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CORPORATE SPOTLIGHT

# Excelerate Energy

NOVEMBER 2020

**BUSINESS COUNCIL REPORT**

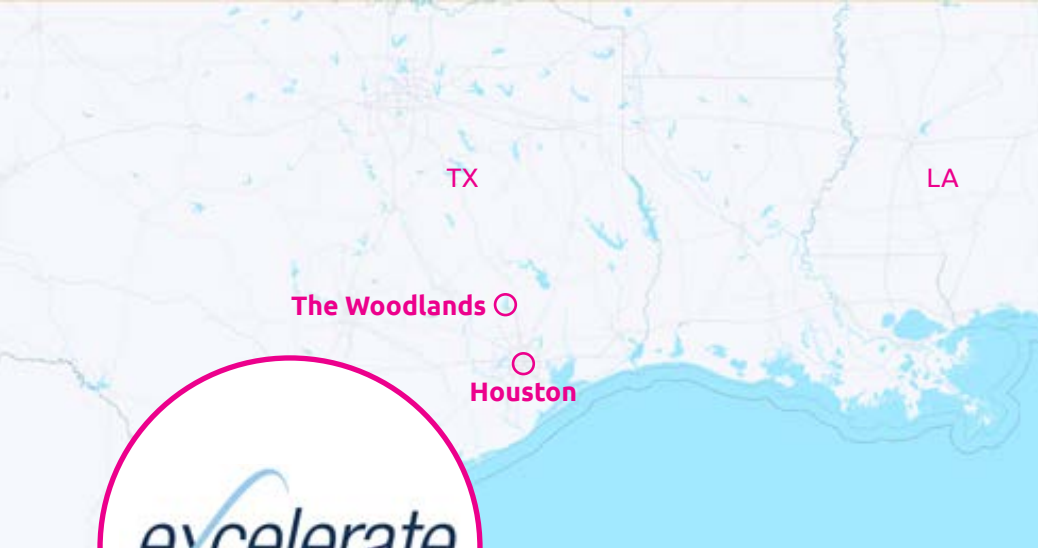
## Authors

### **U.S. - U.A.E. Business Council**

The U.S.-U.A.E. Business Council is the premier business organization dedicated to advancing bilateral commercial relations. By leveraging its extensive networks in the United States and in the region, the U.S.-U.A.E. Business Council provides unparalleled access to senior decision makers in business and government with the aim of deepening bilateral trade and investment.

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## Excelerate Energy

Excelerate Energy L.P. is a US-based liquified natural gas (LNG) company located in The Woodlands, Texas. Excelerate is the pioneer and market leader in innovative floating LNG solutions, providing integrated services along the entire LNG value chain with an objective of delivering rapid-to-market and reliable LNG solutions to customers. Excelerate offers a full range of floating regasification services from FSRU to infrastructure development to LNG supply.



Excelerate is committed to providing markets around the world with access to cleaner energy. The company's mission is to develop world-class LNG products and services that meet or exceed customer requirements and benefit the communities where it operates.



### In the News

In June of 2020, Excelerate took delivery of its tenth FSRU, which has a capacity of 173,400 cubic meters of LNG. This vessel will further allow Excelerate to access natural gas markets around the world.

In June of 2020, Excelerate made a large donation to the Hope Foundation for Women and Children in Bangladesh, a refugee camp home to more than a million refugees. This donation supported Covid-19 relief efforts at the camp.

In February of 2020, Excelerate was awarded documents of compliance under the International Safety Management Code which authorize Excelerate Technical Management (ETM) to operate as ship manager for Excelerate's entire fleet of FSRUs.



### U.S.-U.A.E. Partnerships

In 2015, Excelerate's FSRU was upgraded to provide expanded services at the Jebel Ali LNG Import Terminal to meet rising energy demand in Dubai.

Abu Dhabi chartered its first FSRU from Excelerate in 2016, located in the refinery town of Ruwais.

In 2016, Excelerate upgraded Abu Dhabi's existing Ruwais sulfur jetty into Abu Dhabi's first LNG terminal. This upgrade helps fulfill the rising energy needs of Abu Dhabi.

## Fast Facts



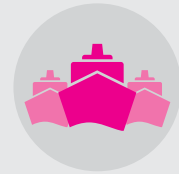
Headquarters

The Woodlands, TX



Established

2003



Operator of one of the largest fleets of floating storage and regasification units (FSRUs) in the industry



Delivered the first FSRU to the market in 2005



Controls over \$3 billion worth of assets



Has the most experience of any company in the development, permitting, and installation of offshore and near shore regasification facilities



**President & CEO**  
**Steven Kobos**

Steven Kobos was appointed in 2018 after serving in an integral capacity within the company as a board member and counsel for the previous 11 years. His first significant engagement with Exceleerate came in 2007 when he spent three months in Kuwait negotiating what would become the region's first LNG import terminal. He has since held a seat at the deal table in a multitude of international FSRU re-gas projects. Steven is proud to call Exceleerate Energy his home and to lead a team that embodies the company's core values of stewardship, accountability, improvement, and leadership.

For the past 27 years, Mr. Kobos has focused on complex energy and infrastructure development projects, general maritime operations and, specifically, LNG shipping, FSRUs, chartering of vessels, shipbuilding contracts, operational agreements, and related project finance and tax matters. Mr. Kobos is also an experienced international negotiator, specifically for EPC contracts for the construction of floating regasification import terminal infrastructure, chartering FSRUs for use as LNG importation terminals, and related services and equipment procurement.

Mr. Kobos earned a Juris Doctorate, with highest honors, in 1990 and a Bachelor of Arts in 1986, both from the University of Oklahoma.

**“ As the largest and most reliable provider of FSRU-based services in the world, Exceleerate has built a track record of delivering creative and timely energy solutions for over 15 years. We have endeavored over the past several years to integrate the components of our business that have the greatest impact on our ability to provide flexible and seamless service to our clients. ”**

***Steven Kobos, President & CEO,  
Exceleerate Energy***



**VP,  
Development - Middle East**  
**Aziz Kassim**

Aziz Kassim is the Vice President of Development – Middle East for Exceleerate Energy with responsibility for the commercial development of LNG importation projects specifically in the MENA region. Mr. Kassim has been working for Exceleerate for the last 9 years and half. Late last year, Mr. Kassim was one of the team worked on setting up a JV between Exceleerate and Nakilat and he lead opening Exceleerate office in Doha as well.

Mr. Kassim worked closely to charter the long-term regasification deal with Dubai Supply Authority in Dubai which started in 2015 at Jebel Ali. In 2016, Mr. Kassim was integral in securing the regasification agreement with ADNOC group in Ruwais, Abu Dhabi. Mr. Kassim formally served as an LNG Analyst at the company's trading desk with the responsibility of providing supply and shipping forecasts. Prior to joining Exceleerate, Mr. Kassim held as a position at Poten & Partners as an LNG Analyst/Consultant in New York City. He holds a Master degree in Economics and minor in both Political Science and Math from City University of New York, Hunter College.

To learn more about Exceleerate Energy, visit:

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



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