LNG Delivering innovative energy solutions in a complex market

www.bp.com/trading
The world needs more energy, delivered in better ways, for a low carbon future. BP is responding to this challenge with fresh thinking about LNG.

The demand for gas from LNG is growing as it offers a much cleaner alternative to coal for power generation and provides a valuable back-up for renewables intermittency. It also supplies heating at the high temperatures required by industry and is increasingly used in transportation.

With gas in high demand for years to come, BP’s LNG portfolio will play an important role in delivering more gas and reducing emissions.

Find out more at bp.com/energytransition
Our LNG portfolio includes a mix of long-term equity projects, merchant supply and mid-term and spot purchases.

We can offer long-term, mid-term and short-term supply to meet your needs in an ever-changing market.

A high quality and flexible LNG portfolio

Outstanding Contribution to the Industry 2017

Winner of the CWC World LNG Award for

Does not include spot trades
Competitively priced LNG for our customers

We provide competitively priced LNG to our customers by actively managing our portfolio on a daily basis and optimizing across our supply and demand positions.

The integration of our positions in pipeline gas, oil, products, shipping and foreign exchange markets with our global LNG portfolio enables us to identify optimization and trading opportunities for our customers.

We offer creative solutions that include features such as flexible pricing indexation, volume and pricing options, pipeline gas alternatives and in-year volume adjustments. We actively participate in allocating supply to rebalance regional disparities.
As the industry continues to evolve, LNG is becoming attractive to new and emerging markets. We can bring our deep technical, commercial and project management expertise, along with our extensive LNG supply and shipping portfolio, to deliver LNG solutions for any market, large or small. Beyond LNG supply, we can help build and finance new land-based or offshore import infrastructure and develop integrated power.

Long-lasting partnerships
We value long-term customer relationships and have numerous term contracts with partners across the globe. These include utility companies, gas distributors and national oil and gas companies. We are able to meet their long-term and spot supply needs from our portfolio.
Technical know-how, global reach

BP has the technical capabilities to unlock potential gas resources and transport them to you by pipeline, ship or truck. We have a truly global LNG portfolio, and the experience to develop domestic markets in gas, NGLs and power. We have more than 1,000 experienced technical and project management professionals, and our structured processes bring consistency and best practices throughout the project lifecycle. Today, BP is leading the development and execution of some of the world’s most challenging capital projects.

Fresh thinking

We have a long history of developing new solutions to our customers’ needs. Our track record includes China’s first LNG terminal in Guangdong, gas to power in Vietnam and Spain’s Bilbao LNG-to-power. In Brazil BP was selected as the LNG supplier in a joint venture with Prumo and Siemens at the Port of Açu to develop the largest integrated LNG-to-power project in Latin America. Phase 1 construction of the 3GW plant is currently under development.
Our European gas and power portfolio

In a complex and sophisticated market, our extensive portfolio provides the answers you are looking for.

We are active throughout Western Europe, with transport and storage positions that allow us to meet the diverse needs of producers and customers.

A route to market for independent producers

BP offers its 24/7 trading and operations platform to third party producers, enabling them to focus on their core activity whilst being sure that their molecules are efficiently delivered and capture market value.

We can offer bespoke offtake packages as well as various operational services to match the producer’s requirements.

Building gas value chains

BP is the main shareholder and operating partner of Shah Deniz in Azerbaijan, one of the world’s largest gas-condensate fields. The Shah Deniz partnership is developing the second stage of the field and its associated infrastructure in order to bring gas sales from Azerbaijan to Europe. BP operates, develops and produces 25 billion cubic metres per annum of gas for transportation into Azerbaijan, Georgia, Turkey, Greece, Bulgaria and Italy.
Safe and efficient marine operations

Our LNG Shipping team leads the industry in providing innovative marine solutions, ensuring that our operations are safe and efficient.

BP Shipping was established over 100 years ago, and our team has been operating an LNG fleet since 2002. We have been involved in the commissioning of numerous LNG facilities and liquefaction projects around the world.

BP Shipping manages the logistics required to move BP’s oil and gas cargoes to market, as well as technical marine assurance on all BP vessels. Our team operates a rigorous ship-vetting and port/terminal inspection programme for our ships.
New solutions to industry challenges

BP’s LNG business is based on innovation. We have a track record of taking on complex projects at scale and leveraging our experience and capability for the benefit of our customers.

Industry breakthroughs

We supplied the first commercial LNG contract based on offshore ship-to-ship transfer and we conduct STS operations with an Arctic ice breaker in Norway.

We have approved and delivered LNG to various configurations of Floating Storage and Re-gasification Units (FSRUs), and to offshore LNG facilities.

We have loaded partial cargoes from more than one load source, blending mixed compositions while continuing to meet import specifications.

Legal know-how

With dedicated LNG legal teams in each of our global offices, our lawyers have deep industry experience. They can structure innovative contracts that help meet your requirements.
Bespoke energy risk management solutions

Our global structured products team has the expertise in risk management to tailor creative solutions to your needs. Our customers are varied and numerous - from producers, refiners, and importers to utilities, airlines, shipping, mining and light industry companies. Our customers also include banks, hedge funds and private equity firms.

We have provided energy risk management products to customers around the globe for over 20 years. With access to over 120 of BP’s financial and physical traders, our team are uniquely positioned to help you manage your oil, gas and power price exposure.
Delivering energy products and services in a changing world

Around the globe, BP is involved in the entire gas value chain, from supplying upstream gas to liquefaction facilities, through transportation and storage to regasification and marketing. We are investing in LNG to help meet the world’s demand for more energy, but we are also committed to a low carbon future, developing energy products and services to deliver more energy with fewer emissions.

Targeting zero net growth in our operational GHG emissions
Meeting this target, improving energy efficiency and tackling methane emissions and flaring will help us hold our net emissions to 2015 levels even as we grow.

Producing more natural gas
Gas produces around half the carbon dioxide (CO2) emissions of coal when burned to generate power. Gas is the ideal complement to renewables.

Tackling the methane challenge
BP is committed to reducing the methane in our operations. We are targeting a methane intensity of 0.2%, and halving it below 0.3%.

Carbon capture, use and storage
We believe CCUS can achieve deep emissions reductions in existing power infrastructure and energy-intensive industries that rely on the use of fossil fuels. BP is exploring opportunities to deploy CCUS in its own operations, projects and products.

Investing in LNG
BP is a recognized global LNG player. We are using our technical, commercial and project management expertise along with our extensive LNG and shipping portfolio to deliver new LNG solutions for global markets.

Helping consumers lower their emissions
Around 80-90% of carbon dioxide emissions from oil and gas products are from their use by consumers. We have developed more than 20 carbon neutral products and services through the use of advanced technology and our offsetting programme.

Marketing and trading
We trade a variety of products including natural gas, LNG, power and carbon products. We move gas through pipelines and by ship, delivering what our customers need, when they need it.

Expanding our renewables business
Renewables are the fastest-growing source of energy today. BP has been in the renewables business for more than 20 years – we are one of the largest operators among our peers and we’re expanding as we see more opportunities.

Using carbon offsets to support our low carbon ambitions
We are one of the world’s leading carbon traders, enabling emission-reducing projects that help businesses and other organisations offset their carbon footprint.
Nominated by peers for CWC World LNG Award for Outstanding Contribution to the Industry 2017
BP wins coveted LNG Award
BP has won the most coveted award in the LNG arena – the CWC World Gas Intelligence Annual LNG Award for Outstanding Contribution to the Industry 2017.
30 NOVEMBER 2017

Venture Global bags long-term LNG supply deal with BP
Venture Global LNG, signed a deal with BP for the supply of two million tonnes per annum (mtpa) from its Calcasieu Pass LNG export facility, Louisiana.
21 MAY 2018, LNG WORLD NEWS

BP to supply LNG to PTT of Thailand
BP has entered into a sales and purchase agreement to supply nearly one million tonnes of LNG per year to Thai-owned PTT Public Company Limited (PTT).
02 JANUARY 2017, HYDROCARBONS-TECHNOLOGY.COM

PNG LNG inks 5-year supply deal with BP
Papua New Guinea’s first LNG export project, operated by the US energy giant ExxonMobil and its co-venturers, has signed a mid-term LNG sale and purchase deal with BP Singapore.
17 AUGUST 2018, LNG WORLD NEWS

BP and Oman sign 1.1 million-tonnes-per-annum, seven-year LNG supply deal
BP’s (BP.L) Singapore-based trading unit has signed a deal to buy 1.1 million tonnes of liquefied natural gas (LNG) a year for seven years from Oman LNG, after BP helped push up Omani gas production.
22 JANUARY 2018

BP and Kansai Electric sign LNG sale and purchase agreement and cooperation agreements
Under the agreements, BP will provide Kansai Electric with up to 13 million tonnes of LNG over 23 years, from BP’s diverse portfolio of LNG sources.
28 MAY 2015, BP PRESS RELEASE
BP strengthens LNG shipping capacity

BP is taking delivery of six new, state-of-the-art liquefied natural gas (LNG) tankers to support its expanding global LNG portfolio, and to respond to growing demand for lower-carbon energy sources around the world.

4 OCTOBER 2017

BP stands out as most successful marketer of LNG over the last two years

MARCH 2015, WOOD MACKENZIE – LNG SELLER DYNAMICS

Eni and partners sign LNG deal with BP for Mozambique gas

Italian oil company Eni and its partners in Area 4, offshore Mozambique, sign binding agreement for the sale of LNG produced in Coral South with BP, Eni announced Tuesday.

5 OCTOBER 2016

BP SIGNS AGREEMENT WITH PRUMO AND PURCHASES 30% OF NATURAL GAS AÇU

BP Global Investments has signed an investment agreement to acquire 30% of Gás Natural Açu (GNA), a subsidiary of Prumo Logistica.

26 DECEMBER 2017

BW SCOPS FSRU JOB FOR BRAZIL’S PORT ACU PLAN

Aside from energy and infrastructure company Prumo, BP and engineering giant Siemens are also behind the development. Siemens has a 33% stake in the power plant and terminal, while BP will supply the LNG.

9 AUGUST 2018, TRADEWINDS

BP stands out as most successful marketer of LNG over the last two years

MARCH 2015, WOOD MACKENZIE – LNG SELLER DYNAMICS
LNG Leadership team

Rob Lawson
COO Gas IST
Robert.Lawson@bp.com

Jonty Shepard
Chief Operating Officer
LNG
Jonathan.Shepard@bp.com

David Knipe
Head of Global Gas
David.Knipe@bp.com

Anthony Lloyd
Chief Negotiator
Anthony.Lloyd@bp.com

James Cheeseman
Head of Trading
Atlantic Basin
James.Cheeseman@bp.com

Dan Butler
Head of Trading
Asian Basin
Daniel.Butler@bp.com

Jimmy Straughan
Head of Origination
Americas
James.Straughan@bp.com

Alistair Smith
Head of Origination
Asia
Alistair.Smith@bp.com

Sarah Bellis
Head of Market Analysis
Sarah.Bellis@bp.com

Graeme Proud
Global Operations Manager
LNG
Graeme.Proud@bp.com

Richard Duncan
Chief Commercial Officer
LNG
Richard.Duncan@bp.com

Rodrigo Vilanova
Head of Greenfield LNG
Rodrigo.Vilanova@bp.com
Trading team

James Cheezeeman
Head of Trading
Atlantic Basin
James.Cheezeeman@bp.com

Dan Butler
Head of Trading
Asia Basin
Daniel.Butler@bp.com

Hector Godoy
Portfolio Trading Manager
Hector.Godoy@bp.com

Tosha Lambeth
Lead Financial Trader
Atlantic Basin
Tosha.Lambeth@bp.com

Anna Polozova
Trader
Atlantic Basin
anna.polozova@bp.com

Abu-Bakr Al-Akku
Trader
Atlantic Basin
Abu-bakr.Al-akku@bp.com

Tajima Hiroaki
Trader
Asia Basin
Tajima.Hiroaki@bp.com

Wanxi Khoo
Charterer
wan_xi.khoo@bp.com

Anna Handelman
Financial Trader
Atlantic Basin
Anna.Handelman@bp.com

Ollie Davison
Trader
Atlantic Basin
Oliver.Davison2@bp.com

Eugene Hong
Trader
Asia Basin
eugene.hong@bp.com

Vivienne Shen
Trader
Asia Basin
Vivienne.Shen@bp.com

Ian Hosley
Charterer
Ian.Hosley@bp.com

Matt Fox
Financial Trader
Atlantic Basin
matthew.fox1@bp.com
Asia Basin team

Alistair Smith
Head of Origination
Asia
Alistair.Smith@bp.com

Matthew Potter
Senior Originator
Matthew.Potter@bp.com

Shivan Campbell-Platt
Senior Originator
Shivan.Campbell-Platt@bp.com

Paul Stewart
Senior Originator
Paul.Stewart@bp.com

Emily Lau
Originator
Emily.Lau@bp.com

Simon Cockcroft
Senior Originator
Simon.Cockcroft@bp.com

Tracy Wong
Originator
tracy.wong@bp.com

Andy Low
Originator
Andy.Low@bp.com

Alex An
Originator
Alex.An@bp.com

Yue Wu
Head of Gas China
Yue.Wu@bp.com

Masaki Okada
President Gas Japan
Masaki.Okada@bp.com

Jin Wook
Head of Gas Korea
JinWook.Lee@bp.com
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