

# Global Gas Markets

7 - 9 December 2011

London





## About us

### Alphatania®

#### Training from Gas Strategies

**Gas Strategies** is a professional services firm offering Consulting, Training and Information Services to the global energy industry.

**For more than 25 years**, Gas and LNG training from Alphatania® has helped energy professionals develop new skills to advance in their career.

#### Alphatania® training offers a range of benefits...

- Share knowledge, network and socialise with fellow delegates from leading energy companies worldwide
- We bring our exceptional industry experience and insights to this course
- Interactive learning experience through a mix of case-study based training and informative lectures
- Attractive venues around the world, superior accommodation and fantastic facilities

# Global Gas Markets

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## Introduction

In the light of increasing global energy demand and the evolving role of natural gas in the energy mix, a robust understanding of global gas markets is essential.

Our 3-day Global Gas Markets training course focuses on:

- **Price drivers, markets and market structures** – Eurasia, North America, Asia Pacific
- **Companies and strategies** – How different companies set strategies in an evolving gas market
- **Trading** – What it does and how it works
- **Politics** – Influence of politics on shaping global gas markets

Global Gas Markets will give you a genuine perspective on gas markets and their commercial realities enabling you to make informed and strategic business decisions.

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## Direct Benefits

An intensive journey through the commercial mechanisms of the global natural gas business.

- **Explore market fundamentals** across Eurasia, North America and Asia Pacific
- **Gain insights into the political, regulatory and commercial structures** that underpin the global gas markets
- **Learn how to manage current issues** and understand how different market participants behave and why
- **Engage with gas industry professionals** across the world from different parts of the chain

Global Gas Markets uses a mixture of learning techniques including **case studies, discussions and interactive exercises**.

In advance of the course we will provide you with **insightful pre-readings** that will prepare you to get the most out of your attendance and make your learning experience a success.

# Programme Outline

## Day One

### Evolution of market solutions

- How the gas chain links the world and brings markets together.

### Gas and infrastructure price determination

- How do we determine value and what the customer pays? What are the big issues in price formation? What is needed for true gas on gas competition?

### Contractual frameworks

- Oil indexation in European long term contracts. Structure and pricing of a gas contract.

### The development of global gas demand

- The history of growing gas penetration. Power – the different power plants and power plant operation. What influences the price of gas and power?

★ Real-life exercise: **Bidding into the power pool**

### Regulation and liberalisation

- What are the issues in different parts of the chain? Regulation, liberalisation and competition in gas markets.

## Day Two

### Gas and politics in supply and consumption

- Access to resources – depletion policy and resource nationalism. The politics of national champions, NOC's and IOC's. Transit politics – key issues on transit pipelines. NIMBYism

### North American gas markets

- Review of key markets (US, Mexico and Canada), supply sources both conventional and unconventional, pricing, regulation and infrastructure. How LNG is linking North America to the global gas market and what implications this has today and into the future.

★ Real-life exercise: **Building a term sheet**

### Asia Pacific gas markets

- Asian gas infrastructure, energy consumption, Asian gas flows. The new energy titans – China and India. Clash of export obligations and domestic demand in Indonesia. Asia's influence in the global gas market.

### Eurasian gas markets

- Politics and market structures, major projects in production and transportation, supply and demand, future of long term contracts

## Day Three

### Gas Trading

- Location and value in natural gas. How are geographic value differentials set internationally? Why and how is gas traded against electricity and oil?

#### Gas trading in Europe

- Development of gas hubs. Signposts to a traded European market. The European trading area – a distant prospect?

#### Market structures, pressures and corporate strategies

- Generic strategies – ownership models in the gas industry and the fight for additional rent value in the chain. Regulatory options and reactions.

★ Real-life exercise: **Developing a gas strategy**



## London

The financial heart of Europe offers far more than the skyscrapers of the financial districts of Liverpool Street and Canary Wharf.

Colourful markets in Camden, Portobello Road or Borough and the boutiques of Oxford Street make the city one of the best locations for shopping.

However, London is more down-to-earth than one would expect. An evening in the pub around the corner will give you a grasp of what the real London is like.

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## Three easy ways to register...

1. FAX THIS FORM BACK TO:  
**+44 (0)20 7332 9901**
2. EMAIL US AT:  
**orders@gasstrategies.com**
3. CALL US ON  
**+44 (0) 20 7332 9950**

### Personal details

Title: Mr / Mrs / Ms / Other.....

Full Name:

Job Title:

Department:

Company:

Address Line 1:

Address Line 2:

City:

Postcode:

Country:

Telephone:

Email Address:

Please note that all fields are mandatory. We will need to contact you by email to confirm your booking and send details of the course.

### Payment Details

**2011 Delegate fee for London: £3,350 excl. VAT**

**7 - 9 December 2011, London**

Please choose one of the following methods of payment:

**Credit card**     Visa     Mastercard

Card holder:

Card Number:

Expiry date:

Security code (last 3 digits on the back of your card):

Signed:

Date:

**BACS**

**Cheque** (payable to Gas Strategies Group Ltd)

N.B. You will receive an invoice upon registration confirmation.

### Terms & Conditions

1: Substitutes can be made at any time by contacting Alphantania in writing. If you have to cancel between the registration date and 1 month prior to the course you will incur a 50% cancellation fee. If you have to cancel within 1 month of the course you will be liable to pay 90% of the course fee. We therefore recommend you send a replacement.

2: Residential registration fee includes all accommodation, breakfast, lunch and some evening meals throughout the course period. Non residential course fee excludes accommodation and breakfast. Hotel room incidentals and any personal expenses are to be covered by the delegate.

3: Payment of total course fee must be received within 30 days of the invoice date otherwise the client will need to provide credit card details from which the course fee will be debited.

**Please tick the box to confirm that you agree to the terms and conditions**

Data Protection: The information you provide will be safeguarded by Gas Strategies Group Limited and will not be passed onto third parties. We will occasionally send you information regarding Gas Strategies Group's products.

If you object to being contacted by telephone:  fax:  or email:  please tick the relevant box(es).

### About Gas Strategies

Gas Strategies is a specialist professional services organisation providing commercial energy advisory services globally. We operate in all sectors of the supply chain: upstream, midstream and markets, and cover the full LNG Value Chain and gas-to-power. Our clients benefit from a strong business model in which our integrated service lines combine to bring powerful solutions, meeting their specific needs through Consulting, Training, and Information Services.

**For information on multiple bookings,  
please contact us:**

**Tel: +44 (0)20 7332 9950**

**E-mail: orders@gasstrategies.com**

