

# LNG Commercial Strategy and Project Finance Training Course

30 August – 10 September 2027
Tbilisi

AGILE LEADERS
Training Center

AGILE LEADERS
Training Center

# LNG Commercial Strategy and Project Finance Training Course

**Ref:** 1955_244853 **Date:** 30 August – 10 September 2027 **Location:** Tbilisi **Fees:** 15000 Euro

## Overview

LNG Commercial Strategy and Project Finance Training Course is a two-week course for LNG project, commercial, finance, investment, contract, shipping, terminal, and technical functions who leave with an LNG Commercial and Financing Decision File. Participants connect the LNG value chain, market and pricing assumptions, project economics, bankability, financing structures, risk allocation, and contract interfaces through decision models and case evidence. Agile Leaders Training Center presents LNG commercial strategy and project finance.

## Who Should Attend

- Project development functions responsible for LNG concept selection, stakeholder alignment, and investment decisions
- Commercial functions responsible for market assumptions, pricing structures, and revenue arrangements
- Finance and investment functions responsible for valuation, funding structures, and lender requirements
- Contract and legal functions responsible for agreement interfaces and commercial risk allocation
- Shipping and terminal functions responsible for capacity, logistics, and infrastructure commitments
- Technical management functions responsible for connecting design choices with commercial and financing consequences

The course assumes participants evaluate projects, contracts, markets, financial models, or infrastructure commitments at work, and it leaves out plant operation, process design, commodity trading execution, and general corporate finance.

## Departments and Industries

The course supports departments and industries that develop, finance, contract, transport, receive, or invest in LNG infrastructure.

- Gas production, liquefaction, and integrated energy development
- Project finance, infrastructure investment, and commercial banking
- Marine shipping, chartering, and port services
- Import terminals, storage, and regasification
- Engineering, procurement, construction, and technical advisory services
- Legal, insurance, and transaction advisory services

AGILE LEADERS
Training Center

## Learning Objectives

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

- Analyze LNG value-chain and stakeholder dependencies
- Build market, pricing, and revenue assumptions
- Evaluate LNG project economics and sensitivities
- Compare financing structures and lender requirements
- Apply risk allocation across LNG contract interfaces
- Build an integrated commercial and financing decision file

## Course Agenda

## Day 1: Map the LNG Value Chain

- LNG Feed Gas, Liquefaction, Shipping, and Regasification Value-Chain Map
- Integrated LNG Project Boundary and Interface Diagram
- Sponsor, Lender, Buyer, Contractor, and Operator Stakeholder Matrix
- Greenfield, Brownfield, Tolling, and Merchant Project Structure Comparison
- LNG Commercial Decision-Gate and Evidence Register

## Day 2: Frame Markets and Demand

- LNG Regional Market and Trade-Flow Mapping Method
- Buyer Segmentation and Credit Profile Matrix
- Demand Scenario and Volume Flexibility Assumption Sheet
- Liquefaction Capacity, Shipping Availability, and Terminal Constraint Map
- Market Evidence, Assumption, and Source-Control Log

## Day 3: Structure Pricing and Revenue

- Oil-Indexed, Hub-Linked, Hybrid, and Fixed Pricing Formula Comparison
- Price Review, Reopener, and Adjustment Mechanism Register
- Take-or-Pay, Destination, Diversion, and Volume Flexibility Matrix
- Revenue Waterfall and Cash Collection Diagram
- Price, Volume, Credit, and Basis Risk Exposure Map

## Day 4: Model Project Economics

- Capital Cost, Operating Cost, Working Capital, and Tax Assumption Book
- Unlevered Project Cash Flow Model Structure
- Net Present Value, Internal Rate of Return, and Payback Evaluation Sheet
- Throughput, Price, Cost, Schedule, and Utilization Sensitivity Table
- Economic Scenario and Investment Threshold Decision Matrix

AGILE LEADERS
Training Center

## Day 5: Design Financing Structures

- Corporate Finance, Project Finance, and Hybrid Funding Comparison
- Equity, Commercial Debt, Export Credit, and Multilateral Funding Map
- Sources and Uses, Drawdown, and Repayment Schedule
- Debt Service Coverage and Loan Life Coverage Ratio Model
- Capital Structure, Tenor, Grace Period, and Amortization Decision Sheet

## Day 6: Test Bankability and Due Diligence

- Lender Technical, Commercial, Legal, Environmental, and Insurance Due Diligence Checklist
- Base Case, Downside Case, and Break-Even Model Review
- Financial Covenant, Reserve Account, and Distribution Lock-Up Register
- Completion Test, Cost Overrun, and Sponsor Support Matrix
- Bankability Gap and Mitigation Action Tracker

## Day 7: Allocate Project Risks

- Development, Construction, Supply, Market, Logistics, and Operating Risk Register
- Risk Ownership, Control, Transfer, and Retention Allocation Matrix
- Political, Currency, Force Majeure, and Change-in-Law Response Map
- Insurance, Guarantee, Security, and Credit Support Selection Sheet
- Risk-Adjusted Commercial and Financing Scenario Model

## Day 8: Align Core LNG Agreements

- Gas Supply Agreement Quantity, Quality, and Delivery Interface Map
- LNG Sales and Purchase Agreement Term Sheet
- EPC Contract Price, Schedule, Performance, and Completion Risk Matrix
- Conditions Precedent and Agreement Effectiveness Checklist
- Contract Interface, Liability Gap, and Remedy Alignment Register

## Day 9: Integrate Shipping and Terminal Commitments

- LNG Shipping Ownership, Charter, and Freight Structure Comparison
- Terminal Use, Capacity Reservation, and Throughput Agreement Matrix
- Berthing, Cargo Scheduling, Storage, and Regasification Interface Plan
- Commercial Negotiation Position, Concession, and Authority Sheet
- Cross-Agreement Volume, Timing, Price, and Liability Consistency Review

## Day 10: Practice LNG Investment Decisions

- Suggested Exercise: Reconcile Market and Pricing Assumptions
- Suggested Exercise: Evaluate Project Economics and Downside Sensitivities
- Suggested Exercise: Test Financing Ratios, Covenants, and Bankability
- Suggested Exercise: Resolve Risk Allocation and Contract Interface Gaps
- Capstone Exercise: Complete the LNG Commercial and Financing Decision File

## Practical Exercises

The course uses suggested activities to convert market, contract, economic, and lender evidence into traceable LNG investment decisions.

- Suggested activity: build a value-chain and stakeholder map for an LNG export or import project.
- Suggested activity: test a pricing and volume case against project economics and debt-service ratios.
- Suggested activity: identify bankability gaps across the agreement suite and allocate mitigation actions.
- Suggested activity: present an integrated investment recommendation with assumptions, risks, financing terms, and decision conditions.

## FAQs

### Who suits LNG commercial strategy and project finance training, and what does it assume?

LNG commercial strategy and project finance training suits project development, commercial, finance, investment, contract, legal, shipping, terminal, risk, and technical management functions. It assumes experience with project, market, contract, financial, or infrastructure decisions.

### How does LNG commercial strategy and project finance training differ from LNG operations training?

LNG commercial strategy and project finance training centers on markets, economics, financing, bankability, risk allocation, and agreement interfaces. LNG operations training centers on plant processes, equipment, operating procedures, and technical performance.

### What makes an LNG project bankable?

An LNG project becomes bankable when credible sponsors, resilient economics, defined risks, aligned contracts, reliable counterparties, adequate credit support, and lender protections form a financeable structure under tested downside cases.

## How do LNG sales agreements affect project financing?

LNG sales agreements affect financing through contracted volumes, pricing formulas, buyer credit, payment security, flexibility rights, termination remedies, and contract duration. Lenders test whether these terms support stable cash flow and debt service.

## Which financial ratios matter in LNG project finance?

Debt service coverage and loan life coverage ratios help lenders assess repayment capacity. Their meaning depends on cash flow definitions, model assumptions, covenant levels, reserve arrangements, downside cases, and the proposed debt profile.

## Conclusion

Participants take back an LNG Commercial and Financing Decision File connecting market evidence, pricing assumptions, project economics, funding terms, lender tests, risk allocation, and contract interfaces. It changes separate commercial and finance analyses into one traceable investment basis. The file supports gate reviews, financing discussions, negotiation priorities, and conditional investment recommendations.