

# QAMAR ENERGY



Qamar Energy provides leading-edge strategy,  
commercial and economic consulting across the energy  
spectrum



Leading-edge energy consulting and advisory



Our professionals have more than  
25 years of energy experience



Energy market intelligence



Experience across the energy value  
chain

# CEO



## Robin Mills CEO

Robin established Qamar Energy in 2015 to meet the need for regionally-based Middle East energy insight and project delivery. He is an expert on energy strategy and economics, described by Foreign Policy magazine as “one of the energy world’s great minds”.

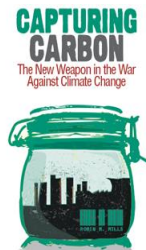
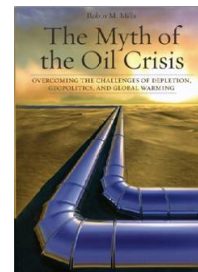


Prior to this, he led major consulting assignments for the EU in Iraq, and for a variety of international oil companies on Middle East business development, integrated gas and power generation and renewable energy.

Robin worked for a decade for Shell, concentrating on new business development in the UAE, Qatar, Iraq and other Middle Eastern countries.

He subsequently worked for six years with Dubai Holding and the Emirates National Oil Company (ENOC), where he advanced business development efforts in the Middle East energy sector, including major gas import schemes for Dubai and upstream developments in Iraq, Qatar, Yemen, Pakistan, Turkmenistan, Algeria and elsewhere.

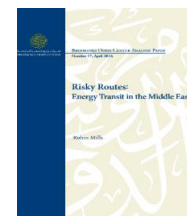
He is the author of two books, *The Myth of the Oil Crisis*, which evaluates global long-term oil supply, and *Capturing Carbon*, the first comprehensive overview of carbon capture and storage for the non-specialist. He is the columnist on energy and environmental issues at The National newspaper (Abu Dhabi), and comments widely on energy issues in the media, including Foreign Policy, the Financial Times, The Atlantic, CNN, CNBC Arabiya, BBC, Al Jazeera, Bloomberg, Sky News and others.



Robin authored the ground-breaking study, *Sunrise in the Desert: Solar becomes commercially viable in MENA*, on solar power competitiveness in the Gulf (with PWC/Emirates Solar Industry Association) as well *Under the Mountains: Kurdish Oil and Regional Politics* for the Oxford Institute for Energy Studies and *Risky Routes: Energy Transit in the Middle East* for the Brookings Doha Center.



He has been Non-Resident Fellow for Energy at the Brookings Doha Center. He holds a first-class degree in Geology from the University of Cambridge, and speaks Arabic, Farsi, Dutch and Norwegian.





## CONSULTING SERVICES BY SECTOR

### Upstream



- Geopolitics and geo-economic analysis
- Upstream country monitoring and market intelligence
- Majors, Independents, National Oil Company and Oil Service Company strategies and benchmarking
- Crude oil, petroleum products and gas supply and demand dynamics and forecasts
- Brownfield and Greenfield market entry studies
- Feasibility studies: Preparation, Analysis & Evaluation

### Midstream



- Energy routes: geopolitical analysis, risk assessment and mitigations
- Mapping and analysis of existing energy capacity and required capacity to meet domestic and export demand
- LNG contract and capacity analysis as well as supply and demand forecasts
- Negotiations, expert witness, and arbitrations

### Downstream



- Downstream country monitoring and market analysis
- Recommendations and strategies on fuel retailing investments
- Existing and planned downstream infrastructure capacity (e.g. refineries and gas processing)
- Subsidy analysis, country benchmarking and recommendations
- Current and forecasted prices of crude oil, petroleum products, and gas benchmarked against competitors
- Petrochemical industry monitoring and market analysis, supply and demand dynamics and forecasts

### Alternative energy and environment



- Alternative energy market analysis: current and planned infrastructure, capacity, supply and demand dynamics and forecasts, calculations of optimal mix of renewable energy and conventional energy
- Carbon capture and storage specialists
- Solar power economics
- Energy efficiency recommendations, policy analysis, execution enablers and benchmarking
- Comparing prices of electricity generation fuels and evaluating the optimal mix

### Electricity



- Country monitoring and market analysis
- Supply and demand of electricity forecasts
- Existing infrastructure capacity and forecasts
- Analysis of current power projects and probability of execution

# EXPERIENCE

## Upstream



- Study of the outlook for corrosion-resistant alloys in oil country tubular goods (OCTG) for a leading private equity group
- Analysis of the MENA region's significant oil & gas projects, issues and outlook for a leading private equity group
- Study on the East Mediterranean gas industry: supply-demand balance and forecasts, prices, regulation and politics
- Detailed study of the gas, oil and energy markets in Iraq, Iraqi Kurdistan, Turkey, and strategy development for commercialisation of discoveries and export routes
- Regular analysis of Middle East oil and gas markets and related political issues
- Study of Iraqi oil and gas industry and forecasts for production
- Study of the market for hydraulic fracturing projects & services in the MENA region
- Study of E&P opportunities in the MENA region
- Advice to investors and capital advisors on Middle East oil and gas developments and overview of Middle East oil and gas outlook and challenges
- Extensive fieldwork in Baghdad and Erbil on improving EU-Iraq energy relations
- Field research in Yemen on a major oil company's gas operations

## Midstream



- Study of Middle East gas export options
- Study of Middle East/North Africa gas pricing methodologies
- Energy strategic study for government entity in the UAE including the current and future outlook of oil and refined products, gas, LPG, electricity, water, alternative energy, energy efficiency and energy governance sectors
- Expert witness for two Middle East gas arbitrations

### Downstream



- Study on a Middle Eastern petrochemical market, existing and planned capacity of methanol, forecasted supply and demand and gas feedstock supply for petrochemicals
- Historical and forecasted refinery capacity, supply and demand by consumer, and pricing for crude oil and refined products in Federal Iraq, Iraqi Kurdistan and Turkey. Analysis of market fundamentals and dynamics of supply and demand in each country
- Assess downstream infrastructure market for a Gulf government and recommend options to improve transportation and distribution with required enablers

### Alternative energy & environment



- Landmark report on the prospects for carbon capture and storage in MENA
- Advice on UAE's Green Growth initiative, creating federal/emirate-level strategy for balancing economic growth with environmental and social aspirations
- Widely-discussed report in cooperation with PwC and the Emirates Solar Industries Association, on the new competitiveness of solar photovoltaic power in the Middle East

### Electricity



- Electricity capacity, supply and demand forecasts for the East Mediterranean region
- Electricity capacity, supply and demand forecasts for Federal Iraq, Iraqi Kurdistan, and Turkey by power plant and fuel type
- Electricity price analysis (historical and forecasted) in the Middle East

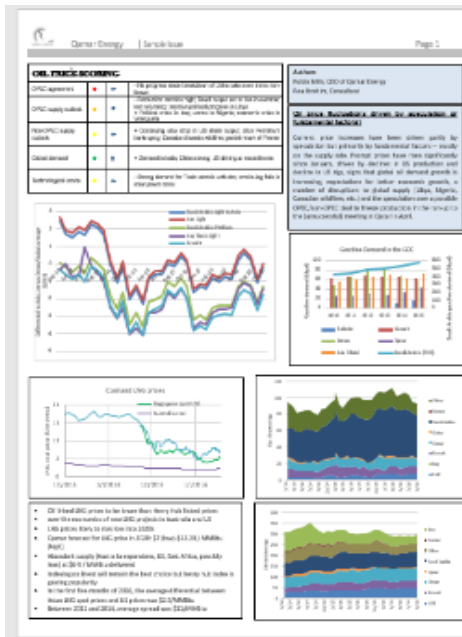
# Our Monthly Energy Report - Arabia Monitor Energy

## Quarterly updates:

- Political & regional security issues
- Oil and gas price outlook & analysis
- OPEC strategy analysis (deep dive)
- Impact of oil and gas prices on MENA economies
- National oil company and OPEC strategies
- Project updates and analysis on petrochemicals and power projects
- Project updates and analysis on upstream and downstream oil and gas projects
- Strategic implications for investors
- Oil and gas supply, demand, and price scorecards

## Monthly updates:

- Sector Scorecard - Oil price scorecard, oil price commentary, MENA oil consumption, gas/coal prices, MENA rig counts
- Headline Developments - Main developments: supply, demand, OPEC, geopolitics
- Spotlight this Month - Impact of the OPEC deal, projected revenues, breakeven budget prices, economic outlook and impact for relevant countries; Impact of the Iran deal, prospects for FDI in the energy sector, impact on the economy, barriers, trade flows, trade balance.
- Themes to Watch - Sino-MENA; Energy diversification; Energy sector security; Political instability
- Projects in the News - Insight on significant energy projects and their impact on the energy sector, economy and investment landscape
- Map of new licensing rounds
- Our outlook for the year: Our oil, gas, alternative energy and geopolitical outlook for each MENA country

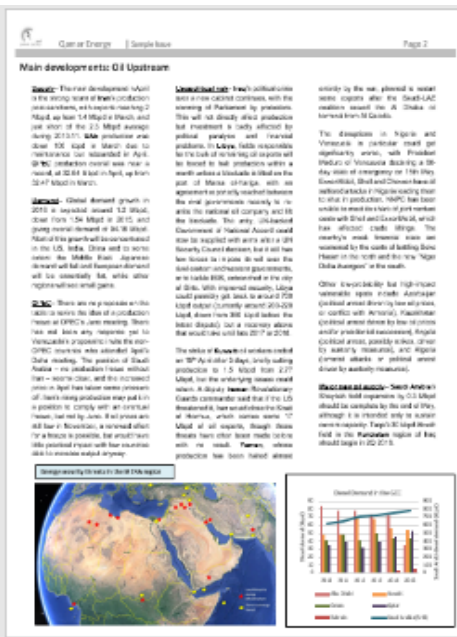


**OIL PRICE SCORECARD**

Oil prices have been volatile, with a significant increase in late 2016. The scorecard tracks various oil prices and their trends.

**Oil Price Scorecard**

Oil prices have been volatile, with a significant increase in late 2016. The scorecard tracks various oil prices and their trends.

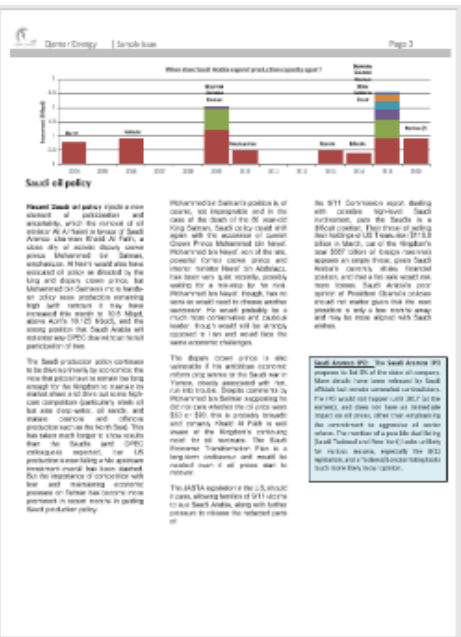


**Main developments: Oil Upstream**

The oil market has seen significant developments, including OPEC's decision to increase production and the impact on global oil prices.

**Oil Upstream**

The oil market has seen significant developments, including OPEC's decision to increase production and the impact on global oil prices.



**Saudi oil policy**

Saudi Arabia's oil policy remains a key focus, with the kingdom's production levels and export destinations under scrutiny.

**Saudi oil policy**

Saudi Arabia's oil policy remains a key focus, with the kingdom's production levels and export destinations under scrutiny.



## CONTACT US

---

### Google Maps

Office Number: +971 4 364 1232  
Fax: +971 4 420 3391  
Email: [info@qamarenergy.com](mailto:info@qamarenergy.com)

### Physical Address:

Suite 32  
33rd Floor, HDS Business Centre,  
Cluster M, Jumeirah Lakes Towers,  
PO Box 413032,  
Dubai, UAE



[@qamarenergy](https://twitter.com/qamarenergy)

### Website:

[www.qamarenergy.com](http://www.qamarenergy.com)