

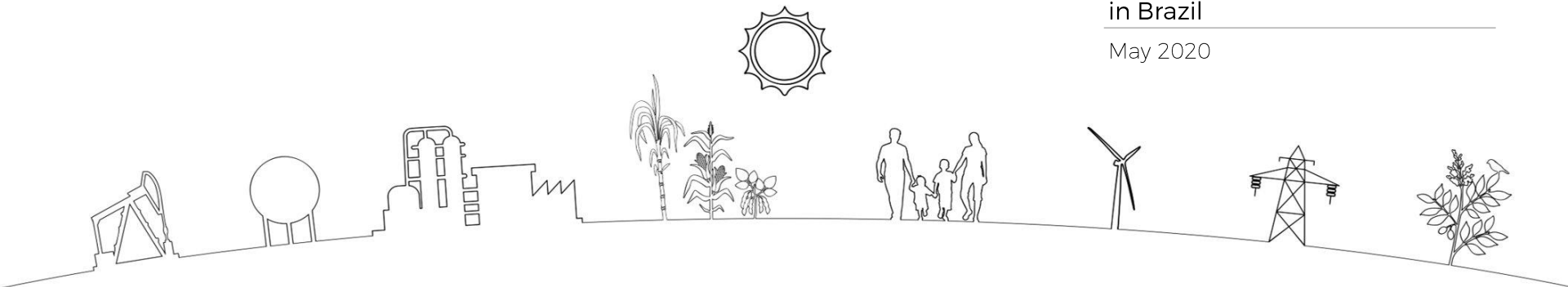


## EnP Consulting

Solutions for the energy sector  
in Brazil

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May 2020



connect • articulate • innovate

## HIGHLY QUALIFIED AND EXPERIENCED TEAM

The EnP consulting team is led by the expertise and vision of **Marcio Felix**  (former Secretary of Oil, Gas and Biofuels at the Brazilian Energy Ministry, former Secretary of Development for the state of Espirito Santo and with over 30 years of Petrobras), with the direct involvement of the following professionals:

### Erik Hannisdal

Entrepreneur with a history of success in building companies and implementing growth strategies in the energy and technology sectors in Norway and Brazil

### Tulio Machado

Engineer with diverse and recognized experience in the implementation of major projects in the Brazilian energy sector




### Leandro Martins

Government relations professional with extensive experience in the financial and energy sector, with a career at Petrobras and Banco do Brasil

### Mark Woodcock

Consultant with more than a decade of experience in supply chain in the oil & gas sector and attraction of international businesses to Brazil

## MATRIX STRUCTURE

	Exploration & Production 	Gas & Infrastructure 	Energy Transition 
Strategy & Business Development			
Engineering Strategy			
Logistics & Supply Chain			
Government Relations			

## OBJECTIVE AND RESULT-ORIENTED SOLUTIONS

We actively participate in solving challenges and articulating solutions for partners, customers, authorities and regulatory bodies.

## CUSTOMIZED SERVICES ACCORDING TO THE CUSTOMER'S NEED, BASED ON OBJECTIVITY AND APPLICABILITY

The best way to add value to a customer is to build a long-term partnership, with shared incentives and risks. Our model is flexible and adaptable to the reality of each client and the specific market cycle momentum. We shape each project to allow a positive, meaningful and lasting impact, both for the partner and for EnP.

## COMPREHENSIVE ACTIONS THROUGHOUT THE VALUE CHAIN

Customized solutions focused on the Energy sector, with active participation in solving challenges and articulating solutions for suppliers, operators and relevant stakeholders.

## Exploration & Production



We map out and seek opportunities for portfolio optimization, investment and divestment programs, including support in negotiations with partners and stakeholders from the private and public sectors

## Gas & Infrastructure



We seek opportunities and synergies among investors, operators and suppliers in the gas and infrastructure chain, onshore and offshore, as well as regulatory bodies

## Energy Transition



We identify and analyze opportunities and risks related to investments in energy transition and carbon emissions

# Strategy & Business Development



**Team Leader**  
Marcio Felix

## Corporate Strategy

- Development of integrated entry and exit strategies in specific opportunities, segments and geographic regions in Brazil;
- Preparation and implementation of analysis and strategic plans in different scenarios and market cycles;
- Support in negotiations with potential partners and stakeholders;
- Market analysis and guidance to foreign companies interested in energy business in Brazil;
- Advisory Board Service – interactions with directors and executives, for the purposes of strategic discussions.

## Portfolio Optimization

- Strategy for optimized investment in assets with complementary dynamics and portfolio synergies;
- Mapping of specific opportunities for M&A and asset farm-in/farm-out;
- Support in negotiations with potential partners and stakeholders, via a team of experts with extensive market experience and network of contacts in the sector;
- Performance benchmarking - performance analysis and comparison with industry peers.

## Sales & Business Development

- Identification, screening, prioritization and active search for opportunities, always leveraged by our network of experts and contacts in the energy industry;
- Support throughout the prospection and negotiation of new contracts and operational follow-up;
- Development of commercial policy and pricing strategy.

## Engineering Strategy



**Team Leader**  
Marco Túlio

### Planning and Execution of Capital Projects

- Support in feasibility analysis and project approval;
- Support in planning, optimization of CAPEX resources, management of scope, risks, communication, quality and deadlines of the project's implementation phases;
- Preventive analysis of results, alignment of strategic objectives and consistency of processes in relation to the project's execution plan in the pre-feasibility, feasibility and execution phases;
- Technical audits in risk management;
- Expediting of key suppliers;
- Monitoring of planning, control of compliance with schedules and work schedules (controller), proposition of corrective actions and recovery plans.

### Recovery of Projects in Crisis

- Analysis of critical activities, definition of how to act in crisis situations, change management plan;
- Analysis of the definition of additional scope and in the solution of claims;
- Trading strategy, definition of limits.

## Logistics & Supply Chain



**Team Leader**  
Mark Woodcock

### Logistics

- Analysis and optimization of fundamentals and logistics processes and suppliers, with an integrated approach and involving different teams;
- Analysis, implementation and contracting strategies for integrated logistics projects;
- Market analysis and opportunities for developing new customers and markets according to customer demand drivers.

### Supply Chain

- Definition of the contracting model, mapping suppliers and establishing appropriate terms and incentives;
- Development of supply chain roadmap and outsourcing strategy;
- Support for the creation and management of the operations and contracting center;
- Development support for national and international strategic suppliers.

## Government Relations



Team Leader  
Leandro Alves

### Government Strategy Development and Execution

- Diagnosis of critical issues, assessment of scenarios and definition of referral alternatives;
- Referral of matters to the Public Sector through direct negotiations and interactions;
- Monitoring and following-up on all matters until their conclusion.

### Federal, State and Municipal Tax Incentives

- Survey of opportunities resulting from government incentives to perform activities;
- Conducting the process to obtain the benefit;
- Monitoring the evolution of the processes until their conclusions.

### Regulatory Support

- Analysis of relevant matters and identification of regulations to be improved or developed;
- Preparation of proposals for new standards or changes to existing ones;
- Negotiation of regulations with the Executive and Legislative branches.



# EnP ENERGY PLATFORM GROUP



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## ABOUT

EnP is an innovative business platform focused on the energy sector, headquartered in Rio de Janeiro and operating throughout Brazil

## VISION

To be a leader in the Brazilian energy sector, identifying opportunities and establishing synergies, through competence, innovative business models and strategic alliances

## DIFFERENTIAL

The main distinguishing feature of EnP is to have a highly qualified team and a diverse network of relationships within the energy sector in Brazil and internationally





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