

AN LDI TRAINING COURSE

**LNG PROCESS and BUSINESS
AGREEMENT
(FROM WELL TO COMMERCIALIZATION)**

by
Ir. Agoes Sapto Rahardjo Moerdi Hartono

OBJECTIVE

This training is designed to equip professionals with a comprehensive understanding of the Liquefied Natural Gas (LNG) industry-spanning the technical LNG process, value chain operations, commercial strategies, and key agreements like gas sales agreement (GSA) and LNG Sales Agreement (LNG SPA) and Market Dynamic.

By the end of the course, participant will:

- Understand the physical and commercial characteristics of natural gas and LNG.
- Comprehend the LNG value chain from upstream gas production to end-user delivery
- Analyze LNG processing technologies and their economic impact
- Navigate core LNG commercial instruments, especially Gas Sales Agreement (GSA) and LNG Sales Agreement (LNG SPA)
- Understand pricing, financing, risk mitigation, and stakeholder dynamic in LNG projects

- Understand the shifting paradigm of LNG business and future market competition

TARGET PARTICIPANT

- Engineers working in LNG plant design, construction, or operation
- Business professionals involved in LNG trading, marketing, finance, project or related
- Government officials and policymakers responsible for energy regulation or sustainability initiatives
- Investor and analyst interested in the LNG market
- Any person who wish deep undertaking and comprehensive knowledge related to the topic

COURSE OUTLINE

Introduction to LNG

- What is LNG? Definition and fundamentals
- Properties of natural gas and LNG
- Strategic benefits of LNG in today's energy mix
- Global LNG market: supply-demand trends and major players

LNG Value Chain Overview

- Upstream: Exploration and production of natural gas; Project collaboration through
- Structure of LNG Business
- Midstream: Gas treatment and liquefaction processes: LNG storage, shipping logistics, and transfer operations

- Downstream: Receiving terminals, regasification, and end-user delivery; Integration with domestic and international distribution networks

LNG Process Technology

- Overview of liquefaction technologies (e.g., C3MR, DMR, Cascade)
- Key components of an LNG facility (compressors, exchangers, tanks)
- Process optimization and operational challenges
- Safety systems and hazard management in LNG production
- Environmental compliance and best practices in emissions control

LNG Business and Economics

- LNG trading structure and contracts
- LNG pricing mechanisms and market dynamics
- Financial risks and risk management strategies in the LNG market
- LNG financing and project development
- Role of major players in the global LNG trade

Structure of LNG Business

- Purpose in upstream gas development for LNG projects
- Roles, responsibilities, and cost-sharing among partners
- Governance mechanisms and dispute resolution

LNG Sales Agreements

- Structure and function of dan LNG Sales agreement (LNG SPA) in LNG commercialization
- Key contract elements: Volume commitments; Delivery terms (FOB, DES); Take-or-pay clauses; Pricing terms (indexed vs hub-based); Payment and invoicing provisions
- Buyer—seller obligations and risk allocation

- Interface with upstream gas agreements and project structuring

LNG Sales and Purchase Agreements SPA

- Comparison with PJBG
- Long-term vs spot/short-term contracts
- Destination flexibility and re-export rights

TRAINING METHOD

- Lecturing and Classroom session and Case Study
- Interactive sharing information and experience
- Group discussion, question, and answer session

ABOUT INSTRUCTOR

Ir. Agoes Sapto Rahardjo Moerdi Hartono

The instructor is a seasoned expert in the oil and gas industry with extensive experience in LNG project development, gas commercialization, and energy contract negotiation. With a strong background in both technical operations and commercial structuring, the instructor has been actively involved in drafting and negotiating LNG Contract and agreement, SPAs, and JOA



agreements for major LNG projects in Indonesia. Combining practical industry insights with regulatory and market knowledge, the instructor brings a comprehensive and real-world perspective to the LNG value chain, ensuring participants gain both conceptual understanding and actionable skills.

Method of Payment

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Enrollment:

Please Send your enrollment message to LDI Training at lditrain@indo.net.id

This course is presented by LDI Training.

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