

LNG

Commercial Structuring and Operations

23-26 April 2012

Istanbul - Turkey

Optimising Value in your LNG Operations

Commercial requirements for a viable LNG chain

- Structure the chain commercially to meet your business objectives
- Allocate risk between parties
- Meet lenders criteria to get finance

Linking the elements through contracts

- Review of the main agreements
- Risk management
- How key operative clauses work

From contracts to commercial implementation

- How to start from the agreements
- Creating business processes
- Creating the right organisation for administering and managing value

Managing commercial opportunities

- Simulation of procedures implementation
- Managing deliveries long-term and short-term



Building your knowledge through professional training



Gas Strategies



LNG

Commercial Structuring and Operations

About us

People Development

Gas Strategies People Development

works with individuals, teams and organisations in the energy industry to connect training, organisational development and operating model, achieving a real difference to personal and business performance.

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Commercial Arrangements

Gas Strategies' Commercial Operations in LNG

We support our LNG clients throughout the value chain and throughout the lifecycle of their projects. This perspective, together with a depth of hands-on experience in LNG project Commercial Operations, provides us with a unique insight into the commercial details that make LNG projects work – and profitable.

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Introduction

Establishing an LNG project requires a systematic approach to building confidence in LNG supply and market offtake.

This workshop is about learning the practical steps and skills to creating a viable LNG chain and managing operations to realise value.

Through this workshop, those responsible for developing projects and those who have to operate them will understand each others' practical challenges, improving the operability of future projects and capabilities of the project operators.

Direct Benefits

Helping you achieve commercial excellence in your LNG operations to optimise value.

During this workshop, participants will appreciate the scale of commercial challenges that LNG projects face, from structuring through to Final Investment Decision (FID) and beyond.

As participants you will come to understand that excellence in commercial operations is essential to securing and maintaining project value. You will learn:

- To **understand the challenges faced by every party** in the process.
 - To explore **every step of the agreement negotiation process**
 - To **implement the agreements effectively**.
 - To **create operating procedures and systems** from their commercial arrangements
 - To **manage operations** when things are or are not going according to plan
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Gas Strategies' Value Sharing

We bring our hands-on experience from the vast majority of LNG projects worldwide to this workshop, **transferring practical and real value** to your role and to your organisation.

Programme Outline

The LNG chain

• Business risks in the chain

The players in the chain, their roles, their business risks and the essential differences from pipeline gas.

• Business models, how the chain is put together to justify finance

Overall view of the process and criteria to be met from the view point of the lender.

• Building credibility as a seller, and as a buyer

★ Real-life exercise - Commercial structuring elements in the chain

Upstream and downstream teams separately address their briefs to define their requirements and options as either sellers or buyers.

Linking the elements through contracts

Contracts in the chain

The principal agreements that create the chain, their purpose and the risks they address.

★ Real-life exercise - Completing the chain

Upstream and downstream teams negotiate the key terms of the sale and purchase of LNG and agree the conditions precedent enabling them to proceed to FID.

From contracts to a commercial operation

Business processes defined in agreements

How to derive processes defined in LNG chain agreements e.g. quantities, scheduling and delivery, invoicing and payment, Force Majeure.

Testing and embedding procedures.

★ Real-life exercise - Planning for operations

Teams work through gas sales and purchase agreements to extract some key processes and build integrated procedures.

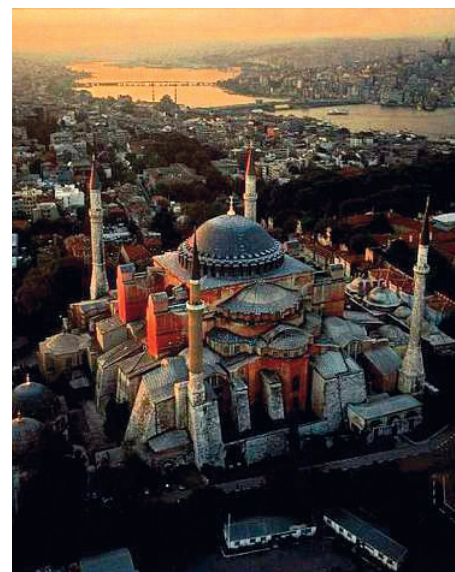
Organisational capability

Organisational and personnel consideration in implementation: defining roles & responsibilities and capabilities in line with procedures; organisational structure; training and development; and knowledge retention.

Managing commercial operations

★ Real-life exercise - Long term contracts

Teams will manage ADP and quantities through a simulation of three years of deliveries as seller or buyer.



Istanbul

Istanbul is hot...and we are not just talking about the weather. Istanbul has long been one of the most attractive world tourist destinations with a historical and cultural heritage dating back thousands of years. As the only city in the world that spans over two continents, Europe and Asia, it is becoming a rising star in international business tourism. Experience why Istanbul was the capital of the successive Grecian, Byzantine, Persian and Ottoman empires and was the crossroads of art, religion, trade and thought.

"I have found training from Gas Strategies to be very valuable in my professional knowledge development. The courses are well thought through, developed and delivered. I would highly recommend the courses I have taken!"

Lorenzo Blanco Almena – Enel Trade SpA

Registration Form

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Three easy ways to register for this workshop:

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.

Terms & Conditions

1. 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 paid directly to the venue by the delegate.
2. Payment of total course fee must be received within 30 days of the invoice date otherwise the delegate will be required to provide credit card details to which the course fee will be debited.
3. In the situation where a course fee has not been received 10 working days prior to the course start, the delegate will be required to provide credit card details to which the course fee will be debited.
4. Substitutes of booked delegates can be made at any time by contacting Gas Strategies in writing. Cancellations between the registration date and 1 month prior to the course will incur a 50% cancellation fee. Cancelling within 1 month of the course will incur a 90% cancellation fee.

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.



Payment Details

2012 Residential delegate fee for Istanbul: £4399 No VAT

23 -26 April 2012, Istanbul - Turkey

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.

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).

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

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