

**ENM Business Trip to London (feb. 13-15, 2019):**  
***Discovering a city, meeting people, chasing new opportunities***

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In order to show the capability of IFP School students to be worldwide actors in the energy sector, each year IFP school offers a business trip to students doing the Energy and Markets master's degree. This year, the trip took place from February 13<sup>th</sup> to 15<sup>th</sup> in London where a group of twelve students and the head of this master's course, Sebastien Bianchi, had the opportunity to visit four key players in the energy sector: Wood Mackenzie, EDF Trading, Société Générale and BNP Paribas. We want to thank all the participants, the companies, IFP School and the IFP Alumni Association that were involved in successfully organizing this visit.

The first day was taken up with the journey from Paris to London as well as some tourism in the European trading capital including going to the British Museum and the Sky Garden.



The first visit began on the morning of Thursday 14<sup>th</sup> February with a global presentation of 'Wood Mackenzie', also known as 'WoodMac'. It is a global energy, chemicals, renewables, metals and mining research and consultancy group. They have a positive international reputation for supplying comprehensive data, written analysis and consultancy advice. This meeting was made possible thanks to Lucas Schmitt (ENM 2012) who he is working as a senior Gas and LNG Analyst. The meeting included a presentation showing all of 'Wood Mackenzie's' current activities with the participation of different employees of the company. It began with an introduction to the company. We also had some other presentations which included a senior upstream research analyst of the company who explained his daily working life. and by a manager who explained us the impact of the digitalization in oil and gas industry. We had also some advices concerning the process of recruitments. The HR claimed how IFP School student profiles match with WoodMac recruitment criteria. Globally, students were very satisfied by these presentations because of added values such as the "the knowledge about Consulting" and the "knowing about the market".



On the Thursday afternoon, we visited EDF Trading (the leader in the international wholesale energy markets) which turned out to be a very constructive meeting for everyone. Indeed, the company had arranged for a line-up of 6 speakers covering several areas. It started with an introduction from EDF Trading to inform us of the problems that EDF is facing. This was followed by an introduction to flow and gas



trading. In order to have a better comprehension of cross commodity and spark spread trading we were given an introduction to tools used for analysis and forecasting. A trader had prepared some case studies in order to demonstrate to us that there is no magic formula in trading. The highlight of this meeting was definitely the introduction to the trading world and also the visit to the market place of EDF Trading at the end of the meeting. This meeting was made possible thanks to Gregory Andre (ENM 2008) who concluded the visit with the different personal skills and the specific personality that a trader should have.

On Friday, we had the opportunity to visit two banking companies: 'Société Générale' and 'BNP Paribas', who specialize in investment in Oil and Gas.



The meeting in 'Société Générale' was made possible thanks to Jérôme Briens and Joao Maio (both Petroleum Economics 2015). The presentation was focused on the specialized structure of oil and gas investments of the bank. Thanks to the different case studies, the overall presentation was very interactive. The speakers provided us with two real projects and asked us to determine the risks linked to the project. The highlight of this visit was the introduction to risk evaluation, risk management and the solutions suggested by 'Société Générale' to the identified risks.



The last meeting took place in 'BNP Paribas' thanks to Nicolas Loridan who hosted us and provided us with a more personal and human discussion in order to help us choose our future professional path. Some speakers also talked about the different activities of 'BNP' and its graduate programs. This visit was a good conclusion for this very enriching trip as it allowed us to enhance our soft skills which are now more important than ever, and which are also developed in IFP School.



**BNP PARIBAS**

Last but not least, in the form of an after-work drink we met the alumni who work in London in a pub called 'The World's End' in Camden which was sponsored by the alumni association. It was an opportunity for us to meet and discuss about their lives in London, their professional backgrounds and personal experiences.

We really want to thank again the different people who made this trip possible and we wish the best of luck to the twelve students who took part to the

business trip.



