



E N E R G Y Q U E S T

Mike Cochran

Senior Associate

Mike Cochran is an economist with over 35 years experience in the energy and resources industries. Mike specialises in marketing, business strategy, policy analysis, demand and supply, logistics, pricing and valuation analysis, infrastructure and operations focusing on crude oils, natural gas liquids (condensates, LPG's, naphthas) and petroleum fuels (petrol, jet, diesel and fuel oil).

Mike has been a Senior Associate with EnergyQuest since 2005. His ability to provide high quality services is backed by extensive experience with prominent national and international organisations in the oil, gas and resource industries in Australia and overseas.

As Joint CEO of APAC Biofuels Consultants (an ECCO Consulting and EnergyQuest JV – formed 2006), Mike also specialises in biofuels, having led and participated in numerous assignments on government policy analysis, pricing, feedstock economics, fuels demand, supply and strategy. With over 13 years reporting to clients, APAC has become a leading independent specialist advisory on Australia and international biofuels. APAC's flagship annual publication 'AUSTRALIAN BIOFUELS', the most comprehensive client report on the Australian biofuel sector.

Previously, Mike spent twenty two years with Santos Ltd, holding various senior positions managing the marketing, trading and operations of the Cooper Basin and other Santos' equity crude oils, condensates, LPG's, naphthas and diesel, into domestic and international markets. He initiated and implemented business improvement projects such as splitting condensate/naphtha for the Asian petrochemical and town gas markets and inland production of diesel fuel.

Prior to Santos, Mike spent seven years with CRA (Rio Tinto) as Marketing Superintendent with Bougainville Copper on Bougainville Island, PNG; in marketing uranium with Mary Kathleen Uranium; and as a project/financial analyst with CRA Consultants; and five years in steel marketing with BHP.

Mike has a degree in Economics from Sydney University and post graduate Diploma of Oil Supply and Refining (University of Oxford). As a member of the Australian Institute of Energy, Mike was Committee member of the South Australian Branch (2000 -2016) as well a National Director (2008 - 2016) and National President (2014.-15) In addition, Mike has presented at national and international forums and symposiums on crude oils, midstream products, LPG, biofuels and alternative transport fuels.