

COURSE OVERVIEW TM0097
LNG Trading

Course Title
 LNG Trading

Course Date/Venue

Session 1: June 15-19, 2025/Boardroom 1, Elite Byblos Hotel Al Barsha, Sheikh Zayed Road, Dubai, UAE

Session 2: November 10-14, 2025/Fujairah Meeting Room, Grand Millennium Al Wahda Hotel, Abu Dhabi, UAE



Course Reference
 TM0097

Course Duration/Credits
 Five days/3.0 CEUs/30 PDHs



Course Description



This practical and highly-interactive course includes real-life case studies where participants will be engaged in a series of interactive small groups and class workshops.



This course is designed to provide participants with a detailed and up-to-date overview of LNG Trading. It covers the global LNG market structure, trading hubs and LNG pricing mechanisms; the LNG contract negotiation strategies and best practices; the LNG supply & demand fundamentals; the major LNG producers and traders and the role of NOCs, IOCs and independent traders; the difference between physical versus financial LNG trading; the LNG trading strategies and portfolio optimization; and the types of LNG carriers and fleet management; the risk management in LNG trading and LNG pricing hedging strategies.



During this interactive course, participants will learn the geopolitical and environmental risks in LNG trading, LNG master sales agreement (MSA) and key legal clauses; the negotiation strategies for LNG buyers and sellers, price renegotiation and re-opener clauses; balancing risk allocation in LNG agreements; the LNG market analytics and forecasting as well as LNG portfolio management and optimization; the LNG market disruptions and crisis management; the LNG digitalization and trading platforms; the LNG shipping routes, trade flows, terminal operations and storage strategies; the LNG regulatory and compliance frameworks, bunkering and emerging markets; and the LNG market integration with hydrogen and renewables.

Course Objectives

Upon the successful completion of this course, each participant will be able to:-

- Apply and gain a comprehensive knowledge on LNG trading
- Discuss the global LNG market including LNG market structure and trading hubs and LNG pricing mechanisms
- Carryout LNG contract negotiation strategies and best practices and discuss LNG supply & demand fundamentals
- Identify major LNG producers and traders and the role of NOCs, IOCs and independent traders
- Differentiate physical versus financial LNG trading as well as apply LNG trading strategies and portfolio optimization
- Recognize the types of LNG carriers and fleet management as well as apply risk management in LNG trading and LNG pricing hedging strategies
- Discuss geopolitical and environmental risks in LNG trading, LNG master sales agreement (MSA) and key legal clauses
- Apply negotiation strategies for LNG buyers and sellers, price renegotiation and re-opener clauses and balancing risk allocation in LNG agreements
- Employ LNG market analytics and forecasting as well as LNG portfolio management and optimization
- Carryout LNG market disruptions and crisis management including LNG digitalization and trading platforms
- Recognize LNG shipping routes and trade flows and apply LNG terminal operations and storage strategies
- Discuss LNG regulatory and compliance frameworks, LNG bunkering and emerging markets
- Review LNG market integration with hydrogen and renewables

Exclusive Smart Training Kit - H-STK®



Participants of this course will receive the exclusive “Haward Smart Training Kit” (H-STK®). The H-STK® consists of a comprehensive set of technical content which includes **electronic version** of the course materials conveniently saved in a **Tablet PC**.

Who Should Attend


This course provides an overview of all significant aspects and considerations of LNG trading for energy traders and brokers, oil and gas companies, shipping and logistics experts, financial institutions and investors, regulators and policymakers, legal and contract specialists, risk management and insurance experts, technology and innovation leaders, consultants and market analysts, utilities and end-users, environmental and sustainability experts, project developers and EPC contractors.

Course Certificate(s)


Internationally recognized certificates will be issued to all participants of the course who completed a minimum of 80% of the total tuition hours.

Certificate Accreditations

Certificates are accredited by the following international accreditation organizations: -

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British Accreditation Council (BAC)

Haward Technology is accredited by the **British Accreditation Council** for **Independent Further and Higher Education** as an **International Centre**. BAC is the British accrediting body responsible for setting standards within independent further and higher education sector in the UK and overseas. As a BAC-accredited international centre, Haward Technology meets all of the international higher education criteria and standards set by BAC.

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The International Accreditors for Continuing Education and Training (IACET - USA)

Haward Technology is an Authorized Training Provider by the International Accreditors for Continuing Education and Training (IACET), 2201 Cooperative Way, Suite 600, Herndon, VA 20171, USA. In obtaining this authority, Haward Technology has demonstrated that it complies with the **ANSI/IACET 2018-1 Standard** which is widely recognized as the standard of good practice internationally. As a result of our Authorized Provider membership status, Haward Technology is authorized to offer IACET CEUs for its programs that qualify under the **ANSI/IACET 2018-1 Standard**.

Haward Technology's courses meet the professional certification and continuing education requirements for participants seeking **Continuing Education Units** (CEUs) in accordance with the rules & regulations of the International Accreditors for Continuing Education & Training (IACET). IACET is an international authority that evaluates programs according to strict, research-based criteria and guidelines. The CEU is an internationally accepted uniform unit of measurement in qualified courses of continuing education.

Haward Technology Middle East will award **3.0 CEUs** (Continuing Education Units) or **30 PDHs** (Professional Development Hours) for participants who completed the total tuition hours of this program. One CEU is equivalent to ten Professional Development Hours (PDHs) or ten contact hours of the participation in and completion of Haward Technology programs. A permanent record of a participant's involvement and awarding of CEU will be maintained by Haward Technology. Haward Technology will provide a copy of the participant's CEU and PDH Transcript of Records upon request.

Course Instructor(s)

This course will be conducted by the following instructor(s). However, we have the right to change the course instructor(s) prior to the course date and inform participants accordingly:



Mr. Dimitry Rovas, CEng, MSc, PMI-PMP, is a **Senior Engineer & Analytical & Laboratory Consultant** with extensive industrial experience in **Oil, Gas, Power and Utilities** industries. His expertise includes **Chemical Sampling & Dosing & Lab Tests**, Practical Problem Solving in **Chemical Analysis**, **Advanced Chemical Sampling Techniques**, **Chemical Laboratory Operations**, **Process Analyzers & Analytical Chemistry**, **Planning/Budget of Lab Consumables**, **Modern Analytical Laboratory**, **Laboratory Quality Management**, **Laboratory Internal Audit**, **Laboratory Waste Disposal**, **Glass Reinforced Epoxy (GRE)**, **Glass Reinforced Pipes (GRP)**, **Glass Reinforced Vent (GRV)**, **Mechanical**

Pipe Fittings, **Flange Joint Assembly**, **Adhesive Bond Lamination**, **Butt Jointing**, **Joint & Spool Production**, **Isometric Drawings**, **Flange Assembly Method**, **Fabrication & Jointing**, **Jointing & Spool Fabrication**, **Pipe Cuttings**, **Flange Bolt Tightening Sequence**, **Hydro Testing**, **Pump Technology**, **Pump Selection & Installation**, **Centrifugal Pumps & Troubleshooting**, **Reciprocating & Centrifugal Compressors**, **Compressor Control & Protection**, **Gas & Steam Turbines**, **Turbine Operations**, **Gas Turbine Technology**, **Valves**, **Bearings & Lubrication**, **Advanced Machinery Dynamics**, **Rubber Compounding**, **Elastomers**, **Thermoplastic**, **Industrial Rubber Products**, **Rubber Manufacturing Systems**, **Heat Transfer**, **Vulcanization Methods**, **Process Plant Shutdown & Turnaround**, **Maintenance Optimization & Best Practices**, **Maintenance Auditing & Benchmarking**, **Reliability Management**, **Rotating Equipment**, **Energy Conservation**, **Energy Loss Management** in Electricity Distribution Systems, **Energy Saving**, **Thermal Power Plant Management**, **Thermal Power Plant Operation & Maintenance**, **Heat Transfer**, **Machine Design**, **Fluid Mechanics**, **Heating & Cooling Systems**, **Heat Insulation Systems**, **Heat Exchanger & Cooling Towers**, **Mechanical Erection**, **Heavy Rotating Equipment**, **Material Unloading & Storage**, **Commissioning & Start-Up**. Further, he is also well-versed in MS project & AutoCAD, EPC Power Plant, Power Generation, Combined Cycle Powerplant, Leadership & Mentoring, Project Management, Strategic Planning/Analysis, Construction Management, Team Formation, Relationship Building, Communication, Reporting and Six Sigma. He is currently the **Project Manager** wherein he is managing, directing and controlling all activities and functions associated with the domestic heating/cooling facilities projects.

During his life career, Mr. Rovas has gained his practical and field experience through his various significant positions and dedication as the **EPC Project Manager**, **Maintenance Manager**, **Mechanical Engineer**, **Field Engineer**, **Preventive Maintenance Engineer**, **Lead Rotating Equipment Commissioning Engineer**, **Construction Commissioning Engineer**, **Offshore Lead Maintenance Engineer**, **Researcher**, **Instructor/Trainer**, **Telecom Consultant** and **Consultant** from various companies such as the Mytilineos Aluminium Group, Podaras Engineering Studies, Metka and Diadikasias, S.A., **Hellenic Petroleum Oil Refinery** and COSMOTE.

Mr. Rovas is a **Chartered Engineer** of the **Technical Chamber of Greece**. Further, he has a **Master's degree** in **Mechanical Engineering** and **Energy Production & Management** from the **National Technical University of Athens**. Moreover, he is a **Certified Instructor/Trainer**, a **Certified Maintenance and Reliability Professional (CMRP)** from the Society of Maintenance & Reliability Professionals (SMRP), a **Certified Project Management Professional (PMP)**, a **Certified Internal Verifier/Assessor/Trainer** by the **Institute of Leadership & Management (ILM)** and a **Certified Six Sigma Black Belt**. He is an active member of Project Management Institute (PMI), Technical Chamber of Greece and Body of Certified Energy Auditors and has further delivered numerous trainings, seminars, courses, workshops and conferences internationally.

Training Methodology

All our Courses are including **Hands-on Practical Sessions** using equipment, State-of-the-Art Simulators, Drawings, Case Studies, Videos and Exercises. The courses include the following training methodologies as a percentage of the total tuition hours:-

- 30% Lectures
- 20% Practical Workshops & Work Presentations
- 30% Hands-on Practical Exercises & Case Studies
- 20% Simulators (Hardware & Software) & Videos

In an unlikely event, the course instructor may modify the above training methodology before or during the course for technical reasons.

Course Fee

US\$ 5,500 per Delegate + **VAT**. This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Accommodation

Accommodation is not included in the course fees. However, any accommodation required can be arranged at the time of booking.

Course Program

The following program is planned for this course. However, the course instructor(s) may modify this program before or during the workshop for technical reasons with no prior notice to participants. Nevertheless, the course objectives will always be met:

Day 1

0730 – 0800	Registration & Coffee
0800 – 0815	Welcome & Introduction
0815 – 0830	PRE-TEST
0830 – 0930	Introduction to LNG Trading Overview of the Global LNG Market • Key LNG-Producing & Consuming Regions • LNG Supply Chain: From Production to Delivery • Role in the Global LNG Market
0930 – 0945	Break
0945 – 1030	LNG Market Structure & Trading Hubs Overview of Global LNG Trading Hubs (Henry Hub, JKM, TTF, NBP) • Differences Between Pipeline Gas & LNG Trading • Short-Term vs. Long-Term LNG Markets • Price Formation & Market Indexation
1030 – 1130	LNG Pricing Mechanisms Oil-Linked versus. Gas-Indexed Pricing (Brent, JKM, Henry Hub) • Role of Spot Market & Contractual Pricing • Seasonal & Geopolitical Influences on LNG Prices • LNG Price Differentials & Arbitrage Opportunities
1130 – 1215	LNG Trading Contracts & Negotiations Long-Term Sale & Purchase Agreements (SPA) • Short-Term & Spot Contracts in LNG Trading • Key Terms & Conditions in LNG Contracts • Contract Negotiation Strategies & Best Practices
1215 – 1230	Break
1230 – 1330	LNG Supply & Demand Fundamentals Factors Influencing LNG Supply (Reserves, Production, Liquefaction Capacity) • Dem& Drivers in Asia, Europe, & Emerging Markets • Impact of Energy Transition on LNG Demand • Role of LNG in Global Energy Security



1330 – 1420	LNG Trading Players & Market Competition Major LNG Producers & Traders (Qatar Energy, ADNOC, Shell, BP, TotalEnergies) • Role of NOCs, IOCs, & Independent Traders • Competitive Landscape & Market Entry Barriers • Competitive Position in LNG Trading
1420 – 1430	Recap Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today & Advise Them of the Topics to be Discussed Tomorrow
1430	Lunch & End of Day One

Day 2

0730 – 0830	Physical vs. Financial LNG Trading Physical LNG Cargo Movements & Logistics • Financial Instruments in LNG Trading (Swaps, Futures, Options) • LNG as a Commodity versus Derivatives Market • Hedging Strategies for LNG Traders
0830 – 0930	LNG Trading Strategies & Portfolio Optimization Spot Market versus Term Contracts • Arbitrage Trading & Cargo Diversion • Portfolio Diversification: Upstream & Downstream Integration • Market Entry & Exit Strategies
0930 – 0945	Break
0945 – 1100	LNG Shipping & Logistics in Trading Types of LNG Carriers & Fleet Management • Chartering Strategies: FOB versus DES versus CIF Contracts • LNG Storage & Re-gasification Considerations • Impact of Freight Rates on LNG Trade Profitability
1100 – 1215	Risk Management in LNG Trading Price Volatility & Market Risks • Credit & Counterparty Risks in LNG Contracts • Political & Regulatory Risks in LNG Supply Chains • Managing Weather & Seasonal Dem& Fluctuations
1215 – 1230	Break
1230 – 1330	LNG Pricing Hedging Strategies Use of Swaps, Futures, & Options for LNG Price Hedging • JKM Swaps & Henry Hub Futures in LNG Risk Management • Case Study: How LNG Traders Manage Price Risk • Role of OTC & Exchange-Traded LNG Derivatives
1330 – 1420	Geopolitical & Environmental Risks in LNG Trading Impact of Sanctions & Trade Wars on LNG Trade • LNG's Role in the Energy Transition & ESG Considerations • Regulatory Changes in Key LNG Markets (EU, US, Asia) • LNG Carbon Footprint & Green LNG Trading
1420 – 1430	Recap Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today & Advise Them of the Topics to be Discussed Tomorrow
1430	Lunch & End of Day Two

Day 3

0730 – 0830	LNG Master Sales Agreement (MSA) & Key Legal Clauses Understanding MSAs & Standard LNG Trading Terms • Take-or-Pay Clauses & Destination Flexibility • Force Majeure & Dispute Resolution Mechanisms • Contractual Penalties & Termination Clauses
0830 – 0930	LNG Contract Negotiation Tactics Negotiation Strategies for LNG Buyers & Sellers • Price Renegotiation & Re-opener Clauses • Balancing Risk Allocation in LNG Agreements • Case Study: LNG Contract Negotiation Challenges



0930 – 0945	Break
0945 – 1100	LNG Market Analytics & Forecasting LNG Supply-Demand Forecasting Techniques • Use of AI & Big Data in LNG Market Analysis • LNG Benchmarking & Market Intelligence Reports • Case Study: LNG Price Forecasting Models
1100 – 1215	LNG Portfolio Management & Optimization Managing LNG Procurement, Sales, & Inventory • LNG Cargo Optimization for Profit Maximization • Balancing Long-Term Contracts versus Spot Market Opportunities • LNG Portfolio Management Approach
1215 – 1230	Break
1230 – 1330	LNG Market Disruptions & Crisis Management Impact of Supply Chain Disruptions on LNG Trading • Case Studies of LNG Supply Disruptions (Qatar Blockade, Russia-Ukraine Crisis) • Emergency Response Plans for LNG Traders • Managing LNG Cargo Delays & Cancellations
1330 – 1420	LNG Digitalization & Trading Platforms Role of Digitalization in LNG Trading • LNG Trading Platforms (ICE, CME, Platts, JKM) • Blockchain & Smart Contracts in LNG Trade Settlement • Future Trends in LNG Trading Digitalization
1420 – 1430	Recap Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today & Advise Them of the Topics to be Discussed Tomorrow
1430	Lunch & End of Day Three

Day 4

0730 – 0900	LNG Shipping Routes & Trade Flows Major LNG Shipping Routes & Chokepoints (Panama Canal, Suez Canal) • Freight Rate Trends & Their Impact on LNG Trading • LNG Cargo Diversion Strategies for Maximizing Profits • Case Study: LNG Shipping Challenges During Supply Disruptions
0900 – 0915	Break
0915 – 1030	LNG Terminal Operations & Storage Strategies Floating Storage & Regasification Units (FSRUs) • Onshore LNG Storage Tanks & Infrastructure • LNG Peak Demand Storage Strategies • LNG Terminal Operations
1030 – 1215	LNG Regulatory & Compliance Frameworks Key Regulatory Bodies (FERC, DOE, EU ETS, IMO) • LNG Import/Export License Requirements • Compliance with Environmental Regulations (Methane Emissions, Carbon Pricing) • LNG Regulatory Strategy
1215 – 1230	Break
1230 – 1420	LNG Carbon Markets & Green LNG Certification Carbon Offsetting Strategies for LNG Cargoes • Carbon-Neutral LNG Trading & Certification • Impact of EU CBAM on LNG Trade • Role of in Low-Carbon LNG Trade
1420 – 1430	Recap Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today & Advise Them of the Topics to be Discussed Tomorrow
1430	Lunch & End of Day Four

Day 5

0730 – 0830	LNG Bunkering & Emerging Markets LNG as a Marine Fuel: Market Trends & Opportunities • Growth of LNG Bunkering Infrastructure • LNG Demand from Shipping & Heavy Industries • Case Study: LNG Bunkering at Ports
0830 – 1000	LNG Market Integration with Hydrogen & Renewables Role of LNG in the Hydrogen Economy • Synergies Between LNG & Renewable Energy Sources • Future Market Trends in LNG & Hydrogen Trading • Strategy for Integrating LNG & Green Energy
1000 – 1015	Break
1015 – 1130	LNG Trading Case Studies Case Study: LNG Cargo Diversion Profits • Case Study: LNG Trading in a Volatile Market • Case Study: LNG Market Manipulation & Compliance Risks • Lessons from Past LNG Trading Strategies
1130 – 1145	Break
1145 – 1345	Practical LNG Trading Simulations Simulated LNG Trading Exercise (Spot vs. Term Contracts) • Price Hedging & Risk Management Scenarios • Negotiation Role-Playing for LNG Traders • Performance Analysis of Simulated Trades
1345 – 1400	Course Conclusion
1400 – 1415	POST-TEST
1415 – 1430	Presentation of Course Certificates
1430	Lunch & End of Course

Practical Sessions

This practical and highly-interactive course includes real-life case studies and exercises:-



Course Coordinator

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