

Curriculum Vitae Nicolas Brizard

Name : **Brizard, Nicolas**
Email : N.Brizard@sqconsult.com
Date of Birth : October, 6th, 1967
Place of Birth : France
Nationality : French

KEY QUALIFICATIONS

Nicolas Brizard is an experienced consultant and project manager with 20 years of experience in strategic analysis and market research. Since 1999, he specialises in electricity and natural gas markets and policy issues. In 2012, Nicolas created his own energy consulting and research company. He is based in Grenoble, the main industry and research cluster in the field of energy in France.

Previously, Nicolas has worked as a manager (asset development) in the power and gas industry (Essent, Netherlands) and senior consultant at various research and advisory firms including IHS Global Insight (London, UK), Dafsa (Paris, France) and Enerdata (Grenoble, France). In these roles, he has advised private and public clients on issues such as upstream gas, gas storage, LNG, power generation, renewables, smart grids and energy demand. His areas of expertise and interest include market entry studies, competitive intelligence, market due diligence, strategic planning, market regulation and energy-climate scenario analysis.

Nicolas trained as an economist at the Nantes University (France) and at the College of Europe (Bruges, Belgium).

EDUCATION AND TRAINING

1990 – 1991: Master of Arts in European Economic Studies
College of Europe, Bruges, Belgium

1986 - 1990: B.A. in Economics
University of Nantes, France

2009 “Foundations of finance” (Corporate and Project Finance Training Course)
Amsterdam Institute of Finance

LANGUAGES

French: Mother tongue
English: Excellent
Spanish: Reading and understanding

WORK EXPERIENCE

2012- to present *NBZ CONSULTING, FRANCE*

Senior Energy Consultant and Founder

NBZ Consulting brings independent and rigorous analysis to business and policy challenges related to the energy industry: electricity, gas, renewables, energy demand and efficiency, smart grids. It provides the following consulting and advisory services:

- Strategic rationale assessments (business plan, asset development, M&As, energy policy definition),
- Market and commodity research (market sizing, price formation, competitive intelligence, economic impact studies),
- Training seminars on gas and electricity markets and prices,
- Senior energy expert (international organisations e.g. EuropeAid),
- Webinars, white papers, articles.

2013- to present *SQ CONSULT*

Associate Consultant

SQ Consult is an international independent consultancy firm fully dedicated to support its clients in meeting the challenges of climate change, sustainability and energy transition. SQ Consult provides expertise in the form of: strategic and regulatory advice, techno-economical analysis, policy evaluation, capacity- building and project management in the energy and in climate change.

2009- 2011 *ENERDATA, FRANCE*

Director of Studies

Business development and consulting role. Key clients include leading European utilities and energy intensive industrials, the European Commission, the French Ministry of Ecology and Energy. Speaker at Enerdata's professional training courses (in English) on the formation of electricity and gas prices in European markets. Carried out several projects dealing with renewable energy technologies, markets and policies.

2006- 2009 *ESSENT NV, THE NETHERLANDS*

(I) Senior Strategy Advisor, Corporate Strategy (2008-2009)

Advised on Essent's strategy and business plans in upstream gas, nuclear, renewables (solar PV, wind, biomass), gas storage, future power generation mix, electric vehicles, greentech investments.

(2) Business Portfolio Manager, Business Development Department (2006-2008)

Development and implementation of Essent's energy chain and asset investment strategy through detailed sub-strategies and concrete business opportunities:

- Long term portfolio strategy and planning.
- Developed and documented further the strategic rationale and long term market outlook for CCGT projects in the Netherlands and Belgium.
- Initiated and drafted an upstream gas strategy paper and implementation plan.

2003-2006

GLOBAL INSIGHT UK (now IHS), UNITED KINGDOM

Consultant, Advisory Services Group

With a strong focus on energy markets, sold and directed consulting engagements to help clients gain a deep understanding of their markets, customers and competitors. Applied techniques ranging from strategic and market research to competitive intelligence and ad hoc surveys. Consulted for world-class private energy clients (utilities, oil & gas, industrials) as well as government agencies, European institutions or industry associations. Managed consultants on project team basis.

1993- 2003

DAFSA, FRANCE

(1) Director of studies (1999-2006)

Consulting: Responsible for providing market entry, impact analysis and advisory services to both private and public clients. Main industries included environmental services (waste management), gas and electricity, automotive, packaging. Long-term project assignments and contracts with Ademe, the French Environmental Agency.

(2) Research Analyst (1993-1999)

Research Analyst: Authored 10+ multiclient strategic industry and company analyses (3 to 5 months each). Industries covered include packaging, automotive, thematic restaurants, energy & water utilities, and machine tools.

SELECTION OF RECENT CONSULTING ASSIGNMENTS

2013

Webinar and article for the Clean Energy Solutions Center (CESC) of the US National Renewable Energy Laboratory (NREL) on "Smart grids and network regulation: The regulatory framework is still not in place". This webinar generated the highest registration and attendance to date for the CESC (200+ attendees). Co-presented with Enerdata.

2012

Development and implementation of a System of Energy and Sustainable Development indicators for the Moroccan Ministry of Energy and Mining. Client: Delegation of the European Union in Morocco (EuropeAid). Scientific literature review on energy and sustainable development indicators, data collection and processing, dashboard for decision makers, development of a database.

- 2011* Analysis of regulatory measures needed to facilitate the deployment of smart grid technologies and renewable energy technologies in European electricity markets. Client: European Parliament – STOA (Science and Technology Options Assessment). Scientific literature review on the economic regulation of electricity transportation and distribution networks. Compared analysis of the merits of various regulation models (cost-based, incentive or performance-based regulation). Identification and presentation of the best regulatory practices used in various European Member States and recommendations for a successful deployment of smart grids in Europe.
- 2010-2011* Analysis of the competitiveness of European firms in 3 key renewable energy technologies. Client: JRC-IPTS, European Commission. Analysis of the adequacy of European R&D programmes regarding the competitiveness of European firms in international market for 3 renewable technologies i.e. solar PV, Concentrated Solar Power (CSP) and wind power (on-shore and off-shore wind). In-depth face-to-face interviews with company executives of key European firms in the solar PV, wind and CSP sectors, industry and technology research and analysis, policy recommendations.
- 2010-2011* Development of prospective energy and climate scenarios for France to 2030. Client: French Ministry of Energy and Environmental Affairs – Climate and Energy Directorate. Modelling and preparation of contrasted energy and climates scenarios for France to 2030, definition of macroeconomic and policy assumptions, prospective analysis of the future energy demand, GHG emissions and electricity supply.
- 2011* Analysis of the drivers of the electrification of energy demand. Client: Confidential (leading international mining group). Cross-country analysis of the drivers of the electrification of energy demand in the USA, India and France in key uses (heating, air conditioning...) and sectors (industry, services, residential).
- 2010-2011* Development of energy indicators for the « European Market Observation System » (EMOS). Client: European Commission (DG Energy). Definition and preparation of market indicators for the natural gas, electricity and renewable energy markets: energy prices, energy demand and supply, energy mix by country, imports and exports of gas and electricity.
- 2009-2011* Training Seminar of gas and electricity prices in European markets (with Enerdata). 2-day training seminar for professionals on the formation of electricity and gas prices in Europeans markets. Introduction to energy risk management issues and concepts. Review of conventional and renewable energy technologies (SWOT analysis, cost analysis). Design, conception and animation of the training course. Speaker on the formation of power and gas prices in European markets.
- 2010* Scenario analysis and forecasting of electricity demand in the French overseas territories to 2030. Client: EDF. Modelling and forecasting of electricity demand and load curves to 2030 in four French overseas territories and Corsica. Project management.
- 2009* Review of the performance of venture capital funds in green technologies. Client: Confidential. Advised the client on the rationale to invest in greentech considering: technology and knowledge transfer opportunities, risk adjusted returns, the company's overall investment strategy.

- 1999-2009 Various strategic market and company analyses. Scope: France, The Netherlands, UK, Italy, Spain, European Union. Conducted and realised a number of strategic market assessments for leading institutions, European utilities and energy companies:
- Strategic assessment of the solar PV market and value chain,
 - Strategic analysis of the European upstream gas market potential and review of investment opportunities,
 - Market entry study on the market for gas in the centralised production of power in Spain. Review and assessment of individual CCGT projects,
 - Market entry study on the Italian electricity market. In-depth review of the regulatory framework, supply and demand balance, competitors and regional markets,
 - Detailed review of the Spanish gas market by demand segment and region, overall supply and demand analysis, detailed review of LNG and pipeline projects,
 - Analysis of the causes and consequences of the convergence between electricity and gas markets in the 5 largest European countries: UK, Germany, Spain, Italy, and France,
 - Competitor analysis, financial analysis, market analysis of gas and electricity markets and players in Europe using Michael Porter's methodology (5 forces model): Developed, designed and managed Global Insight's European Gas Competitor Analysis, a major multi-client study taking an in-depth look at the business models of the 20 largest oil, gas and power companies involved in the European gas market. Series of company profiles on large energy intensive users in Europe,
 - Assessment of energy purchasing strategies of the top 15 European buyers of gas and electricity.

OTHER CONSULTING ASSIGNMENTS (ENVIRONMENT)

- Impact assessment and cost-benefit analysis of subsidies granted by the French Environmental Agency (ADEME) to local authorities and companies for the funding of household waste collection programs and recycling facilities.
- For the French Environmental Agency (ADEME), national inventory survey and statistical analysis of waste management facilities in France. Project management, statistical analysis and report writing.
- For the French Environmental Agency (ADEME), assistance to the development of a network of environmental observatories (SINOE) opened to external partners: analysis and assessment of internal and external stakeholders' needs and requirements; action plan and staffing assessment.

Other Activities and Professional Memberships

- Member of the French Association of Energy Economists (FAEE) and International Association for Energy Economics (IAEE)
- Sports: backcountry skiing and paragliding.