

# LNG Business Training

from Poten - the leaders in LNG



POTEN & PARTNERS

# Real World Experience, Well-Tested Techniques

## 2017 TRAINING COURSE SCHEDULE

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### North America LNG

**Houston | March 22-24 2017**

The course will provide a grounding in the commercial / economic components of the LNG liquefaction business and the technical, market and marine aspects of this sector. The course will provide an introduction to LNG and a detailed look at the LNG value chain, the origins of LNG trade, the dynamics of LNG contracts and the current business environment.

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### LNG Trading

**Singapore | May 25-26 2017**

The course will give attendees the conceptual and practical tools needed to understand, participate in and build an LNG trading business. It will also discuss the design and implementation of sound LNG trading strategies. The use of realistic case studies will bridge between the course material and specific job and business requirements. This will ensure the course has significant benefit to the participants and that the learning can be immediately applied.

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### LNG FSRU Developments

**Houston | June 12-14 2017**

The course will provide a foundational overview of the commercial and economic underpinnings of the LNG regasification business. It will also cover the associated technical, market and marine aspects of this sector. The course will have a strong focus on the development of Floating Regasification projects linked to power generation.

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### Tools for Effective Participation in LNG Joint Ventures

**Perth | August 24-25 2017**

Poten's targeted training course will enable those working in and with LNG joint ventures to move quickly down the learning curve. The course will help them to effectively engage with the venture operator and other venture partners. Individual skills and organizational capabilities needed to achieve world-class participation will be developed through this targeted training. Participants will quickly gain the understanding and frameworks required for successful participation in upstream and liquefaction joint ventures.

## WHO SHOULD ATTEND

Training sessions are aimed at staff new to LNG or taking on a new role in LNG, either managing or developing an LNG asset. The courses are non-technical but do cover the technology of the industry in sufficient detail to understand its commercial significance. All courses combine knowledge transfer from practicing industry experts and cases studies / negotiating games.

For additional course information please contact us directly at:

[training@poten.com](mailto:training@poten.com) | +1 212-230-2000

# Hands-on training from the largest group of LNG specialists in the industry

## THERE'S NO SUBSTITUTE FOR EXPERIENCE

Poten & Partners' experts are diverse, with planning, marketing, engineering, and executive backgrounds in oil and gas companies, banks, shipping companies, academia and government service.

Sessions will be led by Poten's technical specialists, who, where client confidentiality permits, will provide real life examples from their day to day work. Poten's experts have designed LNG plants, developed LNG projects, marketed LNG and managed the shipping of LNG.

Our team of expert instructors include:



### James Briggs

Jim Briggs has been advising LNG projects since 1990, when he was developing feasibility studies for QGPC on gas exports from Qatar and providing the economics input to the Qatar Gas Master Plan. He led Poten's consulting activities for ten years and is now advising key clients on their LNG activities.



### Gordon Shearer

Gordon Shearer joined Poten & Partners in 2001. From 2004 through 2014 he served as president and chief executive officer of Hess LNG LLC, a joint venture of Poten & Partners and Amerada Hess Corporation, rejoining Poten in 2015.



### Captain Doug Brown

Doug is an LNG Shipping Specialist with Poten, having previously spent over 40 years working for BP in shipping, both as a serving ship's officer up to the rank of Master and as a marine advisor to a large number of LPG, LNG and offshore oil loading projects.



### Gary Smith

Gary is a member of Poten's Project Development Department, which initiates and executes significant LNG transactions. He also supports Poten's LNG ship and product broking and LNG consulting units. Gary was the CEO of Golar from 2006 to 2009 and from 2014 to 2016.



### Manon Dumontier

Manon joined Poten's LNG Consulting group in 2014, following seven years with GDF SUEZ in negotiation/commercial shipping roles; most recently as Commercial Manager Shipping. She was responsible for the operational and commercial management of a fleet of 16 LNG carriers on average.



### Michael Tusiani

Michael D. Tusiani joined Poten & Partners in 1973. From 1983 to 2016 he served as its chairman and chief executive officer. He is currently the chairman emeritus. During his career he has been active in all aspects of oil and gas trading and transportation. He has written numerous articles and books on energy and shipping.



### Michael Reimers

Mike is a Senior Gas and LNG Advisor assisting in the development, negotiation and implementation of gas and LNG transactions, particularly gas & LNG supply. He has extensive experience of the marketing of gas in the US domestic gas market and the procurement and trading around pipeline capacity.

Read more about our expert staff  
on the web:

[www.poten.com](http://www.poten.com)

# About Poten & Partners

**WHO WE ARE:** For over 75 years we have been providing our clients with valuable insight into the international oil, gas and shipping markets. We have over 160 professionals located on four continents.

**HOW WE WORK:** At Poten & Partners we do business the old fashioned way; listening carefully, challenging when appropriate and advising with honesty—the longevity of our client relationship is far more important to us than any short-term financial gain.

**EXPERIENCE & INSIGHT YOU CAN TRUST:** To make the most informed choices, you need knowledge. Our dedicated teams of experts not only produce in-depth research reports using our proprietary databases, but also apply decades of market expertise offering unparalleled insight.

**OUR GLOBAL REACH:** We operate from seven locations worldwide: Athens, Guangzhou, Houston, London, New York, Perth and Singapore. This global reach enables us to provide unparalleled access and insight into the worldwide commodity, brokerage and shipping markets.

## OUR SERVICES:

### Ship Brokerage

Poten's brokers strive to create value and not simply act as intermediaries. Our integrated team approach, which combines shipbrokers and analysts, allows us to quickly identify market opportunities in Tanker, LNG, LPG sectors, US Flag, Period Chartering and Sale & Purchase.

### Consulting Services

Poten & Partners has been the premier commercial service advisor for the global LPG, LNG and natural gas business for more than 30 years. We provide advice across the entire value chain; from gas supply, pipelines and liquefaction plants to shipping, terminals, trading and gas marketing.

### Business Intelligence

Poten & Partners is a leading source of business intelligence products, which provide clients with an edge in the global energy and freight markets. Our wide range of products provide insight and analysis for the LNG, LPG, shipping and asphalt markets.

### Commodity Brokerage

Our commodity brokers understand complex supply and demand factors and benefit from our systematic research and worldwide network. We assist buyers and sellers in all elements of commodity transactions commencing with intelligence gathering through to commercial implementation and post-transaction operations.

### Capital Services

Poten Capital Services, LLC (registered with the SEC and a member of FINRA/SIPC) and Poten Capital Services (UK) Ltd. (registered with the FSA) combine financial and industry expertise to provide a broad range of advisory services to shipping industry participants, financial institutions and the investment community.

### Contact Us Today

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