



## Gas/LNG Contracts: Structures, Pricing & Negotiation

Due to the complex geopolitical nature of gas/LNG sourcing and long term nature of gas transactions between buyers and sellers, it is commercially prudent for those involved in this process to know the global gas/LNG supply situation, available methodologies for price determination, contract structure and negotiation techniques. Any misjudgement in any of these areas could result in wrong sourcing decisions, significant adverse financial consequences and legal liabilities.

This course has, therefore, been designed to enable the professionals in the gas sector and gas advisory services to make right sourcing decision, construct gas/LNG contracts and negotiate from a position of strength and knowledge in order to gain a competitive edge in the process. The course aims:

- *To highlight the global spread of gas/LNG sources with their strengths and weaknesses*
- *To explain the underlying principles and provide hands on experience of formulation of Gas/LNG Sales and Purchase Agreement (GSPA)(SPA) and Gas Transportation Agreement (GTA) between buyers, sellers and transporters of natural gas and LNG*
- *To explain the principles and provide working knowledge of pricing of natural gas and LNG in a competitive gas market with reference to other competing fuels and under gas to gas competition and determination of transportation tariff. The course contains detailed references to open access system, regulatory control and entry/exit methodologies, for transportation tariff determination*
- *To acquaint the participants of the current developments in international LNG and gas trading activities in Europe, USA, Middle East, Atlantic and Mediterranean basins and Asia Pacific region with specific reference to unconventional gas sources such as shale gas*
- *To analyse the commercial and geopolitical aspects of gas transit across international boundaries, the comparative position of transportation by LNG and pipeline, GTL and CNG by ship, floating versus onshore liquefaction and regasification terminals (FSRU, SPV etc.)*
- *To provide a comprehensive guide to contract negotiation techniques*
- *To explain the fundamentals of hub linked gas trading, spot markets and arbitrage*

## Venue

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September 10, 2018 - September 14, 2018



Port of Spain, Trinidad and Tobago

## Contact information

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**Infocus**

Singapore