LNG Financing and Commercial Management Training Course

1 – 12 March 2027
London (UK)



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Ref: 15336_298088 **Date:** 1 – 12 March 2027 **Location:** London (UK) **Fees:** 9500 Euro

Introduction:

The LNG Financing and Commercial Management training course empowers participants with expertise in the LNG sector, aligning them with industry trends and developments. It explores the intricate lifecycle of the LNG business, emphasizing its vital role in driving economic growth and advancing sustainable energy solutions. As the global energy landscape evolves, understanding the complexities of LNG operations, financing, and commercial strategies is indispensable for professionals aiming to lead in this dynamic field.

This Financing and Commercial Management training program provides an in-depth understanding of liquefied natural gas LNG as a critical energy resource for the 21st century. It highlights its significance as a sustainable and environmentally friendly energy solution while addressing its impact on the global climate and market dynamics. From production and transportation to storage and distribution, participants will gain a holistic view of LNG's role in the energy supply chain.

A unique feature of this Financing and Commercial Management course is its emphasis on the buyer/consumer side of LNG transactions, focusing on better serving buyer interests in LNG sales agreements. It explores key aspects such as the Buyer's objectives, market drivers, risk factors, and risk mitigation strategies. Participants will delve into techniques for optimizing LNG contracts, securing favorable pricing mechanisms, and ensuring flexibility to adapt to market changes.

The Financing and Commercial Management training equips participants with practical knowledge to excel as LNG operations managers, commercial managers, and risk management specialists by addressing the complexities of LNG financing, pricing structures, and commercial management. Its approach prepares professionals to navigate the challenges of LNG agreements while prioritizing the interests of buyers and consumers in a competitive market environment.

Targeted Groups:

- Business Development Managers.
- Corporate Planning Professionals.
- Geoscience and Engineering Professionals.
- Supply Planners and Scheduling Professionals.
- Government Regulators.
- Tax and Finance Advisors.
- Auditing Personnel.
- Compliance Officers.
- Equity Analyst and Bankers.
- Joint Venture Officers.
- Negotiators and Contracting Professionals.

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Course Objectives:

By the end of this LNG Financing and Commercial Management training course, participants will:

- Gain an understanding of the dynamics and intricacies of the entire LNG value chain, from production to consumption.
- Understand LNG production, storage, transportation, and distribution processes, focusing on operational and logistical efficiencies.
- Analyze LNG pricing issues, export pricing structures, and global pricing dynamics to identify opportunities and challenges for buyers.
- Distinguish key sales and marketing terms, conditions, and strategies to enhance buyer-focused LNG contract negotiations.
- Comprehend the critical elements of LNG Sales and Purchase Agreements SPAs and how they impact buyer interests.
- Learn to evaluate economic benchmarks, conduct financial modeling, and determine the return on LNG investments with a buyer-centric perspective.
- Identify and assess buyer-driven risks in LNG transactions, including market volatility, supply chain disruptions, and geopolitical factors.
- Develop and implement strategies to mitigate risks, secure favorable terms, and protect the Buyer’s interests in LNG agreements.
- Master techniques to optimize contract flexibility, manage price risk, and ensure alignment with the Buyer's long-term strategic objectives.
- Explore innovative financing solutions and commercial strategies to support buyer-side initiatives in the evolving LNG industry.

Targeted Competencies:

At the end of this LNG Financing and Commercial Management training course, participants competencies will:

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- Understand LNG project financing structures and mechanisms to support buyer-focused outcomes.
- Analyze financial risks associated with LNG projects, ensuring the Buyer's exposure is minimized.
- Negotiate LNG sales and purchase agreements focusing on terms that best serve the Buyer's objectives.
- Manage financial modeling processes for LNG investments, emphasizing buyer-centric returns.
- Evaluate regulatory and compliance requirements to ensure buyer-side adherence and risk avoidance.
- Implement effective strategies for optimizing LNG project economics to enhance value for the Buyer.
- Identify and mitigate risks specific to LNG buyers, including pricing volatility, supply chain issues, and contract exposures.
- Understand the intricacies of buyer-driven commercial terms and conditions in LNG contracts, ensuring favorable outcomes.
- Develop strategic frameworks for safeguarding the Buyer's interests in LNG sales agreements, including long-term stability and pricing structures.
- Enhance skills in assessing the drivers of LNG market dynamics and how they impact buyer decisions and strategies.

Course Outline:

Unit 1: Setting the Introductory LNG Scene in the Energy Industry:

- Introduction to the LNG industry and its global significance.
- Exploration, development, and LNG production processes.
- Shipping and importation of LNG.
- Cost and value drivers impacting LNG projects and shareholder expectations.
- Understanding the LNG value chain from wellhead to burner tip.
- Key players: governments, NOCs, IOCs, banks, and insurers.
- The overview of the natural gas value chain, including exploration, production, and sales of gas transmission.
- Gas conditioning processes: excess water removal, contaminants removal, NGL separation.
- Where and who are the global LNG producers and importers?
- Current LNG projects under development and their market impact.
- Introduction to the Buyer's perspective: understanding the Buyer's role in global LNG transactions.

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Unit 2: Essential Logistics of LNG:

- Overview of nitrogen rejection processes and cryogenic processes in LNG production.
- Absorption and membrane separation techniques.
- Adsorption processes using activated carbon for LNG purification.
- LNG transportation logistics: vapor recovery system and LACT unit.
- Sampling procedures in LNG transportation.
- Key components of natural gas pipelines: compressors, metering stations, valves, and control stations.
- Basics of gas flow measurement and pipeline operations.
- Why is LNG considered a global growth industry?
- LNG transportation logistics and the major LNG-exporting and importing nations.
- Buyer-side considerations in LNG logistics: ensuring reliability, security, and cost-effectiveness for buyers.

Unit 3: LNG Pricing Structures for Exports, Marketing, and Project Risks:

- LNG sales, marketing, and trade dynamics in the global market.
- Price disparity in LNG between different regions and pricing structures.
- The role of oil-linked LNG pricing and its impact on contracts.
- Understanding natural gas prices and the economics behind LNG pricing.
- Identification of key project risks and commercial drivers for project success.
- Mitigation strategies for risks such as cost overruns and reserves definitions.
- Evaluating LNG project profitability and return on investment.
- Selection criteria for optimizing LNG project economics and business evaluations.
- Emphasizing buyer concerns in LNG pricing: stability, hedging, and risk management strategies.

Unit 4: LNG Project Financing and Project Management:

- Introduction to gas plant project management and the project management process.
- Key project controls, quality controls, and assurance practices.
- Commissioning and start-up phases in LNG projects.
- Understanding dispute prevention, arbitration, and expert determination.
- Commercial structures in LNG projects: complexity of integrating requirements.
- Overview of LNG project financing essentials and financial structures.
- Types of financing: balance financing, capital markets, asset-based financing.
- Project financing and structured recourse financing in LNG projects.
- How financing decisions affect buyer interests, such as risk allocation and return expectations.

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Unit 5: LNG Agreements, Regulations, and Future Trends:

- Overview of LNG agreements and their contractual terminology.
- Stakeholder analysis and understanding of their drivers and interests.
- LNG supply purchase agreements SPAs, EPC contracts, and shipping arrangements.
- Regulations governing LNG projects: history, market impact, and environmental considerations.
- Future trends in LNG markets, including shifts in trading and market dynamics.
- The impact of shale gas and emerging trends in LNG trading.
- Exploring floating LNG and the potential of small-scale LNG projects.
- Evolution of LNG regasification terminals and global market shifts.
- Buyer perspectives on evolving regulations and their impact on LNG contracts.

Unit 6: Upstream Fiscal & License Agreements:

- Overview of upstream joint venture agreements in LNG projects.
- Understanding LNG project structures and their financing.
- Gas sales agreements to LNG plants: contract terms and negotiations.
- Impact of upstream agreements on buyer decision-making and risk management.

Unit 7: Key LNG Sales Agreements:

- The essentials of LNG markets and sales contracts.
- Price structures in LNG sales agreements and the role of price escalation.
- Master sales agreements and their importance in global LNG trade.
- Key LNG transportation agreements: shipping requirements and flexibility in transportation.
- Buyer-driven negotiation points in sales agreements: pricing, delivery terms, and security of supply.

Unit 8: Key LNG Regasification Agreements, Management, and Operations:

- The latest developments in LNG import terminals and regasification processes.
- Terminal use agreements and scheduling operations for LNG regasification.
- Access to gas transmission networks, addressing quality issues.
- Power market evaluation and the integration of LNG into local energy markets.
- Effective risk management in regasification: commercial, technical, and project risk matrices.
- Managing disputes and mitigating risks in LNG operations from a buyer's perspective.

Unit 9: Financing LNG Projects:

- Essentials of LNG project financing and the various financing options available.
- Understanding the role of financing in the development of LNG infrastructure.
- Evaluating the financial risks associated with LNG projects.
- Overview of capital market participation in LNG financing and structuring.
- How do financing structures affect the Buyer's position and risk profile in LNG projects?

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Unit 10: Managing LNG Projects and the Buyer's Perspective:

- Understanding the Buyer's perspective in LNG transactions and agreements.
- Key buyer interests: price stability, supply security, and flexibility in contract terms.
- Analyzing buyer-driven risks in LNG agreements, including price volatility and supply disruptions.
- Strategies to protect buyer interests through flexible contract clauses e.g., destination clauses, force majeure.
- Managing Buyer's expectations regarding LNG delivery, quality, and storage.
- Buyer-driven commercial terms: long-term contracts versus short-term contracts.
- Evaluating the impact of contract duration and volume flexibility on the Buyer's risk exposure.
- The role of buyers in influencing pricing mechanisms in LNG contracts.
- Key buyer negotiation tactics to mitigate risks in LNG contracts.
- Future trends and the evolving role of buyers in the global LNG market.
- Strategic recommendations for buyers on managing price risks and securing favorable LNG contracts.

Conclusion:

The LNG Financing and Commercial Management training course provides an understanding of LNG management, emphasizing the Buyer's perspective in sales agreements. Participants will gain valuable insights into LNG financing, commercial operations, risk management, and the evolving LNG market. It focuses on better serving the Buyer's interests and equips professionals with the tools to navigate key drivers, risks, and mitigation strategies in LNG transactions. With an understanding of LNG pricing, contract structures, and commercial management, they will prepare to excel as LNG commercial managers, operators, and finance professionals in this dynamic and growing industry.