotiations for a seller on completing a new long term binding agreement
- 2014/15 reviewed the trends in Asian term pricing formulae from 2009-2014 and the outlook to 2020, taking into account instability in crude oil pricing.
- 2014 reviewed new LNG supply cost stacks and their trends and to provide scenarios for the medium term outlook of supply: demand
- 2012 developed forecasts of LNG supply, demand and pricing in Asia to 2020. Considered the effects of demand growth in a variety of Asian markets, delayed start-ups of new LNG projects in Asia, probable new LNG supply developments globally and the emergence of new pricing structures in long term LNG contracts.
- Advice to a LNG producer on the opportunities to develop a trading business in Asia in the period 2015- 2025.
- Advice to a regulator regarding market structures and business models for a country developing a new regasification terminal and considering various open access schemes.
- Advice to a utilities client requiring new long - term gas supply agreements. LNG imports to a new regasification terminal along with pipeline gas supply options were considered and developed. Front line negotiations and full commercial support was provided, along with project management advice and corporate governance.
- 2009- 2011 participated in a variety of market Due Diligence reports for major banks financing new LNG projects in Australia.
- Market fundamentals and price forecasting studies in all mature and emerging Asian markets.

*Europe and Africa*

- 2018 support to new entrant requiring support for an RFP for an FSRU plus LNG imports
- 2018 market report and LNG procurement study for a new importer
- 2018 bespoke report for the identification of risks and rewards of a company's gas business from 2018 - 2025
- 2017 Appointed as an adviser to the board of Africa Matters Ltd, for gas and LNG business development opportunities.
- 2016 successfully advised the Government of Gibraltar and completed a long- term LNG SPA for small scale LNG imports. This required introducing several new features to develop a cost and operationally efficient agreement.
- 2014 reviewed the scope for LNG imports into Europe between 2015-2020, based on changing global trends.
- Led a team identifying upstream LNG investment opportunities in the Atlantic Basin for a major European utility looking to develop a fully integrated LNG supply chain. Practical advice given to start negotiations with 3 companies (including National Oil companies and private owners)
- Advice to clients looking to differentiate themselves in LNG acquisition for Europe during a period of a seller's market. Estimated the value of flexibility in LNG contracts. Applied this into the development of a new business model for buyers.
- Contractual and pricing advice to European clients negotiating new LNG purchase agreements
- Due diligence review for lenders of a new LNG terminal in NW Europe.
- Market fundamentals and price forecasting studies in the European gas markets

*Americas*

- 2019 Engaged to provide commercial due diligence market reports for investors considering new USGC LNG projects.
- 2019 provided a market report for an importer considering scaling up imports and modernizing their LNG business.

- 
- Retained from 2015 – 2019 as a commercial adviser to a Greenfield LNG West Canadian project. Involved in successfully negotiating a binding agreement for long-term offtake using several innovative commercial features.
  - Commissioned in 2014 to review the outlook for the Latin America sales opportunities in the medium term and commercial strategies to develop new regional business
  - Developed options to monetise a new gas block, including small scale LNG and CNG which involved considerable innovation in structuring a supply chain and commercial agreements.
  - Start up of a new liquefaction train and realignment of key commercial agreements in the LNG supply chain.
  - Supported 3 projects to develop new regasification facilities in Canada and the US. In Canada, the investment was also linked to a partnership with a major resource holder to develop new liquefaction and shipping facilities.
  - 2008- 2011 Market fundamentals projects - the first of which defined new trends developing from shale gas production and the expected shifts in US gas price forecasts.
  - Developed models for assessing trade flows of divertible LNG to the Americas on an annualised basis. Information was used by investors to assess potential for upstream and infrastructure investments in the US.

## Other activities

### Expert advice

- 2017: Provided expert advice and expert testimony for an LNG operational dispute
- 2015: Provided expert advice to support commercial renegotiations for a European utility with an LNG producer
- 2013: Provided expert advice in two cases supporting clients in arbitration cases regarding the changes in the European gas markets (both pipeline gas and LNG).
- 2010: expert advice: Provided a report to a company in arbitration regarding changes in the global LNG market.
- 2009: Contributed to an expert witness report in a long running LNG project development dispute.

**LNG training courses**

- 2018 bespoke LNG trading courses for new entrants
- 2016 launched a new interactive LNG trading course
- 2013-2015 Co- wrote and co-delivered CWC's LNG Mini MBA (8 day and 10 day courses) in project development to over 60 delegates including top tier IOCs, NOCs, utilities, technology cos, banks and hedge funds.
- 2008 - 2015: Wrote and delivered several interactive 3 -5 day training courses relating to
  - LNG short term markets, and supply optimization
  - Negotiation skills in the LNG industry.
  - Negotiating LNG contracts
  - In total, delivered more than 40 times in 20 countries.
- 2005 – ongoing: a lecturer and examiner at the CASS business school in London participating the MSc Energy Trade and Finance programme

**LNG market reports**

- Since 2014 an associate of Tullett Prebon, publishing a monthly LNG report and also providing specific LNG trading consultancy advice to 3<sup>rd</sup> parties. The report has more than 50 subscribers.

**LNG conference chairman**

- Since 2012 Associate Director (Gas) at CWC. Chairman at the CWC Group's World LNG series (in the Americas, Asia and Europe)
- 2013 Moderator of opening session on opening day of LNG 17
- 2018 Moderated CEO interactive panel at WGC Washington June 2018 (and delivered a 7 hour master class on Global LNG)
- 2019 delivered a one day masterclass in Global LNG at the LNG19 conference in Shanghai
- 2019 moderated CEO plenary interactive panel on sustainable LNG development at LNG19 Shanghai

## Professional history

2005–Current	Director, LNG-Worldwide Ltd: LondonUK
1998–2004	General Manager Shell International LNG Supply Co: London UK
1996–1998	LPG Country Supply Manager: Shell Europe: Milan Italy
1983–1996	Shell International Trading companies: Crude oil, condensate and oil products, trading roles in London UK, Melbourne Australia
Languages	English (native), Italian (advanced), French (basic)

## Contact details

Email [Pat@LNG-worldwide.com](mailto:Pat@LNG-worldwide.com)

Mobile (UK) 7971 569 071