



**Conor O'Brien**  
Commercial Analyst

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People Profiles

Conor has worked with Hill Michael since 2005 with experience in commercial and regulatory aspects of project development. He has worked with a wide variety of organisations, including coal mines, renewable energy and conventional generators and Network Service Providers. His expertise centres on providing analysis and advice to aid investment decisions and developing strategies to maximise the value of an organisation's interaction with the electricity market.

Conor also has experience with derivatives and financial instruments which he advises, negotiates and implements to assist clients in managing their commercial risk associated with exposure to electricity markets. Through his work Conor has developed an understanding of renewable energy policy and the implications for the energy sector and those who participate in it.

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#### **Specialist Areas**

- Negotiating Power Purchasing Agreements
- Regulatory strategy and advice
- Electricity price risk management
- Demand side management
- Renewable energy legislation

#### **Significant Projects**

- Strategy, Negotiation of retail contracts and Power Purchasing Agreements for mines and heavy industry in Qld and NSW;
- Negotiating Power Purchasing Agreements to underwrite Renewable Energy generation investment;
- Managing price risk for significant electricity users, through production scheduling and financial instruments.
- Development of regulatory strategy and coverage for Network Service Providers
- Purchasing strategies and risk assessments for Greenfield mining and generation projects.

#### **Qualifications, Professional Membership & Industry Involvement**

- Bachelor of Commerce (Griffith University) 2007.
- AFMA Training in Risk Management and Pricing and Trading in Electricity Markets



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HILL MICHAEL

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*Hill Michael is a specialist electrical networks and strategic engineering firm. Focused on the application of engineering expertise in the context of organisational and project strategy, Hill Michael is a leading advisor to owners of electricity supply networks and those wishing to connect to them. Established 1987.*