

ISTANBUL, TURKEY **23-25 JUNE 2009**



# GLOBAL LNG CONGRESS

## MAINTAINING A COMPETITIVE ADVANTAGE, SECURITY OF SUPPLY AND INNOVATION

### KEY SPEAKERS INCLUDE:

Somchai Sintharapantorn, Executive Vice President Natural Gas Supply and Trading, **PTT PLC**  
Ingolf Hoven, Director of Gas and Oil Trading, **E.ON ENERGY TRADING**  
Naim Sarafat, LNG Project Director, **SUI SOUTHERN GAS COMPANY (SSGC)**  
Oktay Sen, General Manager, **OMV GAZ VE ENERJI**  
Rudolf Huber, Head of Business Development, **ECONGAS**  
Angelica Nunez Anico, Director of Legal affairs, **STREAM REPSOL - GAS NATURAL LNG**  
Alejandro Sanchez Gestido, Head of LNG, **EGL AG**  
Fortunato Costantino, Head of LNG, **OMV**

### BENEFITS OF ATTENDING

- **LEARN** how you can build flexibility into your contracts and benefit from hearing from the leaders in the industry
- **NETWORK** with the leading players in the LNG industry and informally discuss strategies to overcome your greatest challenges
- **HEAR** how the global financial crisis has impacted the LNG market and what effect this will have on terminals currently under construction
- The **ONLY LNG** conference covering the entire LNG value chain from extraction to trading ensuring that you take away the key points that enable you to enhance your returns
- **GENERATE** profits by exploiting emerging spot-trading and arbitrage opportunities in the LNG market

[www.theenergyexchange.co.uk/lng09](http://www.theenergyexchange.co.uk/lng09)

### MEDIA SPONSORS

# GLOBAL LNG CONGRESS

## WHY THIS CONFERENCE?

The Global LNG Congress is the latest in The Energy Exchange's series of gas conferences which have been developed over the past 11 years. These events have achieved worldwide recognition within the gas sector, through the organisation of global, high level, strategic conferences.

This event will bring together 250 Senior LNG experts to discuss and debate the challenges faced in the evolving market. Setting effective price mechanisms, successfully negotiating contracts and FLNG will feature in the detailed programme from senior level executives and you will be able to take away innovative strategies, techniques and key insights from LNG leaders to ensure you stay ahead in this global market.

Securing LNG supplies features high on governments' agenda and the emergence of LNG regasification terminals throughout the world has, until recently seen an unprecedented rise in demand. As new LNG comes on stream will the prices reduce and the market turn to a buyer's market? How much will the spot market emerge as an alternate source of supply and will there be more innovation and flexibility in LNG contracts?

The difficulties of onshore LNG projects have made way for Floating LNG which offers an increasingly important method of bringing stranded gas to market. A recent report outlined the FLNG market is poised to be worth \$8.5 Billion by 2015. Can you afford not to be a part of this exciting market?

The LNG business model has evolved over the past few years and although prices are still largely regional, LNG is now viewed as a global business



model. As LNG becomes more prominent in all our regional conferences, there is a desire to meet, discuss and debate the global challenges in one location. Taking place in Istanbul, this is the ideal location for Asian, Middle Eastern and European peers to meet and discuss the challenges that are currently faced including:

- Assessing the evolving LNG business model – which fundamentals are still valid?
- Creating strategies to securing supply in current market conditions
- LNG trading – accessing liquidity in the market
- Developing destination flexibility and innovation in new contracts
- Unlocking stranded gas fields with FLNG, FPSO, FSRU
- Examining the impact of market volatility on global LNG pricing
- Analysing the investment risk when entering the market

The Global LNG Congress will be complimented by 2 timely pre conference master-classes addressing the challenges of obtaining project finance and the changing fundamentals of LNG. These interactive sessions are your opportunity to delve deeper and debate the fundamentals that are challenging the industry today leaving you with innovative strategies and techniques to implement when back in your office.

## ABOUT THE ENERGY EXCHANGE

The Energy Exchange has achieved worldwide recognition for the organisation of high level, strategic and technical conferences within the upstream oil and gas sectors. Our industry events are renowned as market leaders within this global industry. Due to our strong and long standing relationships with governments and all of the major oil and gas producers worldwide, we ensure our events consistently tap into the key issues affecting the industry and we bring together the principle influencers to share their thoughts, ideas and vision with you, our audience.

Our annual events take place across the globe in Europe, CIS, Russia, Middle East and Asia. They take centre stage in the oil and gas calendar together with our awards which are increasingly becoming a sought after commodity to highlight best practice excellence within the industry.

## WHO SHOULD ATTEND?

- Heads of LNG, Presidents, Vice Presidents, Managing Directors, Senior Executives from Oil and Gas Majors, Consultants, Lawyers and Engineering Companies
- Strategy Directors and Business Development Directors
- Engineering and Technology Manufacturers, Contractors and Providers
- Operations Directors Project Management Specialists
- Industry Analysts and Consultants
- Heads of FLNG
- Managing Directors
- CEO/COO
- VPs Gas and Power
- Technology Managers
- LNG Traders
- LNG Strategists
- LNG Analysts
- Project Financiers

## WHAT DELEGATES SAY ABOUT THE ENERGY EXCHANGE'S GAS EVENTS:

"I am honoured to be joining the speaking panel at The European Gas Conference. This is a timely and important event and one which we are delighted to be hosting with the Energy Exchange."

**Wolfgang Rutenstorfer, CEO and Chairman of the Executive Board, OMV**

"The Energy Exchange Conferences are always very well organized events. They have a balanced agenda, competent speakers and always provide added value to my time spent at any of their events."

**Andrei Konoplyanik, Deputy Secretary General, ENERGY CHARTER SECRETARIAT**

"The Energy Exchange consistently produces high quality conferences that attract attendees from all the oil and gas sector companies and has developed an excellent reputation within the Middle East. ADNOC has been delighted to sponsor, co-host and speak at the major events organized by The Energy Exchange and wish them every success for the future."

**H.E. Abdulla Nasser Al Suwaidi, Deputy CEO and Director, Exploration and Production, ABU DHABI NATIONAL OIL COMPANY (ADNOC)**



## PRE-CONFERENCE MASTERCLASSES: TUESDAY 23RD JUNE

### PROJECT FINANCE:

#### Rationale:

Previously governments were seen as a safe counterparty for investment risk. More recently projects have increasingly relied on sponsors to help fund them. In the current economic climate there is an even greater need to understand project financing techniques, structures and risk mitigation for LNG projects. This masterclass will delve into the specifics and enable you to better understand and overcome the challenges of project financing.

#### Benefits:

- Overcome LNG risk management challenges and techniques
- Gain an insight into the legal and contractual issues of LNG contracts
- Effectively manage project finance structures

### DEVELOPING LNG BUSINESS MODELS:

#### Rationale:

The world of LNG has been through mind boggling changes since the European Union increased the pressure on energy market liberalisation. Nowadays, contracting has gained more complexity; there are larger numbers of players in the game and greater - or even different - challenges posed by a more commercial project environment as opposed to the political deals of the past. This practical session will foster your understanding of the core fundamentals of the LNG world and will help you determine what still holds true and what has definitely changed beyond recognition.

#### Benefits:

- Develop an adequate strategy for your company by fully understanding the physical and commercial realities of LNG
- Minimise the risk of your investment by identifying the key questions you need to ask yourself before entering the LNG business
- Determine how LNG will impact your traditional structures
- Overcome the challenges within Multi-user Terminal Access agreements by investigating how they differ from what has been done in the past

Masterclass host: Rudolf Huber, Head of Business Development, **ECONGAS**

19:00 Pre conference registration and welcome reception



## MAIN CONFERENCE DAY ONE: WEDNESDAY 24TH JUNE

08:00 Registration and coffee

09:00 Opening welcome address

Ministry of Energy and Natural Resources, Republic of Turkey\*

09:20 Business card exchange

### 09:30 Assessing the evolving LNG business model – Which fundamentals are still valid?

- Assessing the LNG business model over the last 2 years and how has the industry evolved?
- Which fundamentals are still valid: project finance, long term partnerships?
- How will LNG demand be met? Will the Middle East and Asia developments affect the European gas market?
- Understand how the supply/demand balance is set to equalise with new liquefaction terminals opening
- What does the future hold for the LNG markets? Where are the emerging opportunities?

11:00 Coffee Break

### 11:30 Creating strategies to secure supply in current market conditions

- Will Europe see a strategic shift from pipeline and how will this impact the sources of supply into established markets?
  - Will this lead to price discrimination for EU member states?
- Pakistan Mashal LNG Project – A case study
- What effect does Asia's buying have on Europe and how will the relationship between producing and consuming nations develop?
- Will the emergence of new liquefaction terminals meet the demand?
- Take advantage of the new challenges & opportunities in Asian & North American markets in your LNG portfolio
- Addressing the changing relationship between IOCs and NOCs

13:00 Lunch

### Stream A – Commercial Strategy Sessions

#### TRADING AND PRICE MECHANISMS

##### 14:30 LNG trading – accessing liquidity in the market

- Determine the effect of pricing discrepancies between different hubs and how can you effectively benefit from this?
- Do spot-cargoes command a premium in the marketplace and how much of your LNG portfolio should you set aside for short-term spot-trading?
- Understand how a strategic LNG move from Atlantic basin to Asian basin can result in LNG arbitrage

15:30 Coffee break

##### 16:00 Price Mechanisms

- Short and Long Term price correlations - impact on trading strategies
- Can LNG markets continue to benefit from a lack of global pricing structure? Will LNG follow oil to become a global commodity?
- Assessing the price differentiators on a short and long term basis
- Achieving greater returns through LNG based on a basket of indices and market based formula
- Assessing the impact of market volatility on global LNG pricing

### Stream B – Technology Sessions

#### ACCESSING AND LIQUEFYING STRANDED GAS WITH FLNG, FPSO FSRU TERMINALS

##### 14:30 Unlocking Stranded LNG Fields With FLNG

- Rationalising the commercial viability of large scale Floating LNG production terminals
- Minimising health and safety risks through efficient design, planning and staff training
- Overcoming the design challenges of FLNG and can onshore technical capabilities be duplicated?
- Update on key projects and milestones achieved

##### 16:00 Creating a complete offshore LNG value chain

- Calculating the risk of tandem or side mooring transferring technology
- Considering the economies of scale of offshore terminals, how can this be cost efficient
- Assessing the LNG transfer technology in arctic conditions
- Mitigating and assessing risk offshore
- Reviewing risk based management, safety, reliability, and new innovations for FLNG
- Overcoming the technical challenges to access remote and stranded gas fields:
  - Onboard Liquefaction
  - Offloading

17:30 Close of day one

18:00 Drinks reception

For the latest confirmed speakers and conference programme visit [www.theenergyexchange.co.uk/Ing09](http://www.theenergyexchange.co.uk/Ing09)

## MAIN CONFERENCE DAY TWO: THURSDAY 25TH JUNE

**08:00** Registration and coffee

**09:00** Opening welcome address and business card exchange

### 09.10 Contract risk management

- Adapting LNG Contracts to new market requirements:
  - Main terms in an LNG contract
  - Recent changes in the LNG market
  - New commercial terms
  - Dispute resolution
- Will the length of long term contracts reduce as companies manage their risks and look for LNG arbitrage?
- Developing destination flexibility and innovation in new contracts to react to market conditions
- Building third party trade agreements into your contracts to further your flexibility
- Creating flexibility in contracts with effective price formula in sale and purchase agreements
- Could flexibility in contracts lead to more spot trading and distort the market?
- Building diversity and quality into your LNG portfolio for sustainable LNG pricing

**10:30** Coffee break

### 11:00 LNG business models - shipping and terminals

- Effectively utilising techniques and strategies for arbitrage and shorting on spot cargoes – which market conditions are more conducive for shorting?
- Amending the terms and clauses in your LNG contracts to accommodate spot trading for more flexibility
- Developing your vessel management portfolio to optimise performance
- Aligning processes and procedures to ensure your KPIs are met in health and safety, costing and environmental impact
- Seamlessly reducing costs whilst ensuring quality is not compromised on board
- What impact do the increasing operating costs have on profit margins and how can these costs be reduced?

**12:30** Lunch

### 14:00 Project finance – LNG investment

- Overcoming the political and financial challenges of LNG investment
- Will the scarcity of project finance see a reduction in the number of terminals being built or put on hold and how will this impact the supply of LNG?
- Calculating the risks associated with accessing capital within the market
- Assessing the key factors required for project finance in this current economic climate

- Understanding the role of long term contracts in securing project finance
- Balancing lower production and raw material costs with the credit crunch – analysing the risk when entering the market

**15:30** Coffee break

### 16:00 Interactive concluding voting panel discussion followed by roundtable discussions

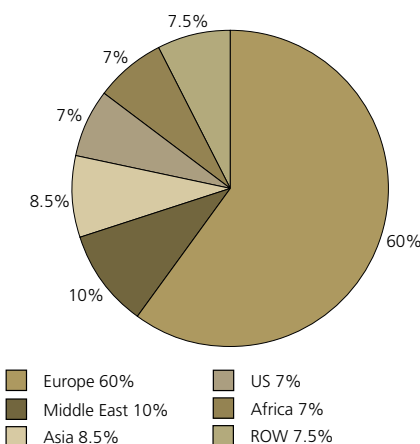
#### Panel Leader:

Oktay Sen, General Manager, **OMV GAZ VE ENERJI**

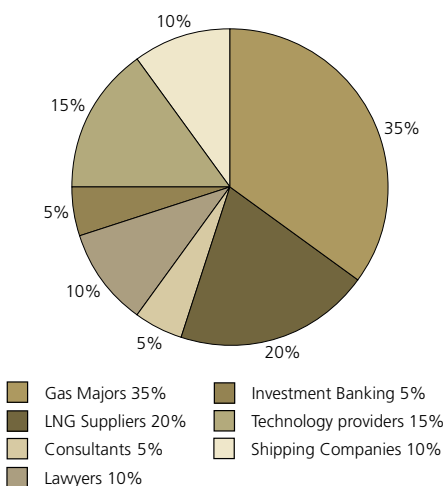
These interactive and informal discussion groups are a highlight of the conference. This is the time we set aside for you to ensure that you have an opportunity to join a table to discuss a specific topic. This way you have the opportunity to discuss with others a theme that is most important to you.

**17:30** Close of conference

### EXPECTED GEOGRAPHIC BREAKDOWN



### INDUSTRY BREAKDOWN



## EARLY CONFIRMED SPEAKERS INCLUDE:



Naim Sarafat,  
LNG Project  
Director, **SUI  
SOUTHERN  
GAS COMPANY  
(SSGC)**



Rudolf Huber,  
Head of Business  
Development,  
**ECONGAS**



Ingolf Hoven,  
Senior Vice  
President  
Energy Trading,  
**EON ENERGY  
TRADING**



Somchai  
Sintharapantorn,  
Executive Vice  
President Natural  
Gas Supply and  
Trading, **PTT PLC**



Alejandro  
Sanchez Gestido,  
Head of LNG,  
**EGL AG**



Fortunato  
Costantino,  
Head of LNG,  
**OMV**



Max Vauthier,  
President, **LNG  
BROKERS**



Sveinung Støhle,  
President and  
CEO, **HØEGH  
LNG**



Nicolas Jestin,  
Head LNG  
Floating  
Facilities,  
**SAIPEM SA**



Osamede  
Okhomina,  
CEO, **ENERGY  
EQUITY  
RESOURCES  
EER**



Olga  
Vedernikova,  
LNG Ship Broker,  
**LNG SHIPPING  
SOLUTIONS**

Mark Van Stiphout, DG TREN UNIT,  
**C2 EUROPEAN COMMISSION**

Oktay Sen, General Manager,  
**OMV GAZ VE ENERJI**

Angelica Nunez Anico, Director of  
Legal affairs, **STREAM REPSOL - GAS  
NATURAL LNG**

Senior Representative (to be named)  
**TOTAL GAS AND POWER**

Javier Saez, LNG Business Development,  
Upstream Direction,  
**GASNATURAL GROUP**





# REGISTRATION FORM

## GLOBAL LNG CONGRESS 2009

ISTANBUL, TURKEY **23-25 JUNE 2009**

MAINTAINING A COMPETITIVE ADVANTAGE, SECURITY OF SUPPLY AND INNOVATION IN THE EVOLVING AND GLOBALISING LNG MARKET

### 5 EASY WAYS TO REGISTER

 [www.theenergyexchange.co.uk/lng09](http://www.theenergyexchange.co.uk/lng09) @ [p.gambarini@theenergyexchange.co.uk](mailto:p.gambarini@theenergyexchange.co.uk)  +44 (0) 20 7067 1800 or +44 (0) 1242 529 090  
 +44 (0) 20 7430 9513 or +44 (0) 1242 582 157  The Energy Exchange, 4th Floor, 86 Hatton Garden, London, EC1N 8QQ

### REGISTRATION FEE

- ☐ Main Conference €2000 / \$3150  
☐ Main Conference and Masterclasses €2795 / \$4515  
☐ I am unable to attend but would like to purchase the proceedings €600 / \$840

VAT will be charged at the appropriate rate where applicable.

### DELEGATE DETAILS

Title	First Name	Last Name	Job Title	Email

To register more than 3 delegates, please photocopy this booking form. Group discounts are available from more than 3 registrants, please email [p.gambarini@theenergyexchange.co.uk](mailto:p.gambarini@theenergyexchange.co.uk) for further information.

Company Name

Nature of Business

Address

City

State/County

Country

Zip/Postcode

Telephone

Fax

Authorised by

Signature

Company CEO / MD

Head of Gas Supply

Head of LNG Supply and Marketing

Head of Business Development

☐ I have read and understood the terms and conditions

### ADMINISTRATION DETAILS

Accounts payable contact

Title First Name Last Name

Telephone Email EU customers VAT number

### PAYMENT DETAILS – Please tick your chosen method of payment

I will pay by bank transfer/invoice ☐

I will pay by credit card ☐

Visa ☐ Mastercard ☐ Amex Credit ☐ Card Number

Issue No  Expiry Date  IBAN No

Name of cardholder Address

Signature of cardholder:

#### PAYMENT – TERMS AND CONDITIONS CONFIRMATION:

Our official confirmation, invoice and hotel booking details will be emailed to you within 3 days of receiving your registration.

#### PAYMENT:

Payment of the full delegate fee is due 14 days after the invoice date, or immediately, if the registration is made within one month of the event. Our invoice will show your registration fee in three currencies: UK Pounds, Euros and US Dollars. Our full bank account details are on the invoice.

Please note your booking is valid only after full payment is received. We recommend you check with your Finance Department that payment has been made before travelling to the Conference.

#### CANCELLATIONS:

Made one month prior to the start of the conference will be refunded less a 50% administrative charge. Refund will be made after the conference. Made within one month of the start date of the conference will receive no refund. Substitutes are acceptable at any time.

#### FORCE MAJEURE:

Please note that in case of force majeure The Energy Exchange is relieved of all obligations. Force majeure includes any circumstances beyond the will of The Energy Exchange, that impedes permanent or temporary compliance with the obligations, such as 'acts of god' including war, danger of war, government regulations, revolts, strikes, transportation difficulties, fire or severe disturbances affecting the conference organisation or its suppliers.

#### ADMINISTRATION – TERMS AND CONDITIONS

##### OFFICIAL VENUE AND HOTEL ACCOMMODATION

The conference will take place in CEYLAN INTERCONTINENTAL, ISTANBUL.

The cost of hotel accommodation is not included in the conference fee.

Please contact Natasha Harwood via email on [n.harwood@theenergyexchange.co.uk](mailto:n.harwood@theenergyexchange.co.uk) for details on how to make your reservation and any accommodation related questions.

##### REGISTRATION FEE

The registration fee covers attendance at all sessions, refreshments, lunches, receptions and documentation containing the speaker presentations. Please note it may be necessary to alter the content or timing of the programme or its speakers. Please note that VAT is not included and will be added at the appropriate rate where applicable.

##### LANGUAGE

The official conference language will be English

##### CUSTOMER SERVICES

For questions concerning your registration, attendance, visa support and invoice payments, please contact our Customer Services Department, Tel: +44 (0)1242 529 090, Fax: +44 (0)1242 582 157.

##### BOOKING CODE



## Why you should attend the Global LNG Congress

Following the tremendous success of our regional gas and LNG events, the Global LNG Congress will be the annual meeting place for LNG suppliers and industry experts to discuss the current and future challenges during this global downturn.

During this unique MUST ATTEND conference you will gain firsthand knowledge regarding the current challenges and future directions of the global LNG industry, regional markets trends and the latest projects. Bringing together key players from across the globe, this important event will provide outstanding networking and learning opportunities. This is your chance to meet with leading industry experts and the decision makers who will be shaping the future of the LNG industry in the years to come. Can you afford to miss out on this event?

### SPONSOR AND EXHIBITOR OPPORTUNITIES

Do not miss this unique opportunity to showcase your company's products and technologies to a dedicated audience of leading senior executives involved within the LNG industry.

**As a sponsor ...** Corporate sponsorship packages are designed specifically to allow you to maximise your company's profile and provide you with the opportunity to network with targeted senior level executives.



Customised packages can be tailored to suit your needs including both networking and company branding options. All packages offer excellent levels of publicity before, during and after the event.

**As an exhibitor ...** You will have the opportunity to raise your profile, meeting with clients and performing working demonstrations of your latest product developments.



Don't miss your chance to establish your company as an industry leader, stand out among your competitors and promote your company to an impressive number of leading industry decision makers.

With sponsorship discussions already underway, there are limited number of sponsorship and exhibition opportunities available. Call now to ensure your company is positioned with this global event.

### Conference highlights:

- Interactive pre-conference master-classes addressing two of your biggest challenges: project finance and the evolving business model
- Technical and strategic streamed sessions will ensure that your time out of the office is well spent and that you leave with ideas and strategies to implement
- High-level presentations from around the world will stimulate discussion and enhance networking
- Evening cocktail reception for all attendees

Bringing together key players from across the globe, this must attend event will bring attendees up to date on all issues affecting the LNG industry as well as provide unrivalled business and networking opportunities.

### EXTEND YOUR NETWORKING OPPORTUNITIES

The Energy Exchange would like to invite you to join our new interactive community for the Global LNG Congress on LinkedIn. The GLOBAL LNG group allows you to network with other professionals within the LNG industry, find new business opportunities, share knowledge and participate in discussions surrounding the LNG industry.

The group can be found on LinkedIn business networking community. The Energy Exchange is committed to creating a fully interactive community allowing you to discuss the key issues affecting the LNG market today.

Joining the group is free of charge and provides you with a new unique tool to continue networking experiences before and after conference. This group is also open to those who are unable to attend the conference and users are actively encouraged to participate in the group by submitting industry stories of interest and using the industry forum messaging board. Join the free industry forum today by following this link. [http://www.linkedin.com/groups?gid=1791510&trk=anetsrch\\_name&goback](http://www.linkedin.com/groups?gid=1791510&trk=anetsrch_name&goback)

### LIMITED OPPORTUNITIES AVAILABLE

To discuss your exhibitor or sponsorship requirements in further detail, please contact

**Piers Gambarini, Conference Manager**

**Tel:** +44 (0) 207 067 1800 **Fax:** +44 (0) 207 430 0552

**Email:** [p.gambarini@theenergyexchange.co.uk](mailto:p.gambarini@theenergyexchange.co.uk)

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