

“A comprehensive all-in-one course addressing all key elements for successful gas & LNG business strategies”

Event: Gas / LNG Contracts: Structures, Pricing & Negotiation

Website: <http://www.infocusinternational.com/gascontracts>

Dates & Locations:

14 – 18 May 2017, Dubai

21 – 25 August 2017, Johannesburg

11 – 15 September 2017, Port of Spain

20 – 24 November 2017, Singapore

Overview

Due to the complex geopolitical nature of gas/LNG sourcing and long term nature of gas transactions between buyers and sellers, it is commercially prudent for those involved in this process to know the global gas/LNG supply situation, available methodologies for price determination, contract structure and negotiation techniques. Any misjudgement in any of these areas could result in wrong sourcing decisions, significant adverse financial consequences and legal liabilities.

This course has, therefore, been designed to enable the professionals in the gas sector and gas advisory services to make right sourcing decision, construct gas/LNG contracts and negotiate from a position of strength and knowledge in order to gain a competitive edge in the process.

Course Highlights

- Global gas/LNG market and market structure
- Current gas/LNG trading activities in Europe, USA, Asia Pacific, Africa, Atlantic and Middle East region
- Principles and formulation of gas/LNG Sales and Purchase Agreement (GSPA/SPA), Gas Transportation Agreement (GTA) and Gas Sales Agreement (GSA)
- Contract terminology and construction – operational, commercial and legal basis of gas, LNG and Gas Transportation Contracts
- Gas/LNG pricing strategy and price indexation in a competitive gas market
- Contract negotiation – best practice techniques

Key Learning Objectives

- Background knowledge to facilitate gas/LNG sourcing decisions
- Understanding current trends of the gas organisation structure
- Knowledge of the underlying reasons for gas contract terms and conditions
- Sufficient knowledge enabling construction of gas, LNG and gas transportation contracts
- Expertise for contract negotiation
- Techniques of gas/LNG pricing in a competitive market
- Understanding of operation of trading hubs, spot and arbitrage
- Knowledge of transportation tariff determination methodologies

Training Methodology

Throughout the course the course director combines theoretical aspects with examples from real life of LNG/gas contracts, pricing and the specific risks and their mitigation methods. The five-day course at all times remains interactive with full participation from all the participants

Training material is divided into 5 parts which will be presented in the form of PowerPoint slides, charts, diagrams and graphs. Each theoretical aspect will be covered by case studies, actual contract, and latest techniques in contract drafting, LNG supply-demand position and gas/LNG pricing.

Course Director will support all major contract pricing principles by his own live experiences spanning over 30 years, of 15 different countries. Course covers gas/LNG transportation/distribution contracts, gas/LNG pricing and gas transportation tariff. Each session will be followed by open discussions, including Course Director's view on the issues raised by the participants. The course material containing over 2000 PowerPoint slides arranged in 5 volumes will be distributed to the participants for future reference.

Testimonials

"The best gas/LNG course I have ever attended. I will gladly recommend it to anyone."

- Director, Chevron

"The course gives me new insights on LNG & gas in terms of its contract structures, pricing etc. Many experiences are shared by both instructor and participants."

- GM Contracts & Compliance, BG Group

"Excellent speaker with interesting topics!"

- Senior Marketing Principal, Tanzania Petroleum Development Corporation

"It was an eye opener to many LNG clauses I was not aware of. I am glad to be trained by the speaker who knows the industry very well."

- Senior Advisor, Eskom Holdings

"Informative. Able to demonstrate the full value chain of Gas/LNG."

- Talisman Energy

"Speaker is very experienced and knowledgeable on the whole spectrum of gas/LNG."

- Legal Advisor, Eni

Who Should Attend

- Sourcing / Purchasing
- Legal / Contracts Negotiation
- Commercial
- Finance / Pricing
- Marketing
- Trading
- Sales / Business Development
- Project Finance
- Corporate Planning
- Investor Relations

From Sectors:

- Natural gas E&P
- Gas/LNG trade, shipping, transmission, distribution
- Government agencies
- Power generation
- Gas/LNG related project finance, asset management, hedge funds, equity/fixed income
- Petrochemical
- Gas pipeline and high pressure transportation

Course Certificate

Upon the successful completion of this course, you will receive a Certificate of Completion bearing the signatures from both the Course Director and the Course Organiser. This Certificate will testify your endeavour and serve towards your professional advancement.

To register/enquire, please contact:

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