

**PATRICK TIMOTHY MARKEY**

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- EXPERIENCE**     **Sierra Vista Resources Pte. Ltd.**     Singapore  
Dec2014 – Present *Managing Director*
- Manage all Commodity Consulting services in the following areas: Risk Management, Business Structuring, Fundamental Analysis, RFP Preparation, International & Commercial Arbitration, and other Business Optimization services.
  - Manage the Advisory services across the following Client groups: Producers, Consumers, Financial Institutions, Commodity/Hedge Funds, Educational Institutions, Government/Regulatory Entities, Legal Institutions, and Other Commodity participants.
  - Established Singapore office in December 2014 for Sierra Vista Resources to provide services specifically for the Commodity Sector (Thermal Coal, Metallurgical Coal, Crude Oil, Refined Products, Iron Ore, and Other Emerging Commodities).
- Whitehaven Coal Limited**     Newcastle, Australia  
Jul2012 – Aug2014 *Executive General Manager - Marketing*
- Manage all Thermal and Metallurgical Coal Marketing, Scheduling, and Logistics for Whitehaven's Marketing business in Australia.
  - Increased the average yearly (AFY'12 to AFY'14) Physical Sales Volume by 35% per year (AFY'14 tonnage = 10.6MMtonnes – highest volume achieved life-to-date).
  - Expanded the average yearly (AFY'12 to AFY'14) Revenues by 14% per year, (AFY'14 Revenues: A\$ 864MM) into Japan, Korea, Taiwan, India, and China.
  - Established Whitehaven's first overseas office in Tokyo, Japan in May 2014 as well as hiring staff to manage this Marketing office.
- Global Coal Limited**     Singapore  
Jan2005 – Jun2012 *Chief Operating Officer/Head of Front Office*
- Manage both the London and Singapore operations working directly with the CEO on strategy formulation, development, and implementation.
  - Increased the average yearly (05' to 10') physical tonnage transacted by 63% per year (2010 tonnage = 78.9MMtonnes – highest volume achieved life-to-date).
  - Expanded the average yearly (05' to 10') Revenues and Profit After Tax by 205% and 44% per year, respectively (2010 Revenues: £ 8.77m; 2010 Profit After Tax: £ 2.75m).
  - Established globalCOAL as the premiere brand in International Coal trading and the globalCOAL NEWC Index as the industry benchmark for Asian Coal market.
  - Developed the first Newcastle Thermal Coal Futures product listed on the Intercontinental Exchange (ICE) (2010 NEWC Futures Volumes of 123Mt).
- Global Coal Limited**     Singapore  
Sep2003 – Jan2005 *Director of Marketing/Head of the Front Office*
- Established a Global Coal branch office in Singapore to facilitate the growth of business in Asia, which represented 61% of total volume transacted.
  - Managed Singapore and London Front Office (revenue generating) functions.
  - Supervised 4 Marketing Managers internationally (3 in Europe, 1 in Asia).
  - Increased year-on-year (2004 versus 2003) physical and financial volumes transacted by 17% and 286%, respectively (Total 2004 = 15.4MM total & 4.2MM financial).
  - Developed new revenue streams by charging a subscription to globalCOAL's proprietary 'State-of-the-Globe' publication yielding over £10K revenue (1<sup>st</sup> year).
- Global Coal Limited**     London, UK  
May2002 – Sep2003 *Director of Marketing*
- Managed Front Office (revenue generating) functions: Marketing, Business Development, and General Operations.
  - Supervised 3 Marketing Managers, responsible for both Operations and Marketing.

- Expanded product portfolio to include a steam coal index for Newcastle Australia (largest export port in the world).
- Increased year-on-year (2002 versus 2003) proprietary derivative tonnage transacted by over 37% (Total 2003 = 810k tonnes).
- Established Global Coal's index (RB Index) inclusion in the Financial Times.

#### **Enron Global Markets**

Singapore

Mar2001 – Dec2001 *Manager – Global Liquids Trading*

- Traded financial products including Asian and Middle East crudes/LPG in both the Futures/OTC market and on the internet through EnronOnline.
- Supervised pricing of Mid-marketing structures for clients in new regions in Asia resulting in the first mid-marketing transactions for Enron Liquids in Japan.
- Analyzed opportunities related to Naphtha trading in Asia on EnronOnline.

#### **Enron Capital & Trade Resources**

Singapore

Sep2000 – Mar2001 *MBA Associate – Global Liquids Trading*

- Directed EnronOnline marketing efforts in Asia resulting in both increased customer subscription by 330% and increased notional value traded online by 280%.
- Supervised marketing efforts to originate various derivative structures in the Far East including Standby-Offtake Agreements (Put Options for Manufacturers).
- Traded financial crudes including Far East (Tapis) and Arabian Gulf (Dubai) crude through EnronOnline on a backup basis.

#### **Enron Europe Ltd.**

Houston, TX

Jul1999 – Aug2000 *MBA Associate – Global Liquids Trading*

- Managed financial trading for domestic refined products through Enron's Online trading system, including futures trading for hedging and speculative purposes.
- Designed a physical swap model for different grades of domestic and foreign crude.
- Developed a crude arbitrage worksheet for international crude trading economics.

#### **Deloitte & Touche Consulting Group**

Houston, TX

Summer 1998 *Summer Associate (Energy Group)*

- Analyzed a proposed energy utility merger and acquisition involving operational synergies, organization redesign, and financial analysis.
- Developed a presentation for management involving strategic sourcing initiatives, which were estimated to lower annual the client's expenses by \$16MM.
- Directed a strategic market assessment to launch a new internet billing service.

#### **CONOCO, Inc.**

Denver, CO

1996-1997 *Director of Strategy and Planning*

- Managed strategic planning for the Rocky Mountain Division for the Marketing and Transportation divisions including strategic analysis of other regions.
- Analyzed the optimization of Marketing and Transportation asset portfolios, as part of a ten-member team, for Conoco's Rocky Mountain Division.
- Investigated a manufacturing, marketing, and transportation joint venture with another regional oil company (Total) in the Rocky Mountain region.

1990-1996 *Senior Supply Representative & Internal Business Consultant*

Houston, TX

- Designed, as part of an internal team, a new generation trading and inventory management system for Marketing and Manufacturing operations, estimated to lower inventories by \$11MM and optimize annual operations by \$8MM.
- Directed logistics and inspection for intermediates trading in Gulf Coast, Mid-Continent, and Atlantic regions of the United States.
- Developed commercial relationships with other major oil/trading companies to optimize the economics of supply and distribution to various customer groups.

1987-1990 *Project Management & Engineering Services/Operations*

Ponca City, OK

- Supervised a \$5MM project from design to construction and implementation.

- Coordinated capital budget of \$135MM with review by Senior Management.
- Selected to attend and completed Conoco's Management Development Program.
- Elected to Refinery Fire Brigade Response Team.

Summers  
1984 – 1986

**Sun Exploration & Production Company** Houston/Midland/Leveland TX  
*Senior Project Engineer/Junior Project Engineer/Roustabout*

- Designed the recompletion of an existing production well resulting in improved oil production - Senior Project Engineer (summer 86').
- Designed preventative maintenance program on an offshore gas production platform - Roustabout/Junior Project Engineer (summer 85').
- Worked in a fully automated production field in West Texas and learned about Exploration and Production operations - Roustabout (summer 84').

**EDUCATION**

**THE UNIVERSITY OF NORTH CAROLINA** Chapel Hill, NC  
**KENAN-FLAGLER BUSINESS SCHOOL**

Master of Business Administration (Finance/General Management), May 1999.  
Graduated top 20% of MBA Class.

**OKLAHOMA STATE UNIVERSITY** Stillwater, OK

Bachelor of Science in Mechanical Engineering, May 1987.  
Sun Exploration/Production and American Petrofina Academic Scholarships recipient.  
Selected to Phi Kappa Phi based on the top 10% of the Senior Class.  
Selected to Pi Tau Sigma based on the top 10% of the Mechanical Engineering Class.

**ADDITIONAL  
DATA**

Completed Australian Financial Markets Association Accreditation (Nov 2004)  
Nominated for both DuPont's Engineering and Marketing Excellence awards.  
Selected to the Board of Directors for the North Carolina Global Center.  
Currently serve on NEAH Energy Asset Management's Senior Advisory Board.