



CASE STUDY

Supporting Pavilion Energy Spain's Expansion with ENTRADE®

ABOUT OUR CLIENT

Pavilion Energy Spain, S.A.U. (PESSA), serves as the European hub for Pavilion Energy, a global leader in natural gas and LNG trading.

Headquartered in Singapore, Pavilion Energy specializes in importing, distributing, trading, and selling LNG and natural gas across strategic markets.

PESSA drives the group's European operations, supporting its growth across Spain, France, the Netherlands, and the UK.

THE PURPOSE OF THE PROJECT

In 2019, Pavilion Energy acquired the LNG portfolio of Iberdrola Group, strengthening its foothold in key European markets. As part of this growth, Pavilion Energy Spain was established as a hub for expertise and operations in Europe.

To achieve its goals, PESSA required an advanced ETRM system to handle complex LNG trading processes, scale with growing volumes, and integrate seamlessly with existing systems.

The solution needed to:

- Scale to accommodate growing trading volumes.
- Expand to cover LNG re-gasification and derivatives trading.
- Provide enhanced risk management capabilities.
- Integrate with Pavilion Energy's systems, including SAP, ZEMA, and gas operations tools.
- Support geographic expansion and structured product growth.

LEADING THE WAY WITH ENTRADE®

Following a rigorous evaluation process, Pavilion Energy Spain selected ENTRADE® as their ETRM solution.

ENTRADE® was chosen for its proven ability to handle complex natural gas and LNG trading processes, integrate seamlessly with enterprise systems, and adapt to future growth.

ENTRADE® addressed PESSA's requirements with key capabilities:

- Comprehensive support for natural gas and LNG trading, including derivatives, risk management, and treasury operations.
- Seamless integration with enterprise applications like ZEMA, SAP, and gas operations systems.
- Scalability to evolve with PESSA's future needs, including expanded risk management and geographic growth.

Ana Ramos, Head of Business Partnering and EU Operations for Pavilion Energy Spain, stated, "We are very much looking forward to working with Enuit to deliver the capabilities ENTRADE® has to offer to Pavilion Energy.

It is particularly exciting to share our European energy expansion with that of Enuit."

THE RESULTS

PESSA's implementation of ENTRADE® has positioned them to effectively manage their growing LNG and natural gas trading activities.

By integrating ENTRADE® into their existing systems, PESSA achieved seamless connectivity across their operational landscape, enabling real-time insights and data accuracy.

ENTRADE®'s scalable architecture has empowered PESSA to expand into derivatives trading and structured products, while its advanced risk management capabilities provide the confidence needed to navigate complex energy markets.

With ENTRADE®, PESSA is better equipped to handle increasing trading volumes, streamline LNG re-gasification processes, and pursue growth across Europe.

The successful implementation of ENTRADE® has not only supported Pavilion Energy Spain's immediate goals but also positioned them as a key driver of Pavilion Energy's global expansion strategy.