MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

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GAS & LNG CONTRACTS & PRICE NEGOTIATIONS

"Structuring Profitable Agreements and Managing Risk in Global Gas Markets"

Schedule

Date	Venue	Fees (Face-to-Face)
07 – 11 Dec 2026	Dubai, UAE	USD 3495 per delegate

► **Available delivery methods:** Face-to-Face & Online Training

Introduction

With global demand for gas and LNG surging, mastering the intricacies of gas contracts and price negotiations is essential for industry professionals. These agreements—ranging from long-term supply deals to spot transactions—require an in-depth understanding of commercial terms, legal frameworks, pricing formulas, and risk mitigation strategies.

This intensive 5-day course provides a practical and strategic overview of gas and LNG contracting, pricing mechanisms, and negotiation techniques. Participants will gain the tools to navigate supply and purchase agreements, mitigate commercial risks, and optimize pricing outcomes through effective negotiation.

Objectives

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

- Understand the structure and key clauses of gas and LNG contracts
- Analyze different pricing models, including oil indexation and hub-based pricing
- Identify and manage contractual risks in LNG supply chains
- Apply negotiation tactics for long-term and spot transactions
- Align contracts with market dynamics, regulatory changes, and geopolitical considerations

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Why Attend

- To enhance your ability to structure and negotiate gas and LNG contracts
- To understand commercial risks and legal exposures in cross-border transactions
- To evaluate pricing options and their impact on revenue and supply security
- To learn from real-world contract disputes and best practices
- To prepare for evolving trends in global LNG trade and market liberalization

Target Audience

This program is designed for:

- Commercial managers and contract administrators in gas/LNG sectors
- Legal and regulatory professionals handling energy agreements
- Energy economists, planners, and analysts
- Supply chain and procurement professionals in energy markets
- Government, utility, and investment officials involved in LNG project development

Individual Benefits

Key competencies that will be developed include:

- Commercial structuring of gas and LNG agreements
- Price formula modeling and financial impact assessment
- Legal and regulatory compliance in gas transactions
- Contract risk allocation and performance management
- Negotiation skills tailored to energy contracting

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved negotiation outcomes and reduced contract disputes
- Better alignment of contracts with corporate risk and market strategy
- Stronger legal protection and regulatory compliance
- Enhanced profitability through optimized pricing and risk-sharing
- Increased stakeholder confidence in contract governance

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Strategy Briefings – Key legal, commercial, and pricing concepts in LNG contracting
- Case Studies – Analysis of global LNG contract models and disputes
- Workshops – Drafting clauses, evaluating pricing models, and conducting mock negotiations
- Peer Exchange – Discussion of regional market experiences and contracting challenges
- Tools – Sample gas contracts, price formulas, negotiation frameworks, and risk matrices

Course Outline

Detailed 5-Day Course Outline

Training Hours: 7:30 AM – 3:30 PM **Daily Format:** 3–4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

Day 1: Introduction to Gas & LNG Markets and Contracts

- Module 1: Global Gas and LNG Market Dynamics (07:30 – 09:30) • Market trends, key players, and demand drivers • Spot vs. long-term markets • LNG value chain and project structures
- Module 2: Types and Structures of Gas Contracts (09:45 – 11:15) • SPAs, GSAs, Tolling, and HOA/MOUs • Lifecycle of a gas supply agreement • Key stakeholders and their roles
- Module 3: Workshop – Contract Lifecycle Mapping (11:30 – 01:00) • Visualizing gas and LNG supply contract stages
- Module 4: Regulatory and Legal Considerations (02:00 – 03:30) • International energy law, jurisdiction, and enforcement

Day 2: Key Contractual Terms and Risk Allocation

- Module 5: Core Clauses in LNG Agreements (07:30 – 09:30) • Quantity, delivery terms (Incoterms), quality specifications • Title transfer, risk, and force majeure
- Module 6: Take-or-Pay and Flexibility Provisions (09:45 – 11:15) • Minimum obligations and penalties • Reputational and financial impact
- Module 7: Workshop – Clause Drafting and Analysis (11:30 – 01:00) • Reviewing and improving sample contractual clauses
- Module 8: Contract Risk and Dispute Resolution (02:00 – 03:30) • Allocation of operational, market, and political risks • Arbitration, mediation, and case law examples

Day 3: LNG Pricing Mechanisms and Formulas

- Module 9: Traditional and Emerging Pricing Models (07:30 – 09:30) • Oil-linked pricing vs. gas hub pricing • S-curves, slope, and price caps/floors
- Module 10: Indexation and Spot Pricing Trends (09:45 – 11:15) • Henry Hub, TTF, JKM, and regional benchmarks • Hybrid pricing and risk balancing
- Module 11: Workshop – Modeling Price Formulas (11:30 – 01:00) • Hands-on construction of LNG pricing models in Excel
- Module 12: Revenue Risk and Price Review Clauses (02:00 – 03:30) • Periodic review triggers • Negotiating price reopeners and index changes

Day 4: Negotiation Strategy and Tactics

- Module 13: Preparation for LNG Contract Negotiation (07:30 – 09:30) • Stakeholder objectives and negotiation goals • BATNA, ZOPA, and power balance
- Module 14: Negotiation Process and Techniques (09:45 – 11:15) • Multi-party negotiations and cross-border considerations • Ethics and regulatory disclosure
- Module 15: Workshop – Role-Play: Gas Supply Negotiation (11:30 – 01:00) • Simulated buyer-seller negotiation • Feedback and lessons learned
- Module 16: Common Pitfalls in Gas Contract Negotiations (02:00 – 03:30) • Case examples and risk avoidance

Day 5: Future Outlook and Project Integration

- Module 17: The Future of LNG Contracting (07:30 – 09:30) • LNG market liberalization and spot growth • Role of digitalization and standardization
- Module 18: Integrating Contracting into Project Development (09:45 – 11:15) • Upstream and midstream coordination • LNG project finance and bankability
- Module 19: Final Simulation – Drafting & Presenting a Contract Strategy (11:30 – 01:00) • Team-based development of a gas supply contract strategy
- Module 20: Wrap-Up and Certification (02:00 – 03:30) • Course recap, participant feedback, and next steps

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Certification

Participants will receive a Certificate of Completion in Gas & LNG Contracts & Price Negotiations, validating their expertise in structuring, analyzing, and negotiating commercial gas and LNG agreements within today's dynamic energy markets.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation's unique goals.

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