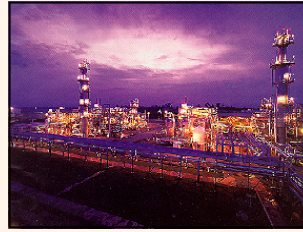


# Project Planning and Management Ltd



*An independent management consultant specialising in project finance modelling services*

*Extensive experience setting up and managing major projects in the oil, gas, petrochemical, power and related fields*

## Consulting services

Project Planning and Management (PPM) was founded in 1991 as an independent company to provide a specific range of management consulting services to the oil, gas, petrochemical, energy and related industries.. The directors of the company have extensive experience setting up and managing large capital projects.

The services offered by PPM include:

### Preparation of Financial Reports

PPM uses Promoter — Project Finance Software and prepares financial reports and feasibility studies for prospective or existing projects based on information such as capital cost estimates and market surveys supplied by PPM or by third party specialists as appropriate to the work.

### Deployment of Promoter

PPM is the sole supplier and distributor of Promoter. The software can be supplied on a single project basis (with a report on the project describing the basis and results) or on a multi-project basis with the data base back up. PPM also supplies the necessary maintenance, training and support services.

### Audit of Third Party models

PPM audits third party models by taking the project documentation, inserting the key information into Promoter and comparing the results.

### Project Finance Training

PPM runs in-house training in Project Finance and can use Promoter to demonstrate key features of different financial structures.



## Experience

### Oil Field Development

- The development of a 4 billion barrel oil reservoir in the Middle East.

### Oil Refineries/Condensate Treatment

- a grass roots condensate refinery producing a full range of refinery products, from mixed LPGs to fuel oil, at a location in Western Europe.
- a grass roots oil refinery producing a full range of refinery products, from mixed LPGs to coke, at a grass roots site in the Middle East.
- a grass roots condensate refinery producing a full range of refinery products, from mixed LPGs to fuel oil, at a location in the Middle East.

### Gas Processing

- a 600 MMscfd LNG (Liquefied Natural Gas) plant in two streams
- a gas field development including liquids separation and pipeline for the export of natural gas

### Pipeline Projects

- 400 kilometre LPG and 200 kilometre associated gas pipelines from an oil field to the main consuming area for a client in the Middle East. The financial arrangements were based on a production sharing agreement typical of an oil field development. The financial projections were made in English and Arabic
- a 300 kilometre multi-product pipeline in Eastern Europe. The software was used to examine various alternative scenarios and to select the optimum strategy.

### Fertilizers

- Urea for an operating company in the Middle East
- Ammonia and Urea for a prospective investor in South East Asia
- Granulated Urea or Urea Ammonium Nitrate solution for a major operating company needing to make a choice between the these two alternative plants at one of its existing sites in the Americas
- Ammonia and Urea for an operating company in West Africa
- Ammonia and Urea for a promoter in South Asia
- Grass roots ammonia and granulated urea for a project under construction in South Asia, financed with a complex structure of several loans
- Granulated Urea or Ammonium Nitrate for an operating company needing to make a choice between the these two alternative plants at one of its existing sites in North Africa

### Power Projects

- 350 MW IGCC power station and various smaller plant in Europe.
- gas fired power station in South Asia.
- 100 MW combined cycle power plant and desalination units in Latin America\*
- 100 MW cogeneration power plant and steam production in North America
- comparison of alternative power station schemes in the FSU.

### Harbour Projects

- expansion of a harbour facility in Africa

### Training in Project Finance

Several major companies in Europe and the Middle East

## Key Personnel

### John Macgillivray

Holds an Honours degree in Chemical Engineering from Cambridge University, is a Chartered Engineer and a Member of the Institution of Chemical Engineers. He has over 20 years of experience in the chemical contracting industry where he was a Project Manager with M W Kellogg Ltd and worked in this capacity on the US\$ 1 billion KOC Gas Project in Kuwait. He has experience with a wide range of technologies in the refinery, fertilizer, gas processing and petrochemical industries on projects in the Middle East, Africa, the Indian sub continent and Europe. He subsequently moved to the consulting side of the industry and over the last fifteen years has developed extensive programming skills in Visual C/C++ (MFC and proprietary extension classes).



In particular, he led the effort to produce and develop Promoter

### Carmel de Nahlik

Holds a PhD from Cranfield School of Management, where she is a Visiting Lecturer. She links theory and practice by teaching strategy and finance for several universities as well as companies and governments. Following university at UMIST and Manchester Business School, where she held the Conoco Oil Fellowship, she became a senior investment and commercial banker in the project and corporate finance areas, working in the UK, USA, Australia, the Near and Middle East. She has had particular experience in structuring, funding and resolving project financings in the energy industry and in other industries world wide. She has participated in the development of the financial features within Promoter and has used Promoter to demonstrate appraisal techniques on a number of project finance training courses.



PPM calls upon other specialists as and when needed.

### Partial List of Clients

ACFIT Ltd, ARKChem Ltd, Babcock & Wilcox Española, BECO Ltd, British Sulphur Consultants, Citicorp International Ltd, Fertecon, Gulf Energy Enterprises Ltd, Gulf Petrochemical Industries Company, Intech Project Management Ltd, Karnaphuli Fertilizer Company Ltd, MMD Limited, Mozyr Refinery Joint Stock Company, Norsk Hydro, SAGE Engineering, Yemen Gas Corporation, Widnell

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