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# Argus natural gas and liquefied natural gas (LNG) consulting services

Tailored research for clients seeking deep insight into the natural gas and LNG markets



Argus Consulting Services offers tailor-made research and bespoke training to clients seeking the highest quality data, analysis, insight and commentary on crude, refined products, generation fuels, petrochemicals, fertilizer and metals markets. Our key strengths include our market expertise, strong industry network and proprietary industry data that ensures real value is delivered to our clients.

Offering a wealth of knowledge and experience, the global team works with corporates, lenders and investors, governments and regulatory bodies and professional services firms.

## Services Offered



Natural gas/LNG  
illuminating the markets

Market Reporting  
Consulting  
Events

## Argus natural gas and liquefied natural gas (LNG) consulting services: Case studies

### Global LNG contract pricing analysis study

Client profile: Northeast Asian utility

Client Request	Our client approached Argus to provide it with a long-term LNG contract pricing advisory study to assist it in its negotiations.
Project Approach	<p>Argus provided its analysis on the different pricing mechanism – highlighting the various arguments for or against each mechanism and the possible trend of the dominant pricing mechanism moving forward.</p> <p>Argus leveraged on its constant contact with market participants to highlight how the market is going to evolve. Argus assessed the China DES price based on assessments of prices for the following provinces:</p> <ul style="list-style-type: none"><li>• Guangdong</li><li>• Fujian</li><li>• Shanghai</li><li>• Jiangsu</li><li>• Dalian</li><li>• Zhejiang</li><li>• Tangshan</li><li>• Zhuhai</li><li>• Tianjin</li><li>• Beihai</li><li>• Qingdao</li></ul> <p>Argus built on the narrative provided in the section on fundamentals to give a perspective on where natural gas markets are headed. Argus also provided the outlook for the following prices:</p> <ul style="list-style-type: none"><li>• NBP</li><li>• DES China price<ul style="list-style-type: none"><li>o Dalian</li><li>o Qingdao (Dongjiakou port)</li><li>o Shanghai (Yangshan port)</li><li>o Putian (Meizhouwan port)</li></ul></li></ul>
Results Delivered	Argus prepared a report outlining its findings and recommendations.

### Advisory on LNG markets: Insight into the need for new LNG vessels

Client profile: Northeast Asian shipbuilding conglomerate

Client Request	The client, a shipbuilding conglomerate, was looking to gain a better understanding of the global and regional LNG market to support their strategic planning exercise. The client asked Argus to provide an overview of the supply, demand and pricing of the LNG market as well as specific country level information for Qatar, Canada, Trinidad & Tobago, the US and Russia.
Project Approach	<p>Argus Consulting Services provided a PowerPoint presentation report including the following information:</p> <ul style="list-style-type: none"><li>• LNG market fundamentals including the primary drivers of the global LNG market, primary regions of production and growth and primary demand centres</li><li>• LNG pricing mechanism including commentaries on crude/oil-based pricing mechanism and gas-based pricing mechanism</li><li>• Country-level LNG outlook for the above countries including LNG production facilities and export, details on major projects, potential target markets and political and legislation review</li></ul>
Results Delivered	A report was delivered to the client and Argus provided a one-day session to present our findings.

## Power and gas market master plan development

Client profile: Southeast Asian state-owned utility

### Client Request

Our client was conducting a masterplan study, followed by a FEED package, to develop a logistics scheme to provide LNG to multiple small sites in the country to feed its planned gas-fired power plants.

### Project Approach

**Task 1: Review the policymaker's forecast on regional electricity and requirements. Comment on where the power plant build proposals fit within the overall predicted supply/demand profile predicted for the future – any potential problems/busts?**

Argus reviewed the country's policy plans for a decade and commented on the projected regional power demand over the forecast period. Argus compared the plans forecast with other economies based on relevant macroeconomic indicators, projections of industry development, industry mix etc.

**Task 2: Review the country's proposed LNG supply schemes in each region**

Argus reviewed the firm's proposed LNG supply schemes in each region, such as volume projections, price projections etc. Argus focused its review on market dynamics, price forecasts, expected price premiums to international benchmarks etc.

**Task 3: Comment on where the company may consider sourcing LNG to achieve lowest cost. Any comments on where our client should consider purchase spot market or long-term contracts.**

Argus provided its long-term price forecast for LNG in Asia. Argus then discussed our client's LNG sourcing options, including whether to source on spot contracts or term contracts or a combination of the two.

### Results Delivered

Argus provided its findings and conclusion in a concise report in PDF format. Report tables were provided in Excel format for easy referencing.

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## Argus energy markets training programme

Client profile: Northeast Asian LNG importer

### Client Request

The client, a large-scale gas provider in Asia, approached Argus to provide training for its staff. The training course, which was targeted at high performers in the company, was designed to equip participants with an appreciation of the key drivers of crude, refined products, natural gas and LNG markets. The broad coverage was by choice so as to inform the course participants of interconnections between the various markets.

### Project Approach

Given the training outcomes articulated by the company's management, Argus provided a 120-hour course made up of six modules

#### Timeline topic

Module 1 – Crude/refined products markets

Module 2 – LNG fundamentals

Module 3 – LNG trade flows

Module 4 – Operational management for LNG

Module 5 – Market structure and inter-fuel competition

Module 6 – Energy policy and its implications

### Results Delivered

The course was attended by 10 senior level participants as agreed with the client at a venue in Singapore.



## LNG trading, strategy and risk management training programme

Client profile: Northeast Asian utility

### Client Request

Following turmoil in the global energy markets since 2014, the client approached Argus to provide a customised training course in which the modules were aligned to the company's broader vision of creating a pool of expertise to help the company best manage LNG purchasing risks.

### Project Approach

The training course, which was targeted at the buying team, was designed to equip attendees with a deeper understanding of LNG markets, optimisation of assets and optimal purchasing strategies. The topics covered gave course participants a sound technical background on identifying market indicators and the reasoning behind traders' decision-making process.

Argus Consulting Services provided a report including the following in four days of course material:

- Day 1 – Global gas market pricing: Provided an understanding of the global LNG market and how macro and microeconomic indicators dictate the pricing mechanism.
- Day 2 – Optimisation for LNG assets: Participants assessed the risk/reward to divert the cargo from its original destination
- Day 3 – LNG trading strategy: Session highlighted all exposures and risks associated in having two different index exposures and when this may a good trading strategy.
- Day 4 – Practical Pricing: Using a recent market supply tender example participants formulated prices to bid on a strip of cargoes for their portfolio. To do this all costs, constraints and associated risks were taken into account, addressing a variety of issues from vessel chartering to LNG and terminal compatibility.

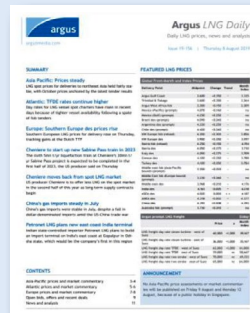
### Results Delivered

The training was designed to allow participants under different operations within the organisation, to have a better understanding of the value chain of the LNG sector. Argus provided an in-depth overview and pricing mechanism of the LNG market. This training will allow the organisation to further integrate their staff indirectly related to their trading operations.

## Highlight of Argus natural gas and LNG publications



**Argus European Natural Gas**  
Your reliable source of daily European gas prices, including key indexes, market-moving news and expert commentary



**Argus LNG Daily**  
The must-read source of LNG spot price assessments, shipping movements, market-moving news and expert commentary



**Argus Global LNG**  
Offering independent intelligence on international LNG markets and featuring news, analysis and opinion to meet the demand for high-level data and strategic information

For more information on **Argus natural gas and LNG consulting services**, please contact us at [marketingsg@argusmedia.com](mailto:marketingsg@argusmedia.com).