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Business Information in a Global Context

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BY ATTENDING OUR WORKSHOP:

Managing and Optimising the Balance
Between Risk & Flexibility

10th – 11th April 2018 | Sofitel City Centre | Singapore

Asia Congress on Successfully Negotiating and Renegotiating

LONG TERM GAS SUPPLY CONTRACTS

*The ONLY event in Asia focused on successfully
negotiating and renegotiating long term gas
supply contracts*

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Benchmark your Contracting and Negotiation
Strategies with Leading Gas Experts:



Sergei Komlev*
Head of Contract Structuring
and Pricing Directorate
Gazprom Export LLC



A. Venkatesan
Chief Manager (Law)
Gail India Limited



Ivelina Boneva-Rensink
Legal and Regulatory
Affairs Advisor
Gasterra NL



Keiji Takiguchi
Deputy Director
Ministry of Economy,
Trade and Industry - Japan

See inside for more

What's New?

- **Destination Clauses are no more in Japan. Will the rest of Asia follow suit?** – Hear directly from METI, and gain perspectives from industry and legal experts to prepare for the ramifications of the end of Destination clauses
- Hear from industry experts on the optimising the use of **flexibility provisions within individual contracts**
- Engage in pragmatic discussions with industry leaders on **navigating the relationship between LNG price and supply**
- The LNG market is undergoing a global transformation as LNG supply has expanded rapidly – **Get expert insight into how the market has changed and forecasting what is coming next**

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Business Information in a Global Context

Last year's inaugural congress built upon the highly successful European Congress following market demand.

We are now proud to present the second **Asia Congress on successfully negotiating and renegotiating Long Term Gas Supply Contracts** – the industry leading event and the only one of its kind which focuses on negotiation and renegotiation of long term oil indexed gas contracts.

The second LTG Asia Congress comes at a crucial time as the LNG market undergoes a global transformation, with supply expanding rapidly. The linkage to oil in long term LNG contracts in Asia has meant that gas prices are generally much higher than those in other parts of the world, leading to serious doubts about the sustainability of this pricing model. As spot markets and alternative sources of supply develop further in the region, gas purchasers in Asia are now looking to renegotiate more favourable terms for their long-term contracts with their suppliers. As such, there is a need for expertise in **contract formation** as well as effective **negotiation strategies**, and a continued demand for an event that provides expert guidance on these issues. The congress will also explore the different **mechanisms and solutions** available to companies in the region when agreement cannot be reached, as well as offering expert insight to the changing regulations facing the industry, most notably the move in Japan to ban the **Destination Clause**.

Bringing together a senior level audience of leading purchasers, suppliers, expert consultants and the most highly regarded lawyers in this area, attendees will benefit from the extensive learning and business development opportunities. This is an event that no one involved in the negotiation or renegotiations of LTG contracts can afford to miss.

* Awaiting Final Confirmation

BENCHMARK YOUR CONTRACTING AND NEGOTIATION STRATEGIES WITH LEADING GAS EXPERTS:

Industry Leaders:



Sergei Komlev*
Head of Contract Structuring
and Pricing Directorate
Gazprom Export LLC



Vladimir Drebenstov
Head of Russia & CIS Economics
BP Russia



Chikako Ishiguro
Senior Analyst
Osaka Gas Company Ltd.



Richard Dinnie
Head of Legal, Gas in Total's Gas,
Renewables & Power Branch.
Total S.A.



Ivelina Boneva-Rensink
Legal and Regulatory Affairs Advisor
Gasterra NL



A. Venkatesan
Chief Manager (Law)
Gail India Limited



Christophe Malet
Senior Vice President Upstream
Hanas LNG Supply & Trading



Sheharyar Chughtai
Vice President, Project Finance – Asia Pacific
Korea Development Bank

Governmental Leaders:



Keiji Takiguchi
Deputy Director
Ministry of Economy, Trade and Industry - Japan

Industry Experts:



Xunpeng Shi
President
CESA

Expert Consultants:



Madjid Kübler
Managing Director
Team Consult



Anthony Way
Executive Director
The Energy Contracts Company

Legal Experts:



Kevin Nash
Deputy Registrar & Centre Director
Singapore Arbitration Committee



Dr. Johannes Willheim
Partner
Jones Day

Pre-event Workshop

**MONDAY,
9TH APRIL 2018**

14.00 – 17.00

Managing and Optimising the Balance Between Risk & Flexibility

Enhance your conference experience with one-to-one guidance in optimizing the use of flexibility provisions within individual contracts and portfolios whilst mitigating unnecessary risk.

**LAST YEAR'S
EVENT HAD:**

20+
Speakers

80+
Attendees

7+
Hours of
Networking

13
Countries
Represented

**TUESDAY,
10TH APRIL 2018**

8.00

Registration and Coffee

9.00

Opening Remarks From the Chair

9.15

A Changing Landscape – Political, Legal and Other Drivers for Change



Sheharyar Chughtai
Vice President, Project Finance –
Asia Pacific
Korea Development Bank



Vladimir Drebenstov
Head of Russia & CIS Economics
BP Russia

Historically LTC's have been essential for suppliers in order to underpin investment and cash flow. In addition, buyers want security of supply and pricing stability. However, with pricing trends increasingly challenging to predict, flexibility in contract terms are now being increasingly sought by purchasers.

- Is there a need for Long Term Contracts to ensure that multimillion dollar investments can be carried out and can be justified?
- Is it possible to guarantee the profitability of these investments if they are not structured in the long term?
- What are the financial constraints to producing LNG without having agreed on a LTC?
- How to finance upcoming LNG liquefaction and re-gas projects in this ever-changing environment? What are the key risks and potential mitigating factors?

- What are the current trends for existing contracts? How the lack of a harmonised regulation for the Asian market is impacting upon LTC
- How will the uncertainty for both buyers and sellers impact price negotiations within the Asian market?
- Possible erosion of gas market share from electricity – will gas demand continue to grow? What is the future of LNG to power projects in Asia?
- Government policy landscape for LNG contracts, procurement and LNG to power projects in Asia
- Competitor landscape

10.15

Morning Refreshments

10.45

Evaluating Current Contract Trends in Asia: How Sustainable is the Momentum Towards Shorter Term Agreements?



Christophe Malet
Senior Vice President Upstream
Hanas LNG Supply & Trading



Madjid Kübler
Managing Director
Team Consult

- Increasing short term and spot deals – will this trend continue and what will it mean for the industry?
- How is price volatility affecting contract terms?
- Should buyers sign long term deals? Why? What's the benefit?

- What is the new dynamic of supply contracts in the short term and how is it working?
- Can increasing the flexibility of LTC's make them more attractive? How to do this successfully – making them more attractive in a buyer's market
- Is not being a single market a hindrance when considering LTC's? Or an advantage?
- What will happen after 2020?

11.45

Is Hub Pricing Taking Over From Oil Indexed Prices?



Xunpeng Shi
President
CESA

- Is LNG becoming sufficiently liquid that it has its own pricing mechanisms?
- What is the future for Oil indexed contracts in Asia?
- Regional vs. global gas pricing – is there potential for a single global price?
- What principles should be followed? EU or proxy?

12.30

Networking Lunch

14.00

Price Revision and Re-Opener Clauses – Ensuring Yours are Effective

- Optimizing the use of flexibility provisions within individual contracts and overall portfolios
- Pricing vs Supply vs Flexibility – who wins?
- Challenges of setting Long Term expectations for prices in a contract: finding ways to have the flexibility to adjust to important changes in the market
- Which method is most effective – commercial negotiation, formal price review or commercial arbitration?
- How to resolve the expectation gap between sellers and buyers arising from the mutually acceptable price via negotiation?

15.00

Afternoon Refreshments

15:30

Watertight Gas Supply Contracts – Avoid Re-Negotiations and Disputes

- Changing the terms of contracts:
 - » Greater flexibility on quantities
 - » Take or pay commitments – looming potential for liberalisation
 - » Right to divert cargoes
 - » Default/Force Majeure
 - » Credit Security
 - » Age Price Reviews
- Risk Management

16.30

The Influence and Importance of Competition Law



Richard Dinnie
Head of Legal, Gas in Total's Gas, Renewables & Power Branch
Total S.A.

- Why competition law is relevant to the marketing of LNG and Gas
- The role of competition law in developing gas markets. The European experience
- Destination clauses & profit-sharing mechanisms
- Recent developments in the Asia-Pacific. How might this play out?

17:15

Chair's Closing Remarks and End of Day One

17.30

Networking Drinks Reception

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8.30

Morning Coffee

9.00

Opening Remarks From the Chair

9.15

Gas Price Disputes: Lessons Learnt From Europe



Dr. Johannes Willheim
Partner
Jones Day

By sharing the lessons learnt by high profile European gas pricing disputes, this session will help draw upon the experiences of the various parties involved and examine how they can be applied to the Asian Market.

- Successfully using the knowledge gained from watching the European market to navigate your way through contract writing and revising
- Understanding the differences and similarities between the European and Asian markets and knowing which European experiences can be applied in the context of the Asian market
- What is the role of legal firms going forward in supporting the market players?

10.15

A Culture of Negotiation Behind Closed Doors – What, If Any, Difficulties or Opportunities Does That Present?



Ivelina Boneva-Rensink
Legal and Regulatory Affairs Advisor
Gasterra NL

11.00

Morning Refreshments

11.30

What are the Pre-Arbitration Mechanisms That Must Be Complied With?



Kevin Nash
Deputy Registrar & Centre Director
Singapore Arbitration Committee

- The extent to which pre-contractual mechanisms are binding on parties
- What sanctions can be applied in the event that they are not complied with?
- What triggers a gas price review?
- What are the issues and responsibilities when you are dealing with high volumes (no one wants to assume responsibilities)
- Risk Assessment on the advantages of having the dispute resolved by an independent third-party vs continuing with the negotiations?
- What is the experience now of the companies who have invested time and resources on arbitration? Are there better ways to reset these contracts?
- Preparing for arbitration: who should the arbitrators be? What should the arbitral body be?

12.15

Be Ready for a Price Dispute When It Arrives



A. Venkatesan
Chief Manager (Law)
Gail India Limited

- Overview of the Dispute Resolution Process
- Commercial Arbitration can be a cumbersome process. How can the Dispute Resolution Process be used as an alternative?
- A look at GAIL India Limited's experiences in price re-negotiation
- Mitigating risks

13.00

Networking Lunch

14.15

Destination Clauses are No More in Japan. Will the Rest of Asia Follow Suit?



Keiji Takiguchi
Deputy Director
Ministry of Economy, Trade and Industry (Japan)



Richard Dinnie
Head of Legal, Gas in Total's Gas, Renewables & Power Branch
Total S.A.

- What impact does this have on regulatory regimes?
- How the volumes from Australia are influencing LTC?
- Negotiating with Qatar: Europe vs Asia
- Regional dynamics – navigating successfully

15.00

Comparing and Contrasting the Sale of LNG in Asia – How Long Will It Be a Buyers' Market?



Chikako Ishiguro
Senior Analyst
Osaka Gas Company Ltd.

- Long term supply vs demand picture – accurate forecasting and the impact, will there be a crunch in the early 2020's?
- Understanding the dynamics of negotiating with various participants
- Impact on the negotiation of LTC of the relationship basis and the way in which people approach contracts
- What's the cost for Australians vs. the cost for Qataris?

15.45

Chair's Closing Remarks and End of Congress



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For over 30 years, C5 Group has provided the opportunities that bring together business leaders, professionals and international experts from around the world to learn, meet, network and make the contacts that create the opportunities.

Our conferences and related products connect the power of people with the power of information, a powerful combination for business growth and success.

Join the Conversation



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C5 Energy: Legal, Regulatory and Compliance Experts

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BP Russia

BP Singapore Pte

Brightoil Petroleum

CESA

Cheniere Marketing

China-ASEAN Business Association

Citra Tubindo

Dechert (Singapore) Pte. Ltd.

Derrick Wong & Lim BC LLP

DLA Piper

Edison SpA

Engie SA

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UPSTREAM OIL & GAS LEGAL FORUM

22nd – 23rd May 2018 | London





LONG TERM GAS SUPPLY CONTRACTS

20 – 21 June 2018 | Berlin



VENUE DETAILS:

Sofitel Singapore City Centre

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9 Wallich Street, (Enter via Peck Seah Street), Singapore 078885

PHONE:

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Registration Information

Registration Code

B00-537-537L18.WEB

Conference Code

537L18-SGP

Registration Type	SAVE \$400 Register & Pay by 23 February 2018	SAVE \$200 Register & Pay by 23 March 2018	Register & Pay by 10 April 2018	Bringing a Team?	
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All cancelled conference registrations will be subject to a cancellation fee of £250 and applicable VAT. If the conference currency is EUR or USD a €350 and applicable VAT or \$350 cancellation fee will apply.

Any product extensions (inclusive of workshops, receptions, masterclasses, etc.) will be subject to a cancellation fee of £40 and applicable VAT. If the conference currency is EUR or USD a €50 and applicable VAT or \$50 cancellation fee will apply.

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