

## LNG Commercial Management

*Rome (Italy)*

*3 - 7 November 2025*

UK Training

# PARTNER



## LNG Commercial Management

Code: OG28 From: 3 - 7 November 2025 City: Rome (Italy) Fees: 4900 Pound

### Introduction

Liquefied Natural Gas LNG is natural gas that has been cooled to  $-160^{\circ}\text{C}$  for easy storage, transportation, and distribution. As the world's energy needs continue to rise, LNG is becoming a vital source of energy, with its potential expected to grow significantly in the future. LNG currently accounts for 22% of the global energy supply and is considered the most energy-efficient fossil fuel, offering substantial energy-saving benefits compared to oil or coal. Moreover, it serves as a key source of hydrocarbons for petrochemical feedstock and elemental sulfur.

This 5-day interactive LNG Supply, Demand, & Pricing Industry training course is designed to equip managers and professionals with in-depth knowledge of the entire LNG value chain. The course will provide comprehensive insights into LNG production, storage, transportation, distribution, and pricing, with a focus on LNG economics, risk management, and commercial operations. Participants will gain essential skills in understanding the dynamics of LNG markets, including commercial property management, and enhance their ability to make informed business decisions in this fast-growing sector.

### Course Objectives

Upon completion of this training, participants will:

- Gain a comprehensive understanding of the LNG value chain, from exploration and development to shipping and distribution.
- Learn about the dynamics of LNG economics, including pricing structures and export models.
- Understand the various LNG commercial contracts and agreements, including sales, marketing, and project risks.
- Gain practical knowledge of LNG risk management strategies to mitigate potential project risks and ensure profitability.
- Learn about the commercial property management aspects within LNG projects, from facilities management to cost evaluations and risk assessments.

### Course Outlines

#### Day 1: Setting the Introductory LNG Scene in the Energy Industry

- Introduction to LNG Industry  
Overview of LNG as a vital part of the global energy mix and its growing role in addressing future energy needs.
- Exploration, Development, and LNG Production  
The steps involved in LNG production, from exploration to the operational aspects of the facility.



- **Cost and Value Drivers**  
Understanding shareholder expectations and cost drivers in LNG projects.
- **LNG Value Chain**  
Detailed look at the LNG value chain from wellhead to burner tip, and the key players involved: governments, NOCs, IOCs, banks, and insurers.
- **Natural Gas Value Chain**  
Exploration and production, processing, sales gas transmission, underground storage, and distribution.
- **Global LNG Markets**  
Where and who are the producers and users of LNG, and the key LNG projects currently under development.
- **Gas Conditioning Processes**  
Techniques for removing excess water and contaminants, as well as NGL separation.

## Day 2: Essential Logistics of LNG

- **Nitrogen Rejection Processes**  
Overview of cryogenic processes, absorption processes, and membrane separation for efficient LNG logistics.
- **LNG Transportation Logistics**  
Systems for transporting LNG, including vapor recovery systems, sampling, and LACT units.
- **Pipeline Components and Operations**  
Key infrastructure required for natural gas transportation, such as compressors, valves, and control stations.
- **Transportation of LNG**  
Insight into major LNG exporting and importing nations, and their roles in the global LNG market.

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

- **LNG Pricing Structures and Price Dynamics**  
Exploration of regional pricing disparities and LNG pricing benchmarks used in global trade.
- **Oil-Linked LNG Pricing**  
How oil prices impact LNG pricing and global market dynamics.
- **Key Project Risks**  
Identification of commercial drivers for project success, risk management strategies, reserves definitions, and cost overruns.
- **Maximizing Profitability of Gas Plant Assets**  
Techniques for evaluating gas plant assets, including return on investment analysis and profitability analysis.



- Business Evaluation and Portfolio Management  
Strategic approaches to managing LNG projects and portfolios to maximize returns and minimize risks.

#### Day 4: Building a 350 MW Power Plant: LNG as a Fuel Source

- Incorporating LNG in Power Generation  
Understand the technical and operational aspects of using LNG as a fuel source for large-scale power plants.
- Environmental and Economic Benefits  
Evaluate the sustainability and financial advantages of LNG in power plant operations.
- LNG Project Financing and Management  
Key considerations for financing LNG projects, including capital markets, structured recourse financing, and risk management.
- Project Management Process  
The stages of LNG project management, including quality controls, dispute prevention, and arbitration.

#### Day 5: LNG Agreements, Regulations, and Future Trends

- LNG Agreements  
Overview of LNG supply purchase agreements SPA, upstream agreements, EPC contracts, and shipping arrangements.
- Regulations and Market Impacts  
The role of regulations in the LNG industry, including environmental impact assessments and fiscal regimes worldwide.
- Future LNG Trends  
Analysis of current and future trends in LNG markets, the impact of shale gas, and the rise of mid and small-scale LNG.
- Floating LNG Business  
The benefits of floating LNG systems and the integration of LNG in maritime and land transport fuel markets.

#### Why Attend this Course: Wins & Losses!

- Comprehensive LNG Understanding: Attendees will gain a solid grasp of the LNG value chain, from production to distribution, and its commercial impact.
- Informed Decision-Making: Learn how to navigate LNG pricing structures and understand the key drivers of LNG economics, ensuring better business decisions.
- Risk Mitigation: The course will equip participants with strategies to identify and manage risks associated



with LNG projects, including LNG risk management and project financing.

- **Enhanced Commercial Property and Facilities Management Knowledge:** Learn about commercial property management in the LNG industry, helping you to manage both physical assets and business operations effectively.
- **Future-Proof Knowledge:** Understanding future LNG trends and how to leverage emerging technologies and markets to stay ahead of industry shifts.

## Conclusion

This LNG Supply, Demand & Pricing training course will provide participants with a detailed understanding of LNG's critical role in the global energy landscape. By covering everything from production and logistics to pricing and risk management, participants will be equipped to make informed decisions in LNG projects, enhance their understanding of commercial contracts management, and drive profitability in their organizations. Whether you're an LNG commercial manager, project financier, or business strategist, this course will prepare you for success in the ever-evolving LNG market.



# Blackbird Training Cities

## Europe



Malaga (Spain)



Sarajevo (Bosnia and Herzegovina)



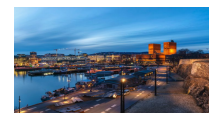
Oporto (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France)



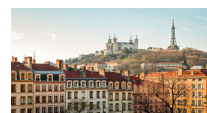
Bordeaux (France)



Copenhagen (Denmark)



Birmingham (UK)



Lyon (France)



Moscow (Russia)



Stockholm (Sweden)



Podgorica (Montenegro)



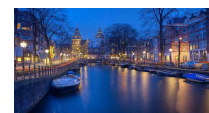
Batumi (Georgia)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)  
(Switzerland)



Paris (France)



Athens (Greece)



Barcelona (Spain)



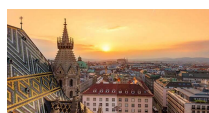
Munich (Germany)



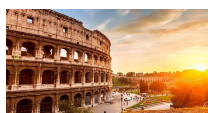
Geneva



Prague (Czech)



Vienna (Austria)



Rome (Italy)



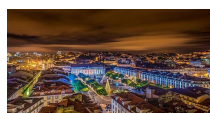
Brussels



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Zurich



Manchester (UK)



Milan (Italy)





## Blackbird Training Cities

### USA & Canada



Los Angeles (USA)



Orlando, Florida (USA)



Online



Phoenix, Arizona (USA)



Houston, Texas (USA)



Boston, MA (USA)



Washington (USA)



Miami, Florida (USA)



New York City (USA)



Seattle, Washington (USA)



Washington DC (USA)



In House



Jersey, New Jersey (USA)



Toronto (Canada)

### ASIA



Baku (Azerbaijan)  
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Melbourne (Australia)  
Korea



Phuket (Thailand)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City (Kuwait)



Seoul (South)



Pulau Ujong (Singapore)



Irbid (Jordan)



Jakarta (Indonesia)



Amman (Jordan)



Beirut



## Blackbird Training Cities

### AFRICA



Kigali (Rwanda)



Cape Town ( South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



Tangier (Morocco)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)





## Blackbird Training Clients



MANNAI Trading  
Company WLL,  
Qatar



Alumina Corporation  
Guinea



Booking.com  
Netherlands



Oxfam GB International  
Organization,  
Yemen



Capital Markets  
Authority,  
Kuwait



Waltersmith Petroman Oil Limited  
Nigeria



Qatar National Bank  
(QNB),  
Qatar



Qatar Foundation,  
Qatar



AFRICAN UNION ADVISORY  
BOARD ON CORRUPTION,  
Tanzania



KFAS  
Kuwait



Reserve Bank of  
Malawi,  
Malawi



Central Bank of Nigeria  
Nigeria



Ministry of Interior  
Kingdom of Saudi Arabia  
KSA



Mabruk Oil Company  
Libya



Saudi Electricity  
Company,  
KSA



BADAN PENGELOLA  
KEUANGAN Haji,  
Indonesia



NATO  
Italy



ENI CORPORATE  
UNIVERSITY,  
Italy



Gulf Bank  
Kuwait



المؤسسة العامة للتأمينات الاجتماعية  
General Organization for  
Social Insurance  
KSA



Defence Space Administration  
Nigeria



National Industries  
Group (Holding),  
Kuwait



Hamad Medical  
Corporation,  
Qatar



USAID  
Pakistan



STC Solutions,  
KSA



North Oil company,



EKO Electricity



Oman Broadband



UNITED NATIONS  
UN.



هيئة تنظيم الكهرباء - عمان  
AUTHORITY FOR ELECTRICITY REGULATION, OMAN  
Authority for

UK Training  
**PARTNER**



## Blackbird Training Categories

### Management & Admin


Entertainment & Leisure  
Professional Skills  
Finance, Accounting, Budgeting  
Media & Public Relations  
Project Management  
Human Resources  
Audit & Quality Assurance  
Marketing, Sales, Customer Service  
Secretary & Admin  
Supply Chain & Logistics  
Management & Leadership  
Agile and Elevation

### Technical Courses

Artificial Intelligence (AI)  
Hospital Management  
Public Sector  
Special Workshops  
Oil & Gas Engineering  
Telecom Engineering  
IT & IT Engineering  
Health & Safety  
Law and Contract Management  
Customs & Safety  
Aviation  
C-Suite Training



 International House 185 Tower Bridge  
Road London SE1 2UF United Kingdom

 +44 7401 1773 35  
+44 7480 775526

 Sales@blackbird-training.com

 www.blackbird-training.com

