Introduction:
In the context of Energy Security and the need to use cleaner forms of energy, there has been an increased focus on Liquefied Natural Gas (LNG) by SAARC Member States to increase their energy supplies. The efforts are being made by Member States to acquire supplies of Natural Gas (NG) from outside the region through pipelines and in the form of LNG. Bangladesh, India and Pakistan are already LNG importing countries. Member State Sri Lanka is also planning and considering option of importing LNG in near future. The remaining Member States may also follow them by importing LNG in future.

The developers in Member States are looking to capitalize on low LNG prices in the international market and are aiming to procure cheap LNG for their domestic requirements. Due to the complex geopolitical nature of LNG sourcing and long-term nature of LNG transactions between buyers and sellers, it is commercially prudent for those involved in this process to know the global LNG supply & markets condition, available methodologies for price determination, contract structures and negotiation techniques. Any mis-judgement in any of these areas could result in wrong sourcing decisions, significant adverse financial consequences and legal liabilities.

In order to enhance expertise of SAARC professionals, SAARC Energy Centre is organizing a Five (05) days Online Training of “SAARC Professionals on LNG Business Strategies”. The training shall cover various aspects of procuring LNG from the international market. The training will focus on fundamentals of LNG, Global markets and trade, Supply chain, Sales & Purchase Agreements, commercial, and legal aspects of the LNG sector etc. The training shall feature presentations, interactive discussion sessions and may include short questionnaires/quizzes. It will be attended by professionals from SAARC Member State who will join the training virtually.

Training Sessions and Learning Objectives:
The objective of this training is to enable SAARC professionals working in the LNG sector and its advisory services to make right sourcing decision, construct LNG contracts and negotiate from a position of strength and knowledge in order to gain a competitive edge in the process.

This activity will also give an opportunity to SAARC professionals and international experts for sharing knowledge, engaging discussions, and interacting with each other. The contents of training in the respective sessions and the learning objectives have been tabulated below:
<table>
<thead>
<tr>
<th>Training Sessions</th>
<th>Learning Objective</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Day-1</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Session 1</strong></td>
<td><strong>Introductory Overview of the Programme</strong>&lt;br&gt;Overview of energy consumption in Global/ SAARC Region, importance of NG in the energy mix, dependence on LNG, complexities and nuances. Introduce the topics for subsequent sessions.</td>
</tr>
<tr>
<td><strong>Session 2</strong></td>
<td><strong>Gas/ LNG: Demand &amp; Key Challenges</strong>&lt;br&gt;Demand &amp; projection of energy sources (including share of NG) across Global and SAARC Member States. Challenges &amp; Benefits of NG as a ‘transition fuel’.</td>
</tr>
<tr>
<td><strong>Day 2</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Session 3</strong></td>
<td><strong>Developing LNG Liquefaction Capacities: Key Challenges</strong>&lt;br&gt;Key challenges in development of Liquefaction capacities, Technological innovations, LNG Shipping, Existing, upcoming and future of LNG Liquefaction &amp; Shipping.</td>
</tr>
<tr>
<td><strong>Session 4</strong></td>
<td><strong>Global LNG Trade</strong>&lt;br&gt;Brief history of global LNG trade, key suppliers and consumers in global trade, LNG Market liquidity, breakeven costs of global LNG export projects, upcoming cross-border pipelines, and their impact on LNG Trade.</td>
</tr>
<tr>
<td><strong>Day 3</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Session 5</strong></td>
<td><strong>LNG Pricing: Practices &amp; Risk Management</strong>&lt;br&gt;LNG pricing mechanisms, factors affecting LNG prices, portfolio optimization, LNG Marketing and trading, Risk analysis and tools for risk management/mitigation.</td>
</tr>
<tr>
<td><strong>Session 6</strong></td>
<td><strong>LNG Contracts across the Supply Chain</strong>&lt;br&gt;Principles and key features of LNG Sales and Purchase Agreements (long-term, short-term, spot market), Master Sale and Purchase Agreement and LNG Shipping contracts.</td>
</tr>
<tr>
<td><strong>Day 4</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Session 7</strong></td>
<td><strong>LNG Receiving Terminals</strong>&lt;br&gt;Development of Land-based/FSRU, RLNG Tolling/Regasification contracts, RLNG Contracts with aggregators/consumers/marketing companies, ‘Virtual’ or ‘small scale LNG’ (ssLNG).</td>
</tr>
</tbody>
</table>
Session 8 | Gas Supply and Distribution  
Laying pipelines, Pipeline tariffs (Postalized, Unified, Entry/Exit), Agreements for Gas Supply / Transportation / Supply-cum-Transportation.  
| Laying of gas pipelines, principles of determination of pipeline tariffs, Gas Supply / Transportation contracts.

Session 9 | Regulations and Policies in Gas sector  
Role of Regulations/policies in Upstream (E & P), Midstream & Downstream (RLNG terminals, Pipelines, City Gas), Illustration of regulatory mechanism in the gas sector.  
| Role of Regulators & Policy makers in the development of NG sector.

Day 5

Session 10 | Gas Hubs & Exchanges  
| Importance of hubs/exchange and their role in the growth of gas markets.

Session 11 | Potential of Intra-regional Trade  
Benefits of Intra-regional trade, Key factors/enablers for trade, Key trade modes: Swaps, Sale-Purchase amongst nations, Potential of trade amongst SAARC nations,  
| Benefits of Intra-regional trade and cooperation in cross-border trade in natural gas, potential to marginalize volatility of demand.

Session 12 | Wrap up: Open House for Participants with Lead Trainer and Co-trainers  
Interaction with participants on their queries and concluding training.

Target Audience:
Expected target audience will be policy and decision makers, regulators, project developers and project managers.

Training Dates and Timings:
The training will be conducted online from Monday 15th November till Friday 19th November, 2021. The detailed training schedule will be shared with the participants one (01) week before the training.

Training Venue:
This online training shall be broadcasted from the office of SEC, Islamabad. The participants will be provided with the weblink to join the training. For more information, please contact the following SEC professional:

Mr. Ahsan Javed  
Research Fellow (RE)  
SAARC Energy Centre, Islamabad, Pakistan  
Tel: +92 51 222 8802 Ext. 108; Fax: +92 51 222 1937; Cell: +92 333 517 2446  
Email: ahsan@saarcenergy.org, info@saarcenergy.org