

GLOBAL GAS & LNG SUMMIT 2011

Shangri-La Hotel Dubai, United Arab Emirates | 07-10 March 2011

THANK YOU FOR MAKING GLOBAL GAS & LNG SUMMIT 2011
A HUGE SUCCESS!

Post-Conference Report

MAIN CONFERENCE

PRE & POST-CONFERENCE WORKSHOP

Pre-Conference Workshop
“How to Commercially Exploit
Flared and Stranded Gas”

By Rudolf Huber
Head of Business Development
Econgas

Post-Conference Workshop
“Mastering Current Gas &
LNG Pricing”

By Nick Stranks, Director
& Yvonne Barton, Senior Associate
The Energy Contract Company

Organized by:



GOLD & COCKTAIL SPONSOR:

The Energy Contract Company, UK



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<p>RussiaEnergy.com</p>	<p>The Oil Community</p>	<p>Trade Invest Africa</p>	<p>WorldOils</p>	

Testimonials

"A wonderful conference with carefully selected speakers. It was an amazing 2 days." – Petroleum Engineer, NNPC-NAPIMS, Nigeria

"Very interesting and worldwide experience." – Commercial Manager, OLT Offshore LNG Toscana, Italy

"My attending this conference has greatly enriched my understanding of the dynamics of Gas and LNG in the global economics. It is very rewarding." – Technical Advisor, NNPC-NAPIMS, Nigeria

"A good and comprehensive conference which allow participants to interact with the trainer and fellow participants." – Project Development Manager, Genser Power, Ghana

"Neoedge has been wonderful in providing key knowledge and skills to the natural gas and LNG industries." – Anonymous

"This was excellent participatory summit. I would recommend it to all those involved in LNG." - GM Regulation, ECB

"The company was prepared to consider pricing options that made it possible to attend and is most appreciated." – Manager, Banzi Geotechnics

"This is my first encounter with Neoedge and they have been wonderful with their organizational skills & hospitality" - NNPC

"You are a client oriented business system." – DM Reservoir Management

"They were excellent!" - Director Coal Gas Policy, Department of Energy South Africa

"The workshop was great and highly informative" – GM, ECB

"This exposes Neoedge as an experience company in organizing beneficial workshops / seminars & courses for the oil & gas industry." - GM Materials, NAPIMS

"The Africa Gas & LNG was well package with good industry facilitators. Very educational for Africa Gas & LNG operation and government policy formulation." - Chief Project Engineer, NNPC/NAPIMS

"It has been a knowledge filled conference and it was worth while to attend." – Engineer, iGas

"This programme is well organized and very relevant to the operations of NNPC/NAPIMS. Please contact management for further participation."- Chief Project Engineer, NNPC/ NAPIMS

"Great conference and much information. Quality of speakers provided were very good." - Compliance & Dispute Analyst, NERSA

"In-depth materials and relevant issues addressed on gas & power business in Africa." - DM Plant Monitoring & Maintenance, NAPIMS

Encouraged and supported by our esteemed industry partners with the success of our past Africa Gas & LNG Summit 2010 (AFGAS), Neoedge rolled out another premier event – **GLOBAL GAS & LNG SUMMIT 2011** which was held at Shangri-La Hotel Dubai from 07 to 10 March 2011. Once again, we reaped the same success. Close to **70 delegates** gathered together and they make up key decision makers from various backgrounds within the gas & LNG industry with representations from almost all continents. We had delegations from Australia, Singapore, Indonesia, Pakistan, Saudi Arabia, Iran, Oman, Qatar, Ghana, Nigeria, Turkey, Russia, Spain, Italy, United Kingdom, Scotland, Austria, United States of America and of course the host country of United Arab Emirates. Pricing, demand and supply seem to be the main concern for almost everyone present especially with the current volatile political situation which is seeing the dramatic increase in oil prices per barrel. The best strategies, approaches, techniques and innovations in the market were discussed during the summit. Together with our panel of top notch experts and consultants, participants learned and benefited from the ideas and experiences of these practitioners and more importantly, they left on a high and positive note.

Here are some highlights at the event:

Main Conference



Leading industry leaders from both private and public sectors were gathered in one place to discuss the latest issues, trends and developments in the global gas & LNG industry.

Some of the most interesting topics and case studies that were brought into the table are:

Shell Trading, Middle East, General Manager, Atlantic Basin & Greater Middle East – Mr Mehdi Chennoufi presented a paper on [Analysing the Shift in Global Trade Movements & Implications to the Future](#). He highlighted the challenges and opportunities around the regions Gas Supply & Demand and its likely unintended consequences to the rest of the world.



Worley Parsons, Global Practice Director – Dr Dorel Iosif presented a paper on [Australia: LNG Footprint, Past & Future](#).

The Energy Contract Company, UK, Director – Nick Stranks presented a paper on [European Gas Markets – Decoupling the Gas Price from Oil, Implications for Middle East LNG / Gas Suppliers](#).

Platts, Senior Energy Security Expert, Chairman of Conference – John Roberts presented a paper on [Balancing Europe's Gas Equation: Russia, LNG, Shale Gas and the Challenges Posed by Uncertainties](#).

CMX Caspian & Gulf Consultants Limited London, Executive Director, Chairman of Conference – Dr Jennifer Coolidge presented a paper on [The Key to Unlocking Europe's Southern Gas Corridor: Azerbaijan, Iraq & Turkmenistan](#).

World Bank, Global Gas Flaring Reduction Advisor - Fabrice Mosneron Dupin presented a paper on [Global Gas Flaring Reduction, Globally and in the Middle East](#).

PT Pertamina, Vice President, Gas Business Development & Commercial – Djohardi Angga Kusumah presented a paper on [Balancing Domestic Needs for Gas to Power Generation – An Indonesian Perspective](#).

The Energy Contract Company, Senior Associate – Yvonne Barton presented a paper on **LNG Import Terminals – Surely We Don't Need Any More? A Practical Approach to the Commercial Challenges of Developing an LNG Import Terminal in the Current Market.**

Independent Expert in the Gas & LNG Industry, Former Commercial Director of Sakhalin Energy – Viktor Snegir presented a paper on **Russia's Role in the Global Gas & LNG Market, Looking Towards the Next Step.**



Panel Discussions



Pre-Conference Workshop Conducted by Rudolf Huber

How to Commercially Exploit Flared and Stranded Gas Monday, 07 March 2011, Shangri-La Hotel Dubai



Workshop leader Mr **Rudolf Huber** is a consummate innovator and a seasoned LNG practitioner. Rudolf is the first real confrontational speaker in LNG circles and pairs hard work with a no nonsense attitude. He is also a professional negotiator and is involved in all LNG negotiation lines EconGas currently follows through. He helped secure first Regasification capacity for EconGas at the GATE terminal in 2007 and actively helps to lay down the foundations of Shippers cooperation.

The Global Gas & LNG pre-conference workshop was a success with **20 delegates** learning from one of the best practitioner in the world. The workshop is conducted in 4 modules as follow:

Module One - Some fundamentals

- Why is gas actually being flared
- The flow problem and how to solve it
- The pimple gas problem
- When is gas stranded

Module Two - The different options

- Domestic Use
- GTL
- Improved oil lift
- Domestic LNG
- Export LNG

Module Three - Some things you need to buy in

- Pricing principles for feedgas
- The market dictum for exports
- Standards
- Attitudes
- Why the conventional IOC way won't work

Module Four - Bulk Make

- How it works
- Why mass production is more important than technology
- Geography matters
- Why the finance community will love it
- Distributed power with small scale LNG

Post-Conference Workshop Conducted by [The Energy Contract Company](#)
[Nick Stranks & Yvonne Barton](#)

[Mastering Current Gas & LNG Pricing](#)
Thursday, 10 March 2011, Shangri-La Hotel Dubai



The Energy Contract Company is one of Neoedge's leading workshop leaders with great reviews about their trainings on gas & LNG pricing as well as negotiation of contracts. The Global Gas & LNG post-conference workshop conducted by Mr Nick Stranks and Dr Yvonne Barton, was indeed a success with **30 delegates** present.

Nick Stranks is a Director with The Energy Contract Company and is a world leader in the development of gas and LNG projects. Nick has over 25 years of oil and gas/LNG experience, with a technical background in Geology and Petroleum Engineering, complimented with an MBA. He has worked extensively in North Africa and the Middle East on upstream, midstream and downstream oil/gas and LNG development projects. Nick has taken the commercial lead for more than 10 world class projects in the past 5 years alone, both in upstream commercial structuring, financing and in midstream/downstream gas / LNG sales and market development. Nick is currently Commercial Director for a new LNG import to Cyprus; recently commercial leader of an LNG import and gas sales to the UK for a major North African LNG producer; commercial director on a \$2 billion oil & wet gas development in North Africa and has advised on the development of two new LNG terminals in Europe.

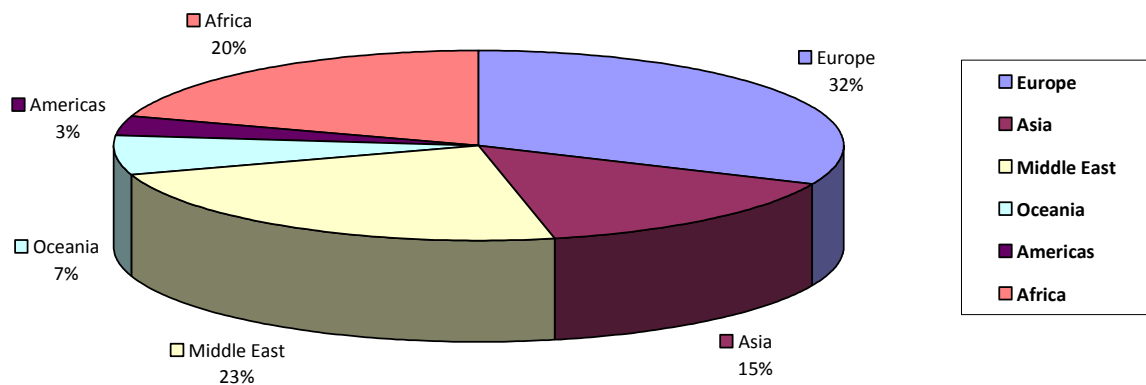
Dr Yvonne Barton is a Senior Associate of the Energy Contract Company and has more than 25 years experience as an executive in the international gas and LNG industry. Her specialist area is importing LNG and gas to European gas markets. She has been the commercial leader of several LNG import projects across Europe and currently is an advisor in support of the Price Review of a major international long term gas contract.

Some of the key issues being addressed with case studies during the pre-conference workshop are:

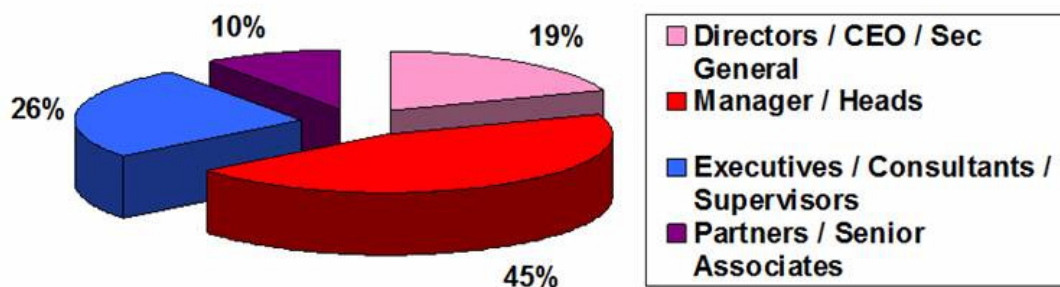
- Fundamentals of Global Gas & LNG Markets
- Market Trends in the Gas & LNG Industry
- Pricing in Long Term Gas & LNG Sales Contracts
- Current Practice in Price Review in Long Term Gas & LNG Sales Contracts
- Market Price for Gas in the End User Market of the Buyer
- International Arbitration of Price Review Disputes

Graphical Presentation of the Attendees of the Event:

Geographical Breakdown



Job Title Breakdown



Companies that attended the Global Gas & LNG Summit 2011 will be invited to join us for the upcoming **2nd Annual Africa Gas & LNG Summit 2011** to be held in **Johannesburg, South Africa** from **19 to 22 July 2011**. The list of companies that have attended the Global Gas & LNG Summit 2011 includes but not limited to:

- Abu Dhabi Gas Liquefaction Co Ltd (ADGAS)
- CMX Caspian and Gulf Consultants Ltd
- ConocoPhillips International
- EconGas
- ECOWAS Commission
- Gas Exporting Countries Forum
- Gas Natural Fenosa
- Genser Power Ghana Limited
- GLNG Operations Pty Ltd
- World Bank / Global Gas Flaring Reduction (GGFR)
- Global Strategy Consulting Pte Ltd
- Kot Addu Power Company Ltd
- Lamprell Energy
- LXL LLP
- Ministry of Oil & Gas Oman
- National Grid UK
- Nigeria LNG Limited
- Nigerian National Petroleum Corporation (NNPC)
- National Petroleum Investment Management Services (NAPIMS)
- National Iranian Oil Company (NIOC)
- O.T. Otis Engineering
- OLT Offshore LNG Toscana S.p.A.
- Petrofac International
- Platts
- PT Nusantara Regas
- PT Pertamina (Persero)
- Qatargas Operating Company Limited
- Saif Power Limited
- Saudi Arabian Oil Company (Saudi Aramco)
- Shaw Consultants International
- Shell Markets (Middle East) Ltd
- Simmons & Simmons
- The Energy Contract Company
- Volta River Authority
- Woodside Energy Ltd
- Zorlu Dogal Gaz

For the second half of 2011, **Neoedge** next “BIG BANG” in the World Energy Market will be on the African perspective of gas & LNG market today and the future. This is our second year running! Don't miss out on the upcoming **2nd Annual Africa Gas & LNG Summit 2011** from the **19 to 22 July 2011** in **Johannesburg, South Africa**. Sien julle daar!

For enquiries relating to 2nd Annual Africa Gas & LNG Summit 2011,
kindly contact the following personnel directly.

For Enquiries about **Speaking Opportunities**, for the 2nd Annual Africa Gas & LNG Summit 2011,
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For Enquiries about **Sponsorship and Exhibition Opportunities**, for the 2nd Annual Africa Gas & LNG Summit 2011,
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For Enquiries about **Marketing, Media and Endorsement Proposals** for the 2nd Annual Africa Gas & LNG Summit 2011,
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