

# **LNG Commercial Management: Markets, Pricing, and Hedging**

Oil & Gas Engineering  
Toronto (Canada)  
14 - 25 Jul 2025

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A large, detailed image of chess pieces on a checkered board. In the foreground, a gold king piece stands prominently on a light square. To its left, a silver pawn is on a dark square. Further back, another silver pawn is visible. The background features concentric circles and a checkered pattern, suggesting a strategic or competitive theme.

## LNG Commercial Management: Markets, Pricing, and Hedging

**Ref:** 321818\_147559 **Date:** 14 - 25 Jul 2025 **Location:** Toronto (Canada) **Fees:** 7900 **Euro**

### Course Description

This intensive 10-day course provides a comprehensive understanding of LNG commercial management, focusing on market dynamics, pricing mechanisms, and hedging strategies. Participants will gain in-depth knowledge of the global LNG industry, contract structures, risk management techniques, and advanced trading strategies. The course combines theoretical concepts with practical applications, preparing professionals to excel in the complex LNG market landscape.

### Learning Objectives

- Analyze global LNG market trends and their impact on commercial strategies
- Develop proficiency in LNG pricing mechanisms and contract negotiations
- Master risk management techniques specific to the LNG industry
- Design and implement effective hedging strategies for LNG transactions
- Understand the intricacies of LNG project financing and investment decisions

### Course Modules

#### Day 1: Introduction to Global LNG Markets

- Overview of the LNG value chain
- Key players and stakeholders in the LNG industry
- Global supply and demand dynamics
- Emerging trends and market developments

#### Day 2: LNG Contract Structures and Negotiations

- Types of LNG contracts long-term, short-term, spot
- Key contract terms and conditions
- Negotiation strategies and best practices
- Case studies of successful LNG contracts

#### Day 3: LNG Pricing Mechanisms

- Oil-linked vs. gas-indexed pricing
- Hub-based pricing and regional differences
- Price review mechanisms and renegotiations
- Pricing formulas and calculations

The logo for UK Training Partner, featuring the text 'UK Training' in a small font above the word 'PARTNER' in a large, bold, black font. The background of the logo is a stylized chessboard with several chess pieces (a king, a queen, a rook, and a pawn) in gold and silver, set against a background of concentric circles.

#### **Day 4: Risk Management in LNG Transactions**

- Identifying and assessing LNG-specific risks
- Credit risk management strategies
- Operational and logistical risk mitigation
- Regulatory and geopolitical risk considerations

#### **Day 5: Introduction to LNG Hedging**

- Fundamentals of financial derivatives in LNG markets
- Futures, forwards, and swaps for LNG
- Options strategies for LNG price risk management
- Basis risk and cross-commodity hedging

#### **Day 6: Advanced Hedging Techniques**

- Designing optimal hedging strategies
- Dynamic hedging and portfolio management
- Hedging LNG shipping and regasification exposures
- Quantitative models for hedge effectiveness analysis

#### **Day 7: LNG Trading and Optimization**

- Spot market trading strategies
- Arbitrage opportunities in global LNG markets
- Portfolio optimization techniques
- Trading desk operations and best practices

#### **Day 8: LNG Project Financing and Investment**

- Financial structures for LNG projects
- Risk allocation in project finance
- Investment analysis and decision-making tools
- Case studies of successful LNG project financing

#### **Day 9: Regulatory Framework and Compliance**

- International LNG trade regulations
- Environmental regulations and their impact on LNG
- Sanctions and trade restrictions
- Compliance best practices for LNG companies

#### **Day 10: Future of LNG Markets and Innovation**

- Emerging technologies in LNG production and transportation
- Small-scale LNG and new market opportunities
- LNG as a transition fuel and environmental considerations

A graphic of a chessboard with several chess pieces, including a king, queen, and pawns, arranged on it. The board is white and black, and the pieces are gold and silver.

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- Digital transformation in LNG trading and operations

## Practical Wins for Participants

- Develop a comprehensive LNG market analysis framework
- Create and implement effective LNG hedging strategies
- Optimize LNG contract negotiations and pricing structures
- Design a risk management plan for LNG trading operations

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