

Value Creation for the **Future**

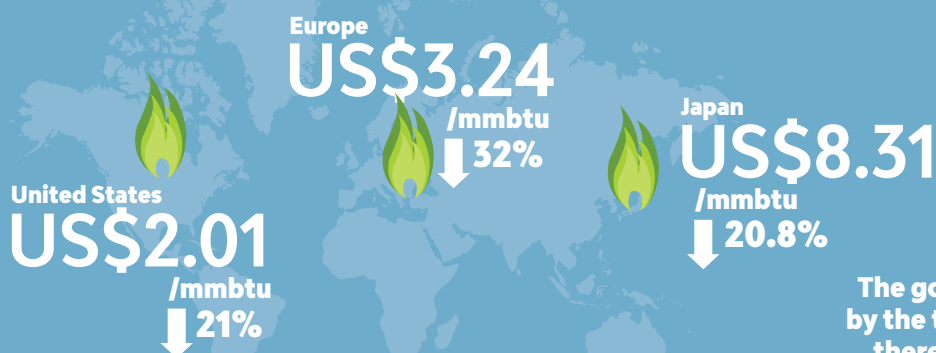
**Value propagation — new revenue streams,
new investments, optimising gas use**

The onset of COVID-19 amplified adverse trends in all the commodity markets relevant to The NGC Group.

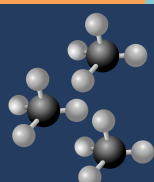
Driven in part by COVID-induced demand destruction, crude oil prices famously fell below zero in April, before recovering to post an annual average US\$ 57.00, 12 per cent lower than in 2019. In the petrochemical markets, depressed demand due primarily to COVID-19 restrictions resulted in a weakening of prices. The pandemic affected all other major petrochemical producers, such as China, Malaysia, Indonesia, and Chile. Companies in these countries responded by taking plants offline, extending turnaround times and rescheduling maintenance and making decisions based on this transitional period in the industry.

THE FOLLOWING
ILLUSTRATES
COMMODITY
AND PRICING
TRENDS:

LNG prices
hit record
lows before
recovering to
a six-year
high by the
end of the
year.



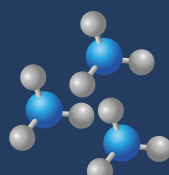
The good news is that by the turn of the year, there was an upward trend in all commodity markets, a trend that is expected to continue as the major economies begin to reopen.



Methanol Prices

↓ 11%

From US\$292/ metric tonne in 2019 to US\$261/ metric tonne in 2020



Ammonia Prices

↓ 9%

From US\$206 per metric tonne in 2019 to US\$187.6 in 2020

Against a background of enduring market volatility coupled with the shale gas revolution in the United States and the concomitant prognosis of an erosion of competitiveness of the gas industry in Trinidad and Tobago, NGC has been seeking to diversify its investment portfolio and revenue stream. This transformation, both within and outside of national boundaries and along the gas value chain, is based primarily on restructuring its business over the past four years in the areas of geology; energy marketing

and trading; asset integrity; project management; supply chain management; governance; risk and process safety. It is also leveraging technology, skills and knowledge and is driven by the Group's vision to be a recognised global leader in the development of sustainable energy-related businesses. Across the last five years, this strategy has seen appreciable growth in NGC's business across the value chain, beyond its traditional merchant business.

NGC can now be considered a fully integrated gas company with equity holdings in the upstream, midstream and downstream sectors.

Thanks to our increased international footprint, a major part of our future profitability will come from doing business in emerging markets such as **Guyana** and **Ghana**.

We have moved from being a quiet partner in Atlantic to an **active trader of LNG**.

The trading business, which commenced with **LNG cargoes in 2013** has now expanded to include oil, natural gas liquids and methanol.

In 2020, revenue from NGC's trading business amounted to

US\$82,123,588

LNG revenue

US\$67,623,435

LNG third-party trading

US\$17,003,280

Crude oil revenue

US\$14,500,153

NGC subsidiary, PPGPL, has expanded into the lucrative US market with its acquisition of the NGL marketing assets of Twin Eagle Liquids Marketing LLC, in 2020.



**National Energy
(Guyana) Inc.**

National Energy has established an office in Guyana and is seeking new business opportunities there.