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LNG, Natural Gas, Power, Renewables, Hydrogen

Brad Williams leads Spitfire Advisors, working with clients to create business strategies and develop commercial transactions while providing hands-on leadership to fulfill those plans. Creating value through teamwork, exceptional creativity and effective execution. Experience that works with you and for you. Brad brings over thirty years of practical experience to every engagement including asset development, due diligence, technical reviews, project feasibilities, M&A transactions, project management, financing, and EPC contracting. We create value for our clients by providing baseline facts and data with strategic perspectives and effective implementation of business plans with a team approach. Spitfire Advisors contributes a high level of expertise and works closely with clients on an as-needed when-needed basis, providing customized project work and commercial business solutions tailored to each client's specific needs. Work experience has included working 10 years overseas in India, the FSU, Indonesia, China, the E.U., South America and the Caribbean. We participate in the global marketplace, following changing markets and economic drivers which motivate commercial investments.



Experience with LNG Assets, Contracting and Commercial Transactions

1. Performed project analysis, technical reviews, gas supply evaluations and costing studies on numerous LNG projects across North America including: Driftwood LNG, Corpus Christi LNG, Pointe LNG, Lake Charles LNG, Magnolia LNG, Venture Global, Elba Island LNG, Cove Point LNG, Freeport LNG, Cameron LNG, Sabine Pass LNG, Gulf LNG Energy, Jordan Cove LNG, Delfin LNG, LNG Canada, Mexico Pacific, Woodfibre, Energy Saguenay and Costa Azul.
These works were at various levels of detail specified in each scope of work with the clients.
2. Current market perspective related to supply and demand, commercial terms, pricing and LNG current events influencing the global marketplace.
3. Led investment and LNG sales due diligence of major Gulf Coast LNG export project (site review, gas pipeline capacity, gas supply pricing, waterway traffic, competitor analysis, cost analysis, technical review)
4. Led and created detailed gas supply plan connecting to producer supplies including firm pipeline capacity negotiations, costs and timeline analysis and signed Term Sheets leading to Precedent Agreements for long term firm service
5. Osaka Gas Ltd. (Houston and Osaka HQ)
 - Strategic business plan for natural gas supply and long-term pipeline transportation for Freeport LNG export project in Texas including contract negotiations
 - Identified producers and negotiated multiyear gas supply contracts
 - Participation with Osaka Gas' international LNG marketing team to optimize LNG portfolio sales and balance supply trading positions including customer negotiations
6. FPL Group: Business architect and led development team for LNG receiving terminal in The Bahamas with connecting pipeline into eastern Florida including joint venture with partner companies, negotiation of site with The Bahamian Govt and EPC contracts. Concluded 20 year LNG supply agreement with Qatar Petroleum and ExxonMobil (800,000 MMBtu/d, 5.7 MTPA)

7. Caribbean market assessment and economics for selling and distributing small scale LNG in Caribbean and Central America for power generation
8. Detailed commercial due diligence review of LNG project investment prospect
9. Provided gas supply plan including pipeline permitting, cost analysis and producer discussions related to major Canadian LNG export project in advanced development
10. Participated in negotiation of full EPC contract for major U.S. export facility Commercial business development executive advisor to Chinese natural gas company identifying, evaluating and ranking for targeted investment in U.S. LNG projects and other energy projects
11. Originated and participated in negotiation and funding for LNG export projects
12. Floridian Gas Storage www.floridiangasstorage.com: Created business plan, secured development and equity funding for \$160 million LNG natural gas storage and peaking service project, secured site, led development team of 40+ advisors/contractors, fully permitted (by FERC, county and the State of Florida), negotiated firm user contracts and final EPC contract for construction
13. LNG Project Development of Golden Pass LNG import terminal, Texas Gulf Coast. Including natural gas marketing/sales strategy and business plan, pipeline transportation and commercialization of LNG imports. Drafting of LNG sales contracts and terminal use agreements and other template agreements.

Other Experience with LNG Facilities and Market Assessments

1. Scoping study and strategic plan for international natural gas distribution company to invest in U.S. LNG export facilities, buy LNG, transport LNG to China and utilize ISO tanks to complement pipeline service territory and increase distribution access
2. LNG import strategy for North African energy company
3. Bangladesh natural gas strategy for LNG imports, pipelines and domestic production
4. LNG import contracting strategy into Vietnam with commercial terms per specific suppliers
5. Major Shipping Group – LNG Team (Houston and London)
 - Business outlook updates for LNG and other commodity export projects
 - Numerous reports on how U.S. energy markets function: natural gas, oil, LNG, coal, NGLs, electricity. Ongoing market analysis and reports on transactions, outlooks and govt policies that can impact business opportunities.
 - Project identification, business development, due diligence and customer interactions
6. Development planning for proposed LNG import project offshore southern California
7. Detailed gas supply planning for LNG export projects with pipeline capacity and gas supply
8. Project planning and economic analysis for LNG exports from a U.S. Gulf Coast liquefaction facility to Mexico for local distribution using ISO tanks to users to displace LPG and diesel
9. Business development plan for independent 25 MW power generation facility in Belize for major land development company. Scope of project, economics, costs of facilities, potential equipment providers, fuel supply alternatives (HFO, diesel, LNG) and power system interconnections.
10. Commercial business study for importing LNG into Bermuda for new power generation facility including use of onshore LNG receiving, storage with regas or using LNG ISO tank deliveries and distribution on the island
11. Commercial business development scoping study using U.S. LNG supplies to fuel small scale power plants in the Caribbean
12. Commercial Business Plan and Investment Strategy Study for the creation of U.S. assets to provide LNG supply and infrastructure for marine bunker fueling and road fuel supplies
13. Scoping study for major mining company in the U.S. to utilize LNG for fueling operations and onsite power generation
14. Market analysis for potential siting and customers of LNG floating storage/regas unit (FRSU)

15. Strategic advisor and business development of company now currently exporting LNG in ISO tanks from Texas into Mexico for local distribution to displace higher cost diesel and LPG fuels for industrial, commercial and road transport users
16. Created new business unit strategic plan for providing LNG as a primary fuel supply to trucking companies, drilling operations, commercial users and for marine bunker fuel. Included full value chain development with small scale liquefaction (450,000 gal per day), ISO tank transport, local onsite storage with regas and customer outreach plan. Included permitting plans, scoping economics analysis as well as a business development execution planning
17. Due Diligence on purchase of a CNG company by a larger asset company provided technical reviews, cost analysis, practical input on actual usage of CNG, user contacts and experiences with CNG equipment and economics and LNG as an alternative
18. Strategy and Business Plan for large public company looking to expand business portfolio. Plan for development of a small-scale LNG business with liquefaction facilities, distribution and sales to end users with market outlook and economic model as well as acquisition of existing smaller players as a business platform
19. Project Team leadership on greenfield development, permitting, financing, construction and commission of natural gas fired power plants and infrastructure assets across the U.S.
20. Renewable energy company expansion strategy
 - Strategy plan on developing natural gas power plants with budgets and timelines. Executed on the plan with host team to identify and contract for 4 greenfield power plant sites and executed on permitting two facilities in Texas.
 - Created fuel supply plan for each plant with long term pipeline transportation, storage and physical gas supply alternatives

Core Qualifications and Expertise:

1. Global energy infrastructure subject matter expert: LNG, natural gas, power, and renewables
2. Creation and preparation of strategies, business plans with effective execution of plans
3. Project feasibility studies to define opportunities with the value drivers and risk mitigation
4. Strategic planning and infrastructure development with permitting, budgets and timelines
5. Transaction leadership: structuring, negotiations, EPC contracts, financing/debt alternatives
6. Hands on execution with your team's input and participation
7. A proven track record of developing asset projects and adding value
8. M&A due diligence team leader including commercial and technology assessments
9. Commercial and technical matters associated with LNG assets and contracts for terminal capacity, gas supply, sales contracts, terminal use agreements, FSRUs and LNG shipping
10. Negotiation of LNG Master Sale and Purchase Agreements with Special Provisions for specific transactions and being a mentor to team members
11. Small scale LNG production, storage, distribution and marketing to displace oil-based fuels for road use, marine bunkering, locomotive fueling and high horsepower users
12. Advising clients on FERC-regulated natural gas transportation capacity, including contracting for capacity, the open-season process, asset management arrangements, capacity release, and negotiation of rate agreements
13. Business planning and economic analysis with a focus on environmental stewardship
14. Strong project management skills, creative deal structuring, team leadership and mentoring
15. Joint Venture creation, organization, management with governance and control rights
16. Creator of Training Programs for above areas, as hands-on instructor or director of programs sharing technical knowledge, commercial contracting, safety and physical applications.