# LNG Commercial Management

27 – 31 December 2026
Istanbul (Turkey)



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## Introduction

Liquefied Natural Gas LNG is natural gas that has been cooled to -160°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 1-week 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.

