



*Training Course:
LNG Contract and Price Negotiation*

*11 - 15 April 2027
Istanbul (Turkey)
DoubleTree by Hilton Istanbul Esentepe*

Training Course: LNG Contract and Price Negotiation

Training Course code: EN235149 From: 11 - 15 April 2027 Venue: Istanbul (Turkey) - DoubleTree by Hilton Istanbul Esentepe Training Course Fees: 6825 ₺ Euro

Introduction

Liquefied Natural Gas LNG contracts are complex agreements that require a deep understanding of pricing mechanisms, risk allocation, and global market dynamics. Effective negotiation is critical to securing favorable terms, managing volatility, and ensuring long-term commercial success in a competitive energy market.

This program, designed by Global Horizon Training Center, equips participants with the strategic, commercial, and analytical skills required to negotiate LNG contracts, understand pricing structures, and manage contractual risks effectively.

Course Objectives

By the end of this program, participants will be able to:

- Understand the structure and key components of LNG contracts
- Analyze LNG pricing mechanisms and market indices
- Develop negotiation strategies for LNG agreements
- Evaluate risk allocation and contractual obligations
- Interpret key clauses such as take-or-pay, destination, and flexibility
- Manage price reviews and contract renegotiations
- Apply commercial and legal considerations in LNG deals
- Enhance negotiation outcomes through strategic planning

Target Audience

This program is designed for:

- Commercial and Contract Managers in Oil & Gas
- LNG Traders and Business Development Professionals
- Legal Advisors and Contract Specialists
- Energy Economists and Pricing Analysts
- Procurement and Supply Chain Professionals
- Senior Executives involved in LNG agreements

Outline

Day 1: LNG Market Fundamentals and Contract Structures

- Overview of global LNG markets and supply-demand dynamics
- LNG value chain: liquefaction, shipping, regasification
- Types of LNG contracts: long-term, spot, and hybrid
- Key stakeholders and commercial frameworks
- Introduction to LNG contract structures

Day 2: LNG Pricing Mechanisms and Indexation

- Oil-linked pricing vs. gas hub pricing Henry Hub, TTF, JKM
- Price formulas and indexation structures
- Slope, S-curve, and price caps/floors
- Spot pricing and short-term market dynamics
- Price risk and market volatility

Day 3: Contractual Clauses and Risk Allocation

- Key contract clauses: take-or-pay, destination, diversion rights
- Volume flexibility and delivery obligations
- Risk allocation between buyers and sellers
- Force majeure and liability provisions
- Contract duration and renewal terms

Day 4: Negotiation Strategies and Techniques

- Preparing for LNG contract negotiations
- Commercial strategy development
- Negotiation tactics and leverage points
- Managing stakeholders and counterparties
- Handling disputes and conflict resolution

Day 5: Price Review, Renegotiation, and Case Studies

- Price review clauses and triggers
- Renegotiation strategies under changing market conditions
- Arbitration and dispute resolution mechanisms
- Lessons learned from real LNG contracts
- Case studies and practical negotiation scenarios

Registration form on the Training Course: LNG Contract and Price Negotiation

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