



Deloitte 2nd Energy Trading Summit
LNG Transformed: Global, Digital, Pivotal

23 May 2018

Deloitte University, Asia Pacific
Amara Sanctuary Resort Sentosa

Deloitte Energy Trading Summit 23 May 2018

Overview

PROGRAM

08:30 – 09:00	REGISTRATION
09:00 – 09:15	OPENING REMARKS: Mr. Mark Edmunds, Asia Pacific Oil & Gas Leader, Deloitte
09:15 – 09:45	KEYNOTE SPEAKER: Mr. Martin Houston, Vice Chairman, Tellurian Inc
09:45 – 11:15	PLENARY 1: CHANGING DYNAMICS OF GLOBAL LNG MARKETS
11:15 – 11:30	TEA BREAK
11:30 – 13:00	PLENARY 2: DIGITAL TRANSFORMATION FOR ENERGY TRADING
13:00 – 14:00	LUNCH
14:00 – 15:00	SESSION A : FINANCING IN THE NEW LNG ERA
15:00 – 16:00	SESSION B: LNG FOR TRANSPORT
16:00 - 16:15	BREAK
16:15– 17:25	SESSION C : NEW FRONTIERS & NEW MARKETS
17:25 – 17:35	CLOSING REMARKS
17:35 Onwards	COCKTAIL RECEPTION / NETWORKING DINNER

08:30 – 09:00	REGISTRATION	
09:00 – 09:15	OPENING REMARKS by Mr. Mark Edmunds, Asia Pacific Oil & Gas Leader, Deloitte	
09:15 – 09:45	KEYNOTE ADDRESS by Mr. Martin Houston, Vice Chairman, Tellurian Inc	
09:45 – 11:15	PLENARY 1: CHANGING DYNAMICS OF GLOBAL LNG MARKETS	
	<p>While Asia continues to be the top buyer of LNG, markets are changing as we see China, India and Southeast Asia driving higher demand growth than the traditional Japan, Korea and Taiwan markets. On the supply side, LNG flows to Asia continue to grow with Qatar announcing its increase of production by 30 percent, U.S. increasing LNG exports, and Australia racing towards becoming the world’s largest exporter. This session will capture the changing dynamics of global LNG markets and their impact on Asia.</p>	Mr. Martin Houston, Vice Chairman, Tellurian Inc.
	<p>Prominent industry experts from around the world will gather to discuss:</p> <ul style="list-style-type: none"> • How the future looks like for global LNG markets • How global major developments impact the Asian market • How should companies overcome the short-term challenges and tap on the opportunities for growth 	<p>Shri. Prabhat Singh, Managing Director & CEO, Petronet LNG Limited</p> <p>Mr. Takuro Yamamoto, Deputy General Manager, Tokyo Gas Co. Ltd.</p> <p>Mr. Cheong Jin Yu, Director, Oil, Power and Gas, Singapore Exchange (SGX)</p> <p>Moderator: Ms. Bernadette Cullinane, Global LNG Leader, Deloitte</p>
11:15– 11:30	TEA BREAK	
11:30 – 13:00	PLENARY 2: DIGITAL TRANSFORMATION FOR ENERGY TRADING	
	<p>Digital technologies are changing the way businesses operate with the emergence of innovations such as Big Data Analytics, Artificial Intelligence (AI), and Blockchain, the technology which is said to have the potential to radically disrupt the energy trading industry. Energy companies are forming consortiums to develop blockchain-powered energy trading platforms and startups are using blockchain innovations to introduce new business models. Meanwhile, automated trading supported by robotics and AI is being increasingly embraced by commodity traders.</p>	Mr. Lyon Hardgrave, Business and Product Development, VAKT
	<p>This session helps participants discover the power of digital and the extent of its disruption through a discussion on:</p> <ul style="list-style-type: none"> • Digital technologies and their use cases in the energy industry • Strategies to stay relevant in the fast-changing digital age • What you need to know about Blockchain and its applications in energy trading 	<p>Mr. Wong Seng Kee, Head of Marketing, GLX</p> <p>Mr. John Ho, Director, Intercontinental Exchange (ICE)</p> <p>Moderator: Mr. Randy Wilson, Commodity Trading & Risk Management Partner, Deloitte</p>
13:00 – 14:00	LUNCH	

SESSION A : FINANCING IN THE NEW LNG ERA

14:00 - 15:00

The development of LNG projects requires intensive capital investments and this was traditionally more straightforward when repayment is supported by long term LNG off-take agreements. However, contract length has been shortening and while 15-20 year contracts used to be the market norms, the average contract length was only 8 years in 2017. This complicates financing and developers need to raise capital in more innovative ways.

This session gathers industry experts from finance institutions and LNG project developers to share their insights on:

- How the changing LNG market trends affect LNG project financing
- What are the challenges and risks associated with LNG project financing
- How financing models for LNG projects have evolved

Mr. Jeroen Huijsmans, Vice President Finance, Trading, Marketing and Shipping, Royal Dutch Shell

Mr. Nick Milne, Senior Vice President, Macquarie Group

Mr. Nicholas Padgalskas, Executive director, ABN AMRO Bank N.V.

Moderator: Mr. Rashed Idrees, Tax & Legal Director, Deloitte Southeast Asia

SESSION B: LNG FOR TRANSPORT

15:00 - 16:00

The transportation sector remains a huge potential for the LNG market, consuming approximately 25% of world primary energy demand. While the use of LNG as an alternative transportation fuel has made inroads in recent years, several challenges still persist in its uptake. Meanwhile, with tougher emissions regulations to be implemented by 2020 in the marine sector, the cleaner-burning LNG is increasingly becoming a popular choice as a marine fuel. LNG bunkering activities have intensified in Singapore and the region, and investments in infrastructure to support LNG bunkering have also increased. This session will explore how ready the transportation sector in Asia Pacific is to embrace LNG as a transportation fuel.

Our panellists will share their thoughts on:

- Upcoming infrastructure projects and key supply chain development supporting the transition in the region
- Challenges the transportation sector face to transit to LNG
- Regulations and policy implementation

Captain Walter P. Purio, Director, LNG Marine Fuel Institute

Mr. Alan Lim, Deputy Director (Port Services), Maritime and Port Authority of Singapore

Mr. Hitendra Shetty, Business Development Manager, LNG Solution, Wärtsilä Corporation

Moderator: Mr. Debasish Mishra, Energy & Resources Leader, Deloitte India

16:00 - 16:15

BREAK

16:15– 17:25

SESSION C : NEW FRONTIERS & NEW MARKETS

China dominated the Asia's LNG market in 2017 and has overtaken South Korea as the world's No. 2 LNG importer. India has also boosted its imports as it shifts towards a natural gas-based economy. Meanwhile, Southeast Asia is making progress with small-scale LNG developments that will be enabled by FSRUs and smaller LNG vessels. In addition, new LNG-to-power projects will also drive up the demand for FSRUs.

In view of all these new and upcoming developments in the LNG domain, this session explores:

- New LNG emerging markets
- Small scale LNG developments
- LNG infrastructure advancements

Mr. Ezhar Yazid Jaafar, Chief Executive Officer, PETRONAS LNG Ltd

Mr. Daein Cha, Managing Director, Transborders Energy Ltd

Mr. Parulian Sihotang, PhD., Deputy for Finance and Monetization, SKK Migas

Mr. Will Pulsford, Upstream & LNG Advisor, Poten & Partners

Moderator: Mr. Jamie Hamilton, Consulting Partner, Deloitte Australia

17:25 – 17:35

CLOSING REMARKS

17:35 Onwards

COCKTAIL RECEPTION / NETWORKING DINNER



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