

# Poten & Partners Expands Its Energy Transition Business into Hydrogen, Ammonia and Methanol

**Nov 30, 2023 9:00 AM**

NEW YORK, Nov. 30, 2023 /PRNewswire/ -- Poten & Partners ("Poten"), a subsidiary of BGC Group, Inc. (Nasdaq: BGC) ("BGC Group" or "BGC" or the "Company"), an integrated energy advisory, brokerage, and business intelligence company, today announced the launch of a new advisory group supporting global Hydrogen, Ammonia and Methanol markets.



Graham Hoar will lead the new team delivering strategic planning, commercial and technical analysis, project finance, M&A and dispute resolution support for these sectors. Prior to joining Poten, Mr. Hoar led the global Ammonia, Syngas and Fertilizers business as Vice President at KBR Sustainable Technology Solutions and led Nexant's global C1 Chemicals and Fertilizers activities and its West European and Middle Eastern regions. He previously worked for ICI, DuPont and Terra Nitrogen in several positions including technical, operations and project commissioning management. He is joined by a global team of advisors including various new hires with substantial expertise in these sectors.

Steven Garten, Chief Executive Officer of Poten, commented, "We are excited to welcome Graham and this team to support the global energy transition and the move towards net zero. Hydrogen, Ammonia and Methanol will each have distinct roles in the energy mix along with other fuels including LNG and LPG. This business expansion will complement our portfolio of business intelligence, advisory and brokerage services and our experience in gas monetization and transportation."

John Abularrage, Co-Global Head of Brokerage at BGC, commented, "Poten has a unique business which supports energy project development from concept and strategy through financing, trading, and transportation. This expansion will allow its clients to seamlessly integrate with BGC's existing energy, emissions, and carbon brokerage desks."

Graham Hoar, added, "I am delighted to have joined the impressive global team at BGC and Poten and look forward to delivering insightful engagements that create value for our clients as they transition to no/low carbon fuels and products."

### **About Poten & Partners**

Poten's integrated business combines physical cargo, ship and financial instrument brokerage with commercial and technical advisory services and business intelligence to deliver exceptional value to clients engaged in producing, procuring, shipping, trading and financing energy commodities worldwide. This integration is extended throughout its global offices and includes: crude, refined products, LNG, LPG and ammonia ship brokerage; physical and derivative LPG brokerage; technical and commercial advice for development of LNG, LPG, blue and green ammonia and hydrogen ventures and projects, including investor and lender due diligence; alternative marine fuels, emissions analysis, brokerage and risk mitigation, whether directly through process design and remediation or indirectly through placement or brokerage of emissions credits; shipping strategy, design review, procurement support and construction oversight; and business intelligence supporting LNG, LPG, crude and refined product decision making.

Over the past decade Poten has completed over 1,000 natural gas & LNG consulting assignments for clients in 64 countries. Its flagship business intelligence products are recognized globally as the principal source of market information, analysis and pricing for the liquefied natural gas and asphalt industries. Its clients include many of the largest national and independent oil companies, traders, banks, private equity firms, asset managers, governments, and shipowners.

### **About BGC Group, Inc.**

BGC Group, Inc. ("BGC") is a leading global brokerage and financial technology company. BGC, through its affiliates, specializes in the brokerage of a broad range of products, including Fixed Income (Rates and Credit), Foreign Exchange, Equities, Energy and Commodities, Shipping, and Futures. BGC, through its affiliates, also provides a broad range of services, including: trade execution, brokerage, clearing, trade compression, post-trade, information, and other back-office services to a broad range of financial and non-financial institutions. Through its brands, including Fenics®, FMX™, FMX Futures Exchange™, Fenics Markets Xchange™, Fenics Digital™, Fenics UST™, Fenics FX™, Fenics Repo™, Fenics Direct™, Fenics MID™, Fenics Market Data™, Fenics GO™, Fenics PortfolioMatch™, BGC®, BGC Trader™, kACE<sup>2</sup>™, and Lucera®, BGC offers financial technology solutions, market data, and analytics across a broad range of financial

instruments and markets. BGC, BGC Group, BGC Partners, BGC Trader, GFI, GFI Ginga, CreditMatch, Fenics, **Fenics.com**, FMX, Sunrise Brokers, Poten & Partners, RP Martin, kACE<sup>2</sup>, Capitalab, Swaptioniser, CBID, Caventor, LumeMarkets and Lucera are trademarks/service marks and/or registered trademarks/service marks of BGC and/or its affiliates.

BGC's customers include many of the world's largest banks, broker-dealers, investment banks, trading firms, hedge funds, governments, corporations, and investment firms. BGC's Class A common stock trades on the Nasdaq Global Select Market under the ticker symbol "BGC". BGC is led by Chairman of the Board and Chief Executive Officer Howard W. Lutnick. For more information, please visit <http://www.bgcg.com>. You can also follow BGC at <https://twitter.com/bgcgroupinc>, [https://www.linkedin.com/company/bgc\\_group](https://www.linkedin.com/company/bgc_group) and/or <http://ir.bgcg.com>.

### **Discussion of Forward-Looking Statements about BGC**

Statements in this document regarding BGC that are not historical facts are "forward-looking statements" that involve risks and uncertainties, which could cause actual results to differ from those contained in the forward-looking statements. These include statements about the Company's business, results, financial position, liquidity and outlook, which may constitute forward-looking statements and are subject to the risk that the actual impact may differ, possibly materially, from what is currently expected. Except as required by law, BGC undertakes no obligation to update any forward-looking statements. For a discussion of additional risks and uncertainties, which could cause actual results to differ from those contained in the forward-looking statements, see BGC's Securities and Exchange Commission ("SEC") filings, including, but not limited to, the risk factors and Special Note on Forward-Looking Information set forth in these filings and any updates to such risk factors and Special Note on Forward-Looking Information contained in subsequent reports on Form 10-K, Form 10-Q or Form 8-K.

#### **Media Contact:**

Jason Angrisani  
+1 212-915-1224

#### **Investor Contact:**

Jason Chryssicas  
+1 212-610-2426

View original content to download multimedia:<https://www.prnewswire.com/news-releases/poten--partners-expands-its-energy-transition-business-into-hydrogen-ammonia-and-methanol-302001952.html>

SOURCE BGC Group, Inc.