

AN LDI TRAINING COURSE

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

**Instructor
Ir. Agoes Sapto Rahardjo Moerdi Hartono**

PROGRAM OVERVIEW

This intensive professional training provides a holistic understanding of the Liquefied Natural Gas (LNG) industry, integrating technical LNG processes, value-chain operations, and commercial & contractual frameworks that govern LNG projects worldwide.

Participants will gain practical insight into how LNG projects are developed, financed, marketed, and commercialised—from upstream gas production through liquefaction, shipping, sales agreements, and market dynamics.

LEARNING OUTCOMES

By the end of the program, participants will be able to:

- Understand the physical and commercial characteristics of natural gas and LNG
- Explain the LNG value chain from upstream production to end-user delivery
- Analyse major LNG liquefaction technologies and their economic impact
- Navigate key LNG contractual instruments, including:
 - Gas Sales Agreement (GSA)
 - LNG Sales and Purchase Agreement (LNG SPA)
- Interpret pricing mechanisms, financing structures, and risk allocation
- Assess current and emerging trends shaping the future LNG market

WHO SHOULD ATTEND

This course is designed for professionals involved in or supporting LNG projects, including:

- Engineers engaged in LNG plant design, construction, or operations
- Commercial & business professionals in LNG trading, marketing, finance, or project development
- Government officials and policymakers responsible for energy regulation or sustainability
- Investors and analysts assessing LNG markets and projects
- Anyone seeking in-depth, end-to-end knowledge of LNG processes and business structures

COURSE STRUCTURE & OUTLINE

1. Introduction to LNG

- LNG fundamentals and definitions
- Physical properties of natural gas and LNG
- Strategic role of LNG in the global energy mix
- Global LNG supply-demand trends and key market players

2. LNG Value Chain Overview

- **Upstream:** Exploration, production, and gas supply structuring
- **Midstream:**
 - Gas treatment and liquefaction
 - LNG storage and shipping logistics
- **Downstream:**
 - Receiving terminals and regasification
 - Domestic and international distribution integration

3. LNG Process Technology

- Overview of liquefaction technologies:
 - C3MR
 - DMR
 - Cascade processes
- Key LNG facility components:
 - Compressors
 - Heat exchangers
 - Storage tanks
- Operational challenges and process optimisation
- Safety systems, hazard management, and environmental compliance

4. LNG Business & Economics

- LNG trading structures and commercial models
- Pricing mechanisms (indexation and hub-based pricing)
- Financial risks and mitigation strategies
- LNG project financing and development stages
- Roles of major players in the global LNG market

5. Structure of LNG Business

- Purpose of business structuring in upstream LNG development
- Partner roles, cost-sharing, and responsibilities
- Governance frameworks and dispute resolution mechanisms

6. LNG Sales & Purchase Agreements (LNG SPA)

- Function and structure of LNG SPAs in commercialisation
- Key contractual provisions:
 - Volume and delivery commitments
 - Delivery terms (FOB, DES)
 - Take-or-pay obligations
 - Pricing terms
 - Billing and payment provisions
- Risk allocation between buyers and sellers
- Interface with upstream gas agreements
- Long-term vs spot and short-term contracts
- Destination flexibility and re-export rights
- Comparison with PJBG

ABOUT THE INSTRUCTOR

Ir. Agoes Sapto Rahardjo Moerdi Hartono is a senior oil and gas professional with extensive experience in LNG project development, gas commercialisation, and energy contract negotiation. He has been directly involved in drafting and negotiating LNG SPAs, GSAs, and joint operating agreements for major LNG projects in Indonesia.

His unique combination of technical expertise, commercial insight, and regulatory knowledge ensures participants gain practical, industry-ready understanding of LNG projects from concept to commercialisation.



ENROLLMENT & CONTACT

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This course is presented by LDI Training.

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