



## CASE STUDY

Headquartered in Singapore, the Pavilion Energy group of companies, form an integrated energy business with a focus on natural gas and LNG. Active in global markets the main activities of the group include the import, distribution, trading and sale of LNG and natural gas. Our client, Pavilion Energy Spain, S.A.U. (PESSA), acts as the European “Hub” of expertise and business activities of Pavilion Energy group and supports their operations in Europe.

### Problem Definition

On June 20th, 2019, Pavilion Energy announced that it had entered into an agreement to purchase the portfolio of Liquefied Natural Gas assets from Iberdrola Group, allowing the group to leverage their expertise in strategic gas markets such as Spain, France, The Netherlands and the UK. To develop the European business, they incorporated Pavilion Energy Spain S.A.U. (PESSA) to act as a European “Hub” of expertise and business activities. PESSA’s growth strategy was focused on expanding its European footprint, widening its portfolio to other commodities and evolving to more structured products and so they required a system that was not only robust and flexible enough for future growth but could also scale with the increase in trading volumes, expand to cover more derivatives trading, expand to manage the LNG re-gasification process, cover expansion geographically, integrate with Pavilion’s existing system’s landscape, expand to cover a wider set of Risk Management capabilities and have a track record of integrating well with Gas Operations systems.

### Why Entrade

After a rigorous selection process Pavilion Energy Spain selected Enuit’s ETRM solution ENTRADE® to support their Natural Gas trading business including commodity and financial derivative trading, risk management and treasury operations

- In addition, ENTRADE® integrate’s with PESSA’s existing enterprise applications including but not limited to ZEMA; SAP; EOS and Gas operations and scheduling systems and gives PESSA holistic capabilities to cover multiple commodities including LNG and Power.
- ENTRADE® also scalable and adaptable ensuring it can evolve with PESSA’s future business roadmap and will readily increase PESSA’s risk management capabilities.

Ana Ramos, Head of Business Partnering and EU Operations for Pavilion Energy Spain, S.A.U. said “ “

## All in one

Every commodity, every feature, and every user in one place. There’s no Third Party or Legacy System to integrate. We call it One Platform