Global Gas / LNG Market Resource: A Primer for Indian Consumers

Description: The study is based on extensive research and analysis to come up with major industry trends and forecasts and covers all key aspects of markets, trends, pricing and contracts (also encompassing flexibilities in negotiations) which aid in decision-making.

Some of the key areas the study will touch upon:

- What are the major LNG supply sources and the competitiveness of each of these new sources?
- What is the Influence major suppliers have on the market & what kind of LNG price expectation are there from these sources?
- How do gas consumers from various industries build RLNG in their portfolio in an optimal and cost effective manner?
- How are the contracts structured, and their key clauses?

MS - Excel based data packs (comes as inclusion with the report):

- India's RLNG capacity & supply forecast up to 2020
- LNG Liquefaction capacity forecast up to 2025

Gain key details & trends on:

- Global gas / LNG market landscape
- Gas / LNG supply - sellers analysis
- LNG shipping market
- Fundamentals of LNG / Gas pricing along with LNG trading & pricing strategies
- Methodology for indexation of LNG / Gas contracts also the detailed analysis of LNG contracts, types of contracts & their contractual issues
- Preparedness for negotiation & strategy
- Impact of recent market conditions on contracts, Contracts price review provisions
- Gas market scenario & supply options for India, LNG sourcing options
- Economic evaluation of LNG / Gas vs other fuels for end use sectors.

Detailed analysis of factors influencing Gas pricing in India:

- Structure of the market
- Extent of Government control on gas value chain
- Regulatory regimes across market
- Level of market maturity
- Extent of import dependence
- Evolution of short term market
- Level competition & pricing structure
- Global market competition in LNG supply

Key Deliverables:

- Global Natural Gas/LNG Market Resources: A Primer for the Indian Consumer (Hard Copy)
- India's RLNG Capacity and Supply Forecast (Excel Format)
- Data Pack on LNG Liquefaction Capacity

Contents: Section I: Global Gas Markets- Options and Competition

1. Gas/LNG Markets: An Overview
   - Gas/LNG markets- A global commodity
   - Market Structure and Value Chain Analysis
2. Global Market Landscape
- Competition between markets
  - Supply; Atlantic Basin, Pacific Basin, Middle East and New producers
  - Import; Atlantic Basin, Pacific Basin
- Market Size Assessment
- Pricing Approach for Gas in different markets
- LNG Demand- current buyers scenario and market drivers
- Gas/LNG Supply- Sellers Analysis
  - Floating/ Fixed
  - Floating/ Fixed
  - Expected Capacity
  - Project Cost Analysis for Major Players and Strategies
  - Options for India
- LNG Shipping-Market Overview (including shipping matrix)

Section II: LNG Trading Market - A Primer

3. Fundamentals of LNG / Gas Pricing
- Gas market structures and Levels of maturity
- Price Basis for LNG
- Pricing Factors to be kept under consideration
- Market Indices for Pricing
  - Crude oil
  - Oil derivatives/products
  - Coal
  - Inflation
  - Electricity
- Elements of LNG Pricing
- Methodology for Indexation of LNG/Gas Contracts
- Net Back Pricing Breakdown Analysis
- h) Understanding LNG Spot / Short Term / Medium Term LNG trading and Long Term Pricing Strategies and Pricing Competition across Global Markets
  - Current and expected trends in Gas/LNG Pricing
  - What it entails for both buyers and sellers
  - Key trade patterns
v Key Learnings/Experiences from Global Markets

4. Contract for LNG- Key terms & Basic Principles
- Basic contract principles
- General Contract Terminologies
  - Term
  - Quantity
  - Price terms
  - Delivery obligation
  - Take-or-Pay (TOP) obligations
  - Delivery point
  - Gas quality
  - Quality-off spec delivery
  - Shipping terms
  - Daily contracted quantity
  - Annual contracted quantity
  - Take-or-pay (TOP)
  - Make up
  - Carry forward
  - Shortfall gas
  - Annual reconciliation
  - Upward flexibility
  - Downward flexibility
  - Make good
  - Shortfall and the restoration quantities
  - Transfer of title
- Types of contracts
5. Key areas of preparedness for negotiation and strategy

6. New Pricing Mechanism- Impact of recent market conditions on contracts
   - Understanding diversion rights and destination flexibility
     - DES sale
     - FOB sale
     - Diversion Right/Destination flexibility right
     - Buyers’ imperatives for diversion rights
     - Sellers’ imperatives for diversion right
   - Key negotiation factors
     - Contract price review provisions
       - Understanding price review
       - Importance of price review in different markets
       - Negotiating price review provisions in LNG contracts
       - Structuring price review clauses
     - Importance of arbitration provisions
     - Trigger events (Case analysis)

Section III: Gas Market Scenario & Evaluating Supply Options for India

7. Indian Gas Market - Gas Supply and Pricing Scenario
   - Indian gas market overview
   - Consumption patterns for India- end use
   - Demand-Supply Balance- current and future
     - Domestic gas production trends- company and major fields
     - Upcoming gas production options for domestic mark
   - Gas infrastructure and tariff policy
     - Gas pipeline
     - Gas transportation tariff
     - Gas pooling and swapping

8. LNG sourcing Options
   - Infrastructure
     - Domestic regasification infrastructure
     - FSRU
   - Options
     - Evaluation
     - Economics
   - Global pricing Scenario & Impact on India
     - Analysis of impact due to increased LNG supply from new sources
     - Landscape of potential LNG options for India
     - Brief Evaluation of various potential sources
     - Cost competitiveness of sources to India

9. Economic Evaluation of LNG / Gas vs Other Fuels for End Use Sectors
   - Sectoral demand assessment
   - Supply projection
   - Fertilizer industry: Overview, Recent Developments & Key Issues
   - Power sector: Fuel options, Recent Developments & Key Issues
   - Portfolio development for power- key aspects
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