



The Fundamentals of Commercial Gas Storage

Examining the commercial realities of gas storage and maximising value in evolving gas markets.

25th – 26th October 2010, Budapest, Hungary

Open Programme: 2-day training course

www.gasstrategies.com/training

Alphatania[®]
Training from Gas Strategies



The Fundamentals of Commercial Gas Storage

About us

Alphatania training from Gas Strategies is a specialist training provider for the global energy industry. We deliver gas and LNG training both as public courses and in-house programmes

For over 23 years, we have helped energy industry professionals at every level, from new entrants to senior directors; acquire new skills, knowledge and insights. You will find Alphatania alumni working in – and leading – the world's most innovative and profitable energy companies.

Alphatania Training 2010

The Gas Chain

6th – 10th September 2010,
Barcelona, Spain

6th – 10th December 2010,
Munich, Germany

Global Gas Markets

6th – 8th October 2010,
Singapore

LNG – The Commercial Imperatives

22nd – 26th November 2010,
Amsterdam, The Netherlands

Introduction

The Fundamentals of Commercial Gas Storage is an intensive 2-day training course delivered by Gas Strategies' expert trainers. Across Europe security of supply is an increasingly significant issue and there has never been a more pertinent time to deepen your understanding of the ever evolving gas storage industry.

The Fundamentals of Commercial Gas Storage has been specially developed to help you acquire a strong understanding of the commercial gas storage industry and its place in the European gas industry. Over two days, we will teach you the rudiments of the conceptual storage framework and unravel the physical from the commercial elements of gas storage.

Attending this 2-day course will equip you with the tools to maximise value from storage through optimal use, be it real or virtual, short or long term, or as a storage operator or a gas shipper developing your portfolio.

The Fundamentals of Commercial Gas Storage addresses

- Whether flexibility of LNG supply will compliment or compete with flexibility in storage
- How interactions between supply, demand, and prices determine the optimal use of storage
- Whether there is there an optimum balance between security of supply and profit maximisation. And how regulation influences this balance
- What the future rate of gas demand will be in relation to storage

At the course you will

- **Identify** opportunities for your business by working through various business modules from valuation to risk management and trading
- **Gain** real insight into how gas storage interacts with the rest of the gas market
- **Understand** how to create value from different types of storage within the context of the wider flexibility market
- **Engage** and network with industry professionals from storage industry and our expert trainers

After the course you will understand

- Regulatory developments including the Third Directive, the GGPSO agreement and its influence
- The use of storage tools and trading operations to exploit seasonal and flexible arbitrage opportunities
- Price drivers and pricing structures within Europe
- Engage and network with professionals from the storage industry and our expert trainers

The course team

Our course faculty combine their active roles within the gas and LNG industry with their training activities. They are globally active in advising major clients through Gas Strategies, and bring exceptional experience and insight into the industry.

The Fundamentals of Commercial Gas Storage team has wide-ranging experience across the entire gas value chain, with expertise in investment in gas storage, valuation and contractual arrangements, supply/demand forecasting, upstream and downstream regulation and risk management.

For further information please visit: www.gasstrategies.com/training



Programme Outline

Day One

The Fundamentals of flexibility

- Role of physical storage in the gas chain (supply security, economic efficiency, estimating how much storage is required and the uses of different storages), and in pipeline operation
- Load Duration Curves – effect of temperature on demand
- Types of physical storage capacities in markets across Europe

European gas pricing, supply and demand and storage

- Appreciating how gas prices move within the year in different markets, in relation to demand and supply patterns
- Price drivers and pricing structures in Europe
- The challenge of supply uncertainty in the evolving gas market

Costs and use of storage

- Construction and other costs
- Introduction to storage tariffs

The value of storage in a European context: Part 1

- A four stage model in assessing storage value
- Understanding the key value drivers of storage operators and methodologies used for valuation
- **Exercise:** Valuing the storage business in a changing market

Day Two

The value of storage in a European context: Part 2

- Effect of volatility on storage value
- Ways of approaching storage value

Regulation and supply security

- Regulatory developments including GPPSSO agreement and its influence
- The third directive and its effect on storage
- The security of supply directive
- Third party access

Contracts in gas storage and design of multi-user contracts

- Contracts and storage business models in Europe
- Indexation of long term contracts

Investment in storage in the European market

- Business organisation drivers
- Factors influencing the future demand of storage in Europe

Please note: course content and the running order are subject to change.

Budapest

A bustling metropolis filled with green parks, inspirational museums and a pulsating nightlife, Budapest is a city to be enjoyed. The river Danube flows through the heart of Budapest splitting the city in two. On the West side is Buda – the oldest part of the city. Pest – the commercial core of the city is situated on the east side of the river. Why not spend the weekend before the course exploring historical Budapest?

Benefits of attending an Alphatania training course

- The Alphatania faculty combine their active roles within the gas and LNG industry with their training activities. They are globally active in advising major clients through Gas Strategies and bring exceptional industry experience and insight
- Alphatania courses will give you an opportunity to share knowledge, network and socialise with fellow delegates from all over the world
- Exclusive area on the Alphatania training section of the Gas Strategies website ensures delegates can maintain their contacts and find out about new courses
- Alphatania venues are selected for their central location, superior accommodation, fantastic facilities and great services
- You pay one inclusive price that covers accommodation, all lunches and some evening meals

Registration Form

The Fundamentals of Commercial Gas Storage

For information on multiple bookings to any training course please contact us:

Tel: +44 (0) 20 7332 9911

or email: orders@gasstrategies.com

Easy Ways To Register

1. REGISTER ONLINE AT:

www.gasstrategies.com/training

2. FAX THIS ORDER FORM BACK TO:

+44 (0) 20 7332 9901

3. EMAIL US AT:

orders@gasstrategies.com

4. CALL US ON

+44 (0) 20 7332 9911

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:

To register more delegates please visit www.gasstrategies.com/training or email orders@gasstrategies.com

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

2010 Delegate fee: **£2,390** (excl tax)

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N.B Accommodation and meals are included in the fee

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:

Please invoice me

Area of expertise

- | | |
|---|--|
| <input type="checkbox"/> Upstream activities | <input type="checkbox"/> Legal services/review |
| <input type="checkbox"/> Pipeline /Storage/ Distribution operations | <input type="checkbox"/> Finance activities |
| <input type="checkbox"/> Power operations | <input type="checkbox"/> Regulation/regulatory affairs |
| <input type="checkbox"/> LNG operations | <input type="checkbox"/> Government policy |
| <input type="checkbox"/> Commercial management/support | <input type="checkbox"/> Group corporate activities |
| <input type="checkbox"/> Trading | <input type="checkbox"/> Engineering |
| <input type="checkbox"/> Gas marketing or supply | <input type="checkbox"/> Other please specify _____ |
| <input type="checkbox"/> Business development | _____ |

Terms & Conditions

Substitutes can be made at any time by contacting Alphatania 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.

Please put an "x" in 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 products.

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

