

2019

LNG business development workshops



LNG-Worldwide Ltd 2019



The LNG Business Development Workshop

Designed for delegates who are involved in developing new import projects in consuming markets-involving gas for power or gas for industrial / commercial distribution.

Suitable for a group of up to 12 people

2 full days 7 hours with 3 breaks per day

Typical slide count: Day 1: 40-50 Day 2: 20-30 slides plus interactive exercises distributed as PDFs

The workshop objectives are:

1. To understand buyers needs in new downstream import projects
2. To understand the range of business models supporting new land based regas and FSRUs for downstream entry including gas to power projects
3. To understand risk, define, quantify and mitigate risk in business developments – using the commercial risk matrix model
4. To review current LNG contracting trends which support new business development opportunities

The “LNG Business Development Workshop” is designed for those who want to understand the changes in new buyers needs and the new risks that sellers have to manage in order to grow new demand. In support of this, the workshop will show the adaptive commercial business models used by sellers who are actively developing new market entry, or new applications for LNG. This will include more integrated projects the effective use of the global portfolio business model and partnerships that are developing.

Real life examples will be used

The trends in contracting for new buyers will also be discussed to illustrate the changes which are coming to the business over the next few years. These add more risks and the changing commercial characteristics of new buyers will be assessed against risks that both buyer and seller will have to manage and how these risks are tending to be distributed.

The value of flexibility and cost competitiveness of LNG compared to other fuels will be discussed. Smaller scale, more remote sitings for import capacity and the use of FSRUs will be discussed as part of new trends

Key topics

- New demand growth by country and by application to 2025: where is it centred? who are the players?
- Commercial characteristics of new buyers including size of imports, duration of contracts, take or pay %, credit worthiness, speed to transact, flexibility required and risk of non-performance
- Identifying, measuring and managing commercial risks using a risk matrix model – illustrations how to apply it to a variety of risks including Force Majeure and demurrage
- Modern contracting structures for new import projects – who needs what? How core clauses need to be developed early and a proposed structured approach for buyers and sellers to use to negotiate a balanced Sales and Purchase Agreement
- 2 Case studies of new import projects using different business models and illustrating risk-controlled BD.
- New pricing options being developed in Asian BD - Interactive discussion on considerations when designing and building up pricing clauses.