



Capabilities Statement



2021

Company Profile

Project Consultancy Services Pty Limited (**PCS**) was created in 1991 to offer an independent advisory service to companies contemplating major energy contracts or infrastructure investments.

PCS provides independent advice for customers to make informed energy procurement and fuel mix decisions, and provides an interface between technical and commercial specialists.

The focus of PCS's activity is oil and gas transmission, natural gas processing, third party access regulation and power procurement.

PCS is part of the Energy Matrix Group which also includes gasTrading Australia, Agora Gas, and Agora Retail.

Core Competencies

The principal activities of the company are to promote major infrastructure projects and to provide specialised services in regard to:

- project evaluation;
- technical and commercial strategy development;
- tariff and contract structuring;
- commercial structuring;
- economic regulation;
- financial structuring; and
- gas and electricity purchase and sale contract negotiation.

Management and Team Profile

MICHAEL (MIKE) LAUER

Director

Mike Lauer is the founder and Director of Energy Matrix and all its subsidiary companies: PCS, gasTrading, Agora Gas, and Agora Retail. Mike offers expert advice regarding oil and gas supply, oil, gas and infrastructure projects, remote power generation developments, and industry regulation. Mike began his work in the oil and gas industry over 30 years ago with a role negotiating the development, gas purchase, gas transportation and associated agreements which underpinned the Amadeus Basin to Darwin Gas Pipeline in 1985. Mike has given strategic advice for projects involving all major Australian gas provinces and has arranged power and, or, gas supply for numerous mining projects. His advice is sought from business, government, and academia.

Allan McDougall

Principal Consultant

Allan joined Project Consultancy Services (PCS) in January 2012 as a Principal Consultant. He has 24 years' experience in the energy sector. Over the last seven years at PCS, Allan has focused on the development of the related entities of PCS, namely: gasTrading, Agora Gas, and Agora Retail. Allan's primary contributions to PCS relate to gas supply and transport recommendations and reporting and contract negotiation. Allan has exceptional communication, negotiation, and project management skills, honed at Synergy and Western Power: notably, his management was instrumental in ensuring the 'lights stayed on' and the integrity of the power grid was maintained by diverting and procuring additional sources of gas and other fuels during the Varanus Island incident in 2008.

Brett Leicester

BComm (Accounting), BComm(Information Systems)

Technical Services Manager

Brett joined PCS in 2013 as our Technical Services Manager. Brett has 17 years' experience in developing complex models, data mining, and financial analysis. As part of the broader Energy Matrix team, Brett has taken responsibility for developing and maintaining the gas supply management tools used by gasTrading Australia and is intimately involved in gas supply and energy related modelling. Brett thinks creatively about data capture and management, and can communicate findings from large and complex data sources with clarity and insight to stakeholders

Paul Bresloff-Barry

BBus, Post Grad Dip (Decision Systems), MBA (CBS)

Business Manager

Paul joined Energy Matrix in September 2016 as the Business Manager. Paul has over 18 years' experience in the energy sector. Since joining Energy Matrix, Paul has played an integral role in registering Agora Retail Pty Limited as a gas retailer in Western Australia and a licensed gas retailer in Victoria. Paul is highly experienced in providing connection services and negotiating supply contract issues. He specialises in contract management, commercial negotiation, and information & regulatory management.

Major Client List

PCS has worked with many mining companies, gas producers, intermediaries, start-ups, government agencies, and retailers across Australia.

Services

Project Evaluation

PCS can assist by:

- Implementing the right cost structures to maximise project returns and limit exposure to long term fixed costs
- Knowing the local market and how to take advantage of spot and long term positions
- Identifying contracting strategies which enable maximum flexibility

Strategy Development

PCS has experience developing strategy in the energy market for a wide range of customers. Setting the right strategy enables a customer to optimise their costs, trade off volatile costs with cost certainty, and remove costs when conditions are challenging.

PCS capabilities include:

- Developing an energy procurement strategy that is appropriate for a project or ongoing facility is crucial for success.
- Understanding the energy requirements of a project or facility taking into account local conditions and local energy supply options
- Evaluating alternatives that best meet your energy needs including crude oil, fuel oils, diesel, LNG, LPG, pipeline gas, solar PV, wind, battery storage, and hydrogen

Tariff and Contract Structuring

With decades of contract experience and energy cost modelling, PCS is well placed to provide advice on project cost modelling together with contract structuring to reduce overall project risks.

Tariff structures are generally not well understood as these vary across jurisdictions, between operations, and between facilities. This makes for a considerable array of cost configurations which have a direct impact in the profitability of existing or proposed ventures.

PCS can work with clients to navigate these uncertainties including:

- Evaluating fixed and variable tariff components
- Benchmarking tariffs to determine weighted average cost of capital and capital costs
- Structuring tariffs to provide incentives and protect downside risks
- Optimising long term commitments with behavioural charges

Commercial Structuring

PCS can assist those evaluating an existing venture or those considering the creation of a new venture by providing independent advice on the commercial realities in Australian energy markets.

PCS can advise on:

- The benefits of structures for engaging with the market
- Competition issues

Energy Regulation

Energy regulation in Australia is complex and varies geographically by jurisdiction. Knowing and understanding the regulatory landscape in energy markets can and does provide cost and operational impact on projects. PCS understands the regulatory regimes and can advise customers on how to reduce risks and remain compliant.

PCS has deep experience in:

- Reviewing and advising on access regimes
- Identifying opportunities and strategies to take advantage of access regimes
- Negotiating with asset owners and regulators over access and access disputes
- Dealing with a wide range of issues captured under regulation including quality, market interfacing systems and data analysis

Gas and Electricity Purchase

PCS can provide quality advice on procurement of gas and electricity to meet the needs of your project.

PCS has implemented a range of strategies for customers including:

- Reviewing historical energy demand and forecast energy demand to optimise volume commitments

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- Tendering supply
 - Negotiating take or pay commitments
 - Developing hybrid strategies utilising fixed, short term and spot procurement
 - Price arbitration and reviews
 - Off-market inquiries with project proponents to develop energy supply and de-risk projects

Due Diligence

PCS can provide due diligence services to provide assurance for your project.

Contact Details

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