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

23 May 2018

Deloitte Energy Trading Summit 23 May 2018

Overview

PROGRAM

08:30 – 09:00	REGISTRATION	
09:00 – 09:30	OPENING REMARKS	
09:30 – 11:00	PLENARY 1: CHANGING DYNAMICS OF GLOBAL LNG MARKETS	
11:00 – 11:15	TEA BREAK	
11:15 – 13:00	PLENARY 2: DIGITAL TRANSFORMATION FOR ENERGY TRADING	
13:00 – 14:00	LUNCH	
14:00 – 15:00	CONCURRENT SESSION A : FINANCING IN THE NEW LNG ERA	CONCURRENT SESSION B : NEW FRONTIERS & NEW MARKETS
15:30 – 16:30	CONCURRENT SESSION C: TRADERS' PERSPECTIVES	CONCURRENT SESSION D: LNG FOR TRANSPORT
16:30 – 17:00	CLOSING REMARKS	
17:00 Onwards	COCKTAIL RECEPTION / NETWORKING DINNER	

Deloitte Energy Trading Summit 23 May 2018

Plenary Session

PROGRAM

08:30 – 09:00 **REGISTRATION**

09:00 – 09:30 **OPENING REMARKS** by Mark Edmunds, Asia Pacific Oil & Gas Leader, Deloitte

PLENARY 1: CHANGING DYNAMICS OF GLOBAL LNG MARKETS

09:30 – 11:00

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.

Prominent industry experts from around the world will gather to discuss:

- 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

Martin Houston, Vice Chairman, Tellurian Inc

Prabhat Singh, Managing Director & CEO, Petronet LNG

Cheong Jin Yu, Director, Oil, Power and Gas, Singapore Exchange (SGX)

Takuro Yamamoto, Deputy General Manager, Tokyo Gas Co. Ltd.

Moderator: Bernadette Cullinane, Global LNG Leader, Deloitte

11:00 – 11:15 **TEA BREAK**

Deloitte Energy Trading Summit 23 May 2018

Plenary Session

PROGRAM

PLENARY 2: DIGITAL TRANSFORMATION FOR ENERGY TRADING

11:15 – 13:00

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.

This session helps participants discover the power of digital and the extent of its disruption through a discussion on:

- 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

Damien Criddle, CEO, The Global LNG Exchange

James Rilett, Global Innovation Director, S&P Global Platts

Moderator: Randy Wilson, Commodity Trading & Risk Management Partner, Deloitte

13:00 – 14:00

LUNCH

Deloitte Energy Trading Summit 23 May 2018

Breakout Session 1

PROGRAM

CONCURRENT SESSION A : FINANCING IN THE NEW LNG ERA

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

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

Nick Milne, Senior Vice President,
Macquarie Group

Jeroen Huijsmans, VP Finance, Trading,
Marketing and Shipping, Royal Dutch
Shell

**Moderator: Rasheed Idrees, Tax &
Legal Director, Deloitte**

14:00 - 15:00

CONCURRENT SESSION B : 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

Ezhar Yazid, Chief Marketing Officer,
Petronas LNG

Will Pulsford, Upstream & LNG Advisor,
Poten & Partners

Parulian Sihotang, PhD., Director for
Finance and Monetization, SKKMigas

**Moderator: Keith Davies, Consulting
Director, Deloitte**

15:00 - 15:30

BREAK

CONCURRENT SESSION C: TRADERS' PERSPECTIVES

The Asia Pacific natural gas market is one of the fastest-growing gas market worldwide but still remains dominated by long-term oil indexed contracts which are increasingly challenged. However, the transition towards hub-based pricing is gaining pace with the emergence of LNG trading hubs such as Singapore, Tokyo and Shanghai that have introduced new LNG pricing indexes. Meanwhile, a significant amount of LNG term contracts is expiring within the next few years and liquidity in the market is growing. As markets move towards more transparent pricing mechanisms and a more market-sensitive trade, how are the region's traders responding to these changes?

This session brings experts from trading firms to explore:

- Market trends impacting energy trading businesses
- Successes and constraints in developing trading hubs and price benchmarks
- Traders' perspectives to how the market will evolve

John Ho, Director, Intercontinental Exchange (ICE)

Peter Zaman, Partner, Reed Smith LLP

Moderator: Brent Vasconcellos, Southeast Asia Oil & Gas Tax & Legal Leader, Deloitte

15:30 - 16:30

CONCURRENT SESSION D: LNG FOR TRANSPORT

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

Moderator: Debasish Mishra, India Oil & Gas Leader, Deloitte



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