

# Registration Form

LNG – The Commercial Imperatives

For information on multiple bookings to any training course please contact us:  
Tel: +44 (0) 20 7332 9911  
or email: [orders@gasstrategies.com](mailto:orders@gasstrategies.com)

## Easy Ways To Register

1. REGISTER ONLINE AT:  
[www.gasstrategies.com/training](http://www.gasstrategies.com/training)
2. FAX THIS ORDER FORM BACK TO:  
**+44 (0) 20 7332 9901**
3. EMAIL US AT:  
[orders@gasstrategies.com](mailto: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](http://www.gasstrategies.com/training) or email [orders@gasstrategies.com](mailto: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.

### 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                       | _____  |

### Payment Details

22nd - 26th November 2010, Amsterdam, The Netherlands -  
**£3,990 (excluding tax)**

N.B Price includes 5 night's accommodation, all lunches and some group evening meals.

**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: \_\_\_\_\_

- Invoice Me**  
N.B You will receive an invoice upon confirmation of your registration

### Terms & Conditions

Substitutes can be made at any time by contacting Gas Strategies 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 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:  mail:  or email:  please tick the relevant box(es).



# LNG

## The Commercial Imperatives

*Practical and interactive training focusing on all stages of the LNG chain from gas production to downstream customers.*

**22nd - 26th November 2010, Amsterdam, The Netherlands**

**Open Programme:** 5-day training course

[www.gasstrategies.com/training](http://www.gasstrategies.com/training)



**Alphatania<sup>®</sup>**  
Training from Gas Strategies



# LNG

## The Commercial Imperatives

### About us

Alphatania training from Gas Strategies is a specialist training provider for the global energy industry. We deliver gas training 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

#### The Fundamentals of Commercial Gas Storage

25th – 26th October 2010, Budapest, Hungary

#### Global Gas Markets

6th – 8th October 2010, Singapore  
29th November - 1st December, London, United Kingdom

### Introduction

The LNG industry is in the midst of a period of unprecedented expansion as a wave of new liquefaction capacity comes online across the world. Despite the recession, Europe is absorbing more volumes than ever as the glut of cheaper LNG competes with oil-indexed pipeline gas. Therefore, it is essential that you are fully versed in the mechanics of this unique and fascinating industry in order to understand the impact of the latest developments on the European gas market.

This comprehensive five-day LNG training course gives you a thorough grasp of the LNG industry from liquefaction and shipping to financing, contracts and trading. At LNG – The Commercial Imperatives you have the opportunity to explore these issues more deeply with industry experts, looking at the evolution of LNG, the total supply chain, supply and demand, and risk and security.

LNG – The Commercial Imperatives is delivered through a combination of informative lectures, group discussions and interactive exercises allowing you to experience some of these issues first hand. These exercises have been designed to further and challenge your understanding of shipping and storage, structuring an LNG project, reviewing memoranda of understanding and making market forecasts.

After the course you will have built a strong understanding of the components in this fascinating industry and understand LNG's place within the wider energy industry. This will enable you to make informed decisions that drive your business forward and participate in a commercially successful way.

### Exercises include

- **Shipping and storage:** You will evaluate the shipping and storage requirements of an LNG project.
- **Structuring an LNG project:** You will be assigned roles as LNG investors and buyers and develop a project structure.
- **Crystal Ball:** You will be asked to make predictions on LNG prices, supply and demand and leading importers and exporters. You will compare and discuss forecasts and the future of the LNG business at a review session.

### 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

**Andy Flower** – With many years experience Andy's expertise lies in the commercial aspects of LNG. He has been closely involved in LNG supply projects and studies across the world and has marketed LNG globally including leading negotiations on major sales contracts.

**Peter Thompson** – Peter has developed an excellent understanding of the LNG business working at Gas Strategies. He has worked with clients at all stages of the LNG value chain from those developing liquefaction projects to those engaged in developing regasification and market positions.

For further information please visit: [www.gasstrategies.com/training](http://www.gasstrategies.com/training)



# Programme Outline

## Day One

- **What is LNG? Why LNG?** How to measure LNG, LNG vs. pipeline, LNG vs. GTL, CNG and the LNG chain
- **LNG history and overview of the LNG industry today:** The development of the LNG successes and its natural gas supply. Liquefaction plants and importers of LNG
- **Gas supply for LNG projects – the commercial issues:** Security of supply, gas quality and gas reserves
- **Liquefaction:** Production trains, refrigeration, alternative technologies, storage, offshore liquefaction and Coal Bed methane
- **LNG shipping – ship design and operations:** Moss and membrane ships and LNG shipping costs

## Day Two

- **Receiving terminals:** Storage, vaporisers and offshore regasification
- **LNG shipping – existing fleet and ships on order:** New technology, larger LNG ships and new terminals
- **Putting the LNG chain together:** Developing LNG projects, the role of governments and how long has it taken
- **LNG business models:** Traditional model, the integrator model and the aggregator model
- **LNG project structures:** Upstream / liquefaction plant interface and examples of project structures

## Day Three

- **LNG contracts:** Objectives, constraints and structures. Sales and purchase agreements
- **LNG markets in Asia:** Established and new markets in Asia
- **LNG markets in the Atlantic basin:** Why does Europe need LNG? The role of LNG in the Americas. Terminal capacities
- **LNG supply:** Can supply meet the potential demand? The outlook for new supply after 2012

## Day Four

- **LNG financing:** Financing an LNG project and financing regasification terminals
- **LNG quality:** Why is quality important? What determines quality?
- **LNG pricing in Asia:** Pricing methods, formula based prices, “S” - Curves. The buyers’ and sellers’ market
- **LNG pricing in North America:** What is Henry Hub? How are LNG prices linked to Henry Hub prices? Prices in Mexico, Chile and the Caribbean
- **LNG pricing in Europe:** Formula based prices in Europe, linkage to oil products and market based prices in north-west Europe

## Day Five

- **LNG safety, security and the public perception:** LNG risks, the effect of a large LNG spill and terrorist threats
- **Short term trading:** What is short term LNG trading? Why are large volumes of LNG rising from the Atlantic Basin to Asia? The outlook for short term trading

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

## Amsterdam

Capital of The Netherlands, Amsterdam is one of the greatest small cities in the world, and easily accessible for the global traveller. The spider web of canals and bridges make bicycles the local’s transport of choice. With attractions including a floating flower market, the multicultural Albert Cuypmarkt and Van Gogh’s paintings there is something for everyone in Amsterdam.

## 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