

Charles-Gustave  
TCHOUNGUI

Head of market,  
BDM, Economic  
diplomacy, trading



I'm a young professional in trade and the development of structuring international business in strategic sectors: mainly the hydrogen sector and low-carbon technologies, which are at the frontier of my passions: energy, transport and agricultural sectors.

I have a predisposition for negotiating structured offtake/purchase contracts, business development in the sector, technical and financial arrangements and economic diplomacy for major projects in the LNG, renewable energy, power, electrolysis, H2/Ammonia Green/blue, CCS and fertiliser sectors.

Assiduous monitoring of major green H2 and CCS projects over the past 5 years, in France, the Mediterranean region and EMEA.

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## EXPERIENCES

### Business Development & offtake Manager Green ammonia/urea & low carbone potash



Advens Geocoton Group - Since November 2023

- ▶ Offtake advisory for Wabco customers: - Monitoring and developing the backlog of developers of green/blue H2 for fertilisers projects in France, the Mediterranean region and Africa. - Data mining, Market sinzing, Green Ammonia SWOT/geographical area, Market intelligence, Assumptions testing, offtakers prospecting, offtake contract/legal
- ▶ Binding / non binding offtake contract: secured 330 MT/y over 10 years for Agrimin organic SOP in Australia, secured 200MT/year for Green ammonitrate Atome project Paraguay, Yamna Uganda 450MT green Ammonia/urea under negotiation
- ▶ Structuring the biochar/carbon credit sector in tropical zones: identification of plant residue deposits, biochar offtake contract, certification, over-the-counter sales/offtake of carbon credits.

### Head of Africa for raw materials, trade and green ammonia ventures developments



TIMAC AGRO INTERNATIONAL - October 2022 to December 2023 - France

- ▶ Covers 3 strategic raw materials: ammonia/nitrogen/gas, phosphate, potash, Mapping of African Resources - Market intelligence, S&D analysis
- ▶ BDM & strategy: decarbonisation project management, green ammonia/H2 ventures, off-take contract, project prospecting, structuring green ammonia supply chains. Financial modelling, market research & CAN 27/ Urea finished product trade-off according to market/ agronomic & financial issues.
- ▶ Fertilore: Trading N, P, K - In charge of trade zone Africa: creating sales and sourcing opportunities, S&D world fertilizers analysis, responding to tenders, defining logistical schemes, direct quotations, monitoring positions and stocks, 30 K tonnes of NPK sales/year, offering tailor-made logistical services to customers (local bagging, breaking bulk, truck loading, transport).

### Business Development Manager Green Hydrogen joint ventures



Technip Energies - March 2021 to October 2022

- ▶ Business Development on the creation of a JV dedicated to the design of an integrated green hydrogen production unit, mapping of H2 value chain players, identification of electrolyser manufacturers, analysis of their compatibility with the framework agreements signed with Mauritania and Egypt.
- ▶ Identification of available, competitive, innovative, high value-added technologies, prospecting, establishing contact with targets, due diligence on targets with the M&A department, Market Intelligence

### Lead Business Partner Commercial Finance Analyst



Technip Energies / Technipfmc - February 2019 to October 2022

- ▶ Monthly, quarterly and annual reporting: Preparation of the Business Operating Review (sales, EBIT, working capital, Capex, absorption, workload, OTD, Market highlights, inbound) for decision-makers (CEO, CFO, Corporate), and financial statements for the steering committee.
- ▶ Modelling and financial planning of POC LNG Oil & CO2 projects: preparing and monitoring forecasts, analyzing variances vs actual, proposing corrective measures - Monitoring P&L, balance sheet, capital expenditure, working capital, free cash flow and DSO.  
Oil & gas Market intelligence (Risks & opportunities follow up)

### Global Steel sourcing Controller



Vallourec Group - August 2018 to February 2019

- ▶ Project management: Follow-up of the sourcing project on the globalization of steel supply for all Group entities and plants (China, Brazil, Mexico, France, etc.).

- Preparation of international calls for tender, project budget forecasts, support in achieving budget targets (savings, progress reports), contract Management : Deployment of EVM (Earned Value Management), contract management : deployment of EVM (Earned Value Management)

## Financial Project controlling & Treasury Analyst GPS

General Electric - September 2017 to May 2018 - Belfort - France



Monitoring and planning of the cash flow forecast for the 2017 -2018 financial year (4 billion euros spread over 150 gas turbine projects worldwide: EMEA, Asia, Americas), from invoicing to payment, including equipment shipment and contract execution

## EDUCATION

### Certification in Energy Transition Management

FRENCH PETROLIUM INSTITUT

March 2021 to May 2021

Developing skills in building a low-carbon energy mix (Renewables + NG) and its financing (Levelised Cost of Energy)

### Certification AMF

BÄRCHEN FINANCE

Certification by the French Financial Markets Authority Score: 99%.

### Master 2 Bank & Finance

INSEEC BORDEAUX

February 2016 to 2017

Corporate Finance

### Master 1 International Economics and Management

UNIVERSITÉ DE LILLE1

September 2013 to June 2014

Specialization in international business management and commodity economics

## SKILLS

### Bureautique

Pack Microsoft Office, SAP



### Corporate Finance

- Cost management and Strategic Decision Marketing
- Financial Analysis
- Physical Trading



### Langues

- English
- French



## INTERESTS

### Sport, Musique, Lecture

Basketball, football, Piano, jazz, livres