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COURSE BROCHURE

Advanced Mini MBA in the LNG Industry Training Course

25 April – 6 May 2027
Istanbul

jupiterprime.uk
info@jupiterprime.uk
Registered in the United Kingdom and Saudi Arabia

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Ref: 1330_49837 **Date:** 25 April – 6 May 2027 **Location:** Istanbul **Fees:** 9000 GBP

Mini MBA in the LNG Industry is a 2-week training course for managers and engineers in liquefied natural gas companies who are taking on business responsibility across liquefaction, shipping and regasification, and each participant builds an LNG business unit strategy and investment case. New liquefaction capacity, flexible buyers and lower-emission expectations are reshaping how LNG projects earn returns. Jupiter Prime Training delivers the Mini MBA in the LNG Industry.

Why Mini MBA in the LNG Industry Matters Now

Three forces shape LNG businesses today. A wave of new liquefaction trains is entering service, so sellers compete harder on flexibility, destination freedom and price indexation. Buyers in power, industry and city gas want shorter terms and portfolio supply rather than rigid point-to-point deals. Lenders, partners and communities expect lower methane and carbon intensity from plants and ships. A company that combines engineering insight with commercial and financial judgement secures offtake and funding; one that does not leaves trains underused and capital stranded. The course draws on discounted cash flow appraisal, Porter's Five Forces, the balanced scorecard and recognised industry safety standards such as those of the American Petroleum Institute API.

Who Gains Most from Mini MBA in the LNG Industry

- Engineers moving into management of liquefaction trains or regasification terminals
- Project leads preparing investment cases for new trains, tanks or floating units
- Shipping and logistics leads responsible for fleet charters and delivery schedules
- Commercial staff who negotiate sale and purchase agreements and terminal access
- Finance and planning staff who model plant economics and partner returns

LNG operating companies and gas business units gain most when engineering, commercial and finance leaders attend together and agree one view of how the chain makes money.

Mini MBA in the LNG Industry Capabilities

Participants move from running one link of the LNG chain to steering a business that must balance plant reliability, shipping cost and contract value.

- Calculate liquefaction tolling and integrated project economics — final investment decisions
- Assess sale and purchase agreement terms and price indexation choices — offtake strategy
- Build a shipping cost and fleet charter model for delivered cargoes — logistics planning
- Weigh onshore and floating regasification options — market entry decisions
- Apply a balanced scorecard to an LNG plant or terminal — leadership performance reviews

- Communicate an investment case to partners, lenders and boards — project sanction

Key Mini MBA in the LNG Industry Terms

- Liquefaction train — a processing unit that cools natural gas to liquid for storage and shipping.
- Sale and purchase agreement — the long-term contract setting LNG volumes, price formula, delivery terms and flexibility between seller and buyer.
- Tolling model — an arrangement where gas owners pay a liquefaction plant a fee to process their gas.
- Regasification — warming LNG back into gas at an import terminal for delivery to pipelines.
- Floating storage and regasification unit — a ship-based terminal that stores LNG and regasifies it offshore or at a jetty.
- Boil-off gas — LNG that evaporates during storage and shipping, managed as fuel or reliquefied.

Mini MBA in the LNG Industry Day by Day

Day 1: The LNG Chain as a Business

- LNG Value Chain Mapping From Wellhead to Burner Tip — Margin Locations
- Integrated, Tolling and Merchant Business Models — Risk Allocation
- Supply and Demand Centres for LNG — Market Exposure
- Role of LNG in Power and Industry — Customer Needs
- Peer LNG Company Benchmarking — Strategic Positioning

Day 2: Strategy for LNG Companies

- Porter's Five Forces Applied to Liquefaction — Competitive Pressure
- Portfolio Player Versus Project Developer Strategies — Growth Path
- Scenario Planning for Gas Demand — Long-Term Capacity Choices
- Decarbonisation Options for LNG Chains — Emissions Positioning
- Strategic Option Appraisal Matrix — Board Priorities

Day 3: Liquefaction Project Economics

- Liquefaction Capital Cost Drivers — Train Size and Location
- Discounted Cash Flow Model for an LNG Train — Investment Returns
- Tolling Fee and Integrated Margin Comparison — Structure Choice
- Feed Gas Supply and Pricing Arrangements — Upstream Linkage
- Brownfield Expansion Versus Greenfield Trains — Capital Efficiency

Day 4: Finance for LNG Businesses

- Financial Statements of LNG Companies — Cash Generation Reading
- Project Finance Structures for LNG Plants — Funding Mix
- Partner Equity and Offtake-Linked Financing — Sponsor Roles
- Sensitivity and Scenario Testing — Price and Cost Exposure
- Capital Allocation Across the Chain — Portfolio Balance

Day 5: LNG Contracts and Pricing

- Sale and Purchase Agreement Structure — Rights and Obligations Balance
- Oil-Linked, Hub-Linked and Hybrid Price Formulas — Indexation Choice
- Take-or-Pay and Destination Flexibility Clauses — Volume Risk
- Price Review and Reopener Provisions — Long-Term Fairness
- Delivery Terms on Free on Board and Delivered Ex Ship Bases — Logistics Responsibility

Day 6: Shipping and Logistics

- LNG Carrier Types and Containment Systems — Fleet Selection
- Time Charter and Voyage Cost Models — Delivered Cost
- Boil-Off Management Economics — Cargo Value Protection
- Annual Delivery Programme Planning — Schedule Reliability
- Ship-Shore Compatibility and Port Access — Terminal Constraints

Day 7: Regasification and Market Entry

- Onshore Terminal Versus Floating Unit Economics — Entry Route
- Terminal Use Agreements and Capacity Booking — Access Terms
- Downstream Gas Market Structures — Sales Channels
- Small-Scale and Truck LNG Distribution — New Customer Segments
- LNG as Marine and Road Fuel — Emerging Demand

Day 8: Commercial Negotiation in LNG

- Negotiation Preparation for Long-Term Agreements — Walk-Away Positions
- Partner Alignment in Joint Venture Plants — Unified Mandates
- Buyer and Seller Interest Mapping — Value Creation Options
- Dispute Resolution and Arbitration Clauses — Escalation Paths
- Negotiation Simulation on Price Review — Concession Planning

Day 9: Operations, Safety and Leadership

- Plant Reliability and Availability Metrics — Production Commitments
- Process Safety in Cryogenic Facilities — Board Risk Oversight
- Methane and Carbon Intensity Tracking — Buyer and Investor Demands
- Leading Multinational LNG Workforces — Retention and Capability
- Balanced Scorecard for LNG Assets — Leadership Accountability

Day 10: Practising the LNG Business Unit Strategy and Investment Case

- Strategic Option From Day 2 — Business Direction
- Project Economics and Funding From Days 3 and 4 — Investment Returns
- Contract and Shipping Assumptions From Days 5 and 6 — Revenue Basis
- Board Pitch Rehearsal and Peer Challenge — Case Strength
- Completing the LNG Business Unit Strategy and Investment Case — Sanction Readiness

Applying Mini MBA in the LNG Industry After the Course

- Rebuild the cash flow model of one LNG asset with tolling and integrated cases side by side and present the gap to finance.
- Review the price formula and flexibility clauses of one sale and purchase agreement and list three negotiation priorities for its next review.

Mini MBA in the LNG Industry Questions FAQ

What is a Mini MBA in the LNG Industry and why does it matter now?

It is business management training built around the LNG chain, from liquefaction to regasification. It matters now because new capacity, flexible buyers and emission expectations make LNG returns depend on commercial and financial judgement.

Which roles gain most from a Mini MBA in the LNG Industry?

Managers and engineers in LNG companies gain most, including plant and terminal leads, project developers, shipping leads, commercial negotiators and finance staff modelling LNG economics.

How does the Mini MBA in the LNG Industry differ from a petrochemicals or general energy mini MBA?

It is built around LNG assets and contracts. You work with liquefaction economics, sale and purchase agreements, carrier charters and regasification terminals rather than chemical margins or general energy portfolios.

What do you bring back from the Mini MBA in the LNG Industry?

You bring back a strategy and investment case for an LNG business unit, linking strategic choice, project economics, contract assumptions and leadership measures for board discussion.

Mini MBA in the LNG Industry: The Way Forward

The LNG business unit strategy and investment case first informs the next expansion, contract renewal or market entry decision. Plant leads, commercial managers and finance staff use it with partners and lenders. After the first contract round, the price indexation and shipping assumptions deserve another look, because LNG markets and fleet costs shift quickly.