

LNG Trading

OPTIMISER OF GLOBAL GAS

FLAME 2017

Tuesday 9 May 2017 -Stream C: Gas Trading & Pricing

Klaus.Reinisch@TrailStoneGroup.com

LNG Trading

LNG Trading?

Yeah, I know, buying and selling LNG cargoes, right?

THINK BIGGER PICTURE:

LNG Trading is just the final puzzle piece to link Global Gas for

Next Gen LNG Trading

Secrets for “Next Gen LNG Trading”?

- A. Invest in Global Gas Models & Champions
- B. Integrate Global Gas Value Chain Positions
- C. Start Mining – Mining DATA & INFORMATION that is

Invest in Global Gas Models & Champions

Invest in

- Global Gas Models in terms of Market Models
- Global Gas Infrastructure Business Models
- Global Gas Champions?

Invest in Global Gas Models & Champions

Talent Search for true “Global Gas Champions”

Invest in Global Gas Models & Champions

Time to get your blood flowing after lunch

Please STAND UP

Invest in Global Gas Models & Champions



SIT-DOWN IF YOU HAVE NOT WORKED IN



LNG Trading

Invest in Global Gas Models & Champions



SIT-DOWN IF YOU HAVE NOT WORKED IN



LNG Liquefaction

Invest in Global Gas Models & Champions



SIT-DOWN IF YOU HAVE NOT WORKED IN

LNG Import & Regas

Invest in Global Gas Models & Champions



SIT-DOWN IF YOU HAVE NOT WORKED IN

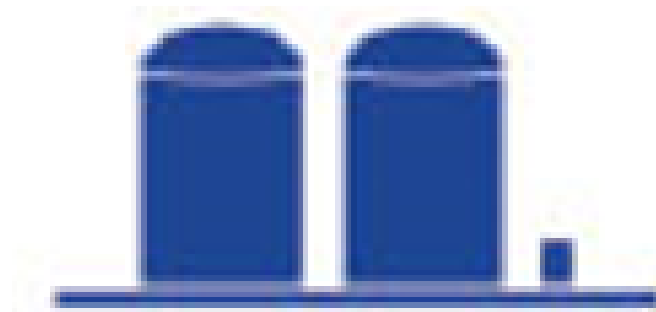


Gas Hub Trading

Invest in Global Gas Models & Champions

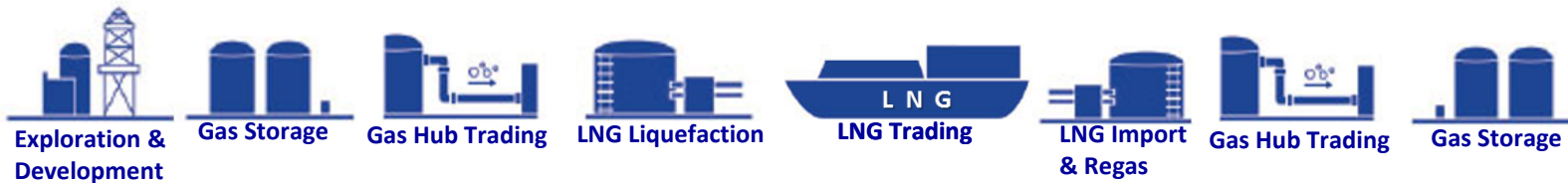


SIT-DOWN IF YOU HAVE **NOT** WORKED IN



Gas Storage

Invest in Global Gas Models & Champions



SIT-DOWN IF YOU HAVE NOT WORKED IN



Exploration & Development

Invest in Global Gas Models & Champions



SIT-DOWN IF YOU HAVE **NOT** WORKED IN



Gas-Fired Power Gen

Invest in Global Gas Models & Champions



Gas-Fired Power Gen



End Customers

SIT-DOWN IF YOU HAVE NOT WORKED WITH



End Customers

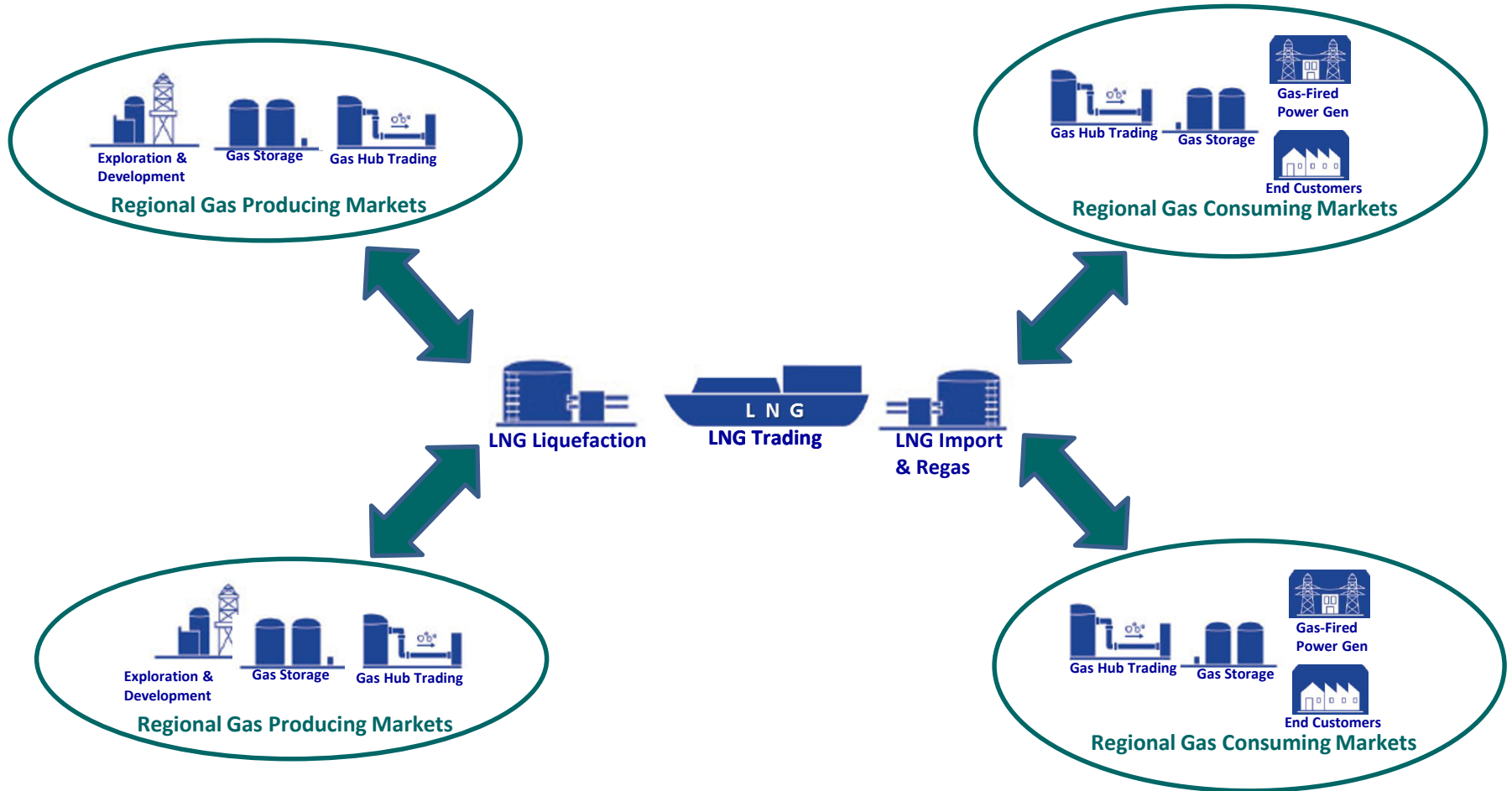
Invest in Global Gas Models & Champions

CONGRATULATIONS Global Gas Champions

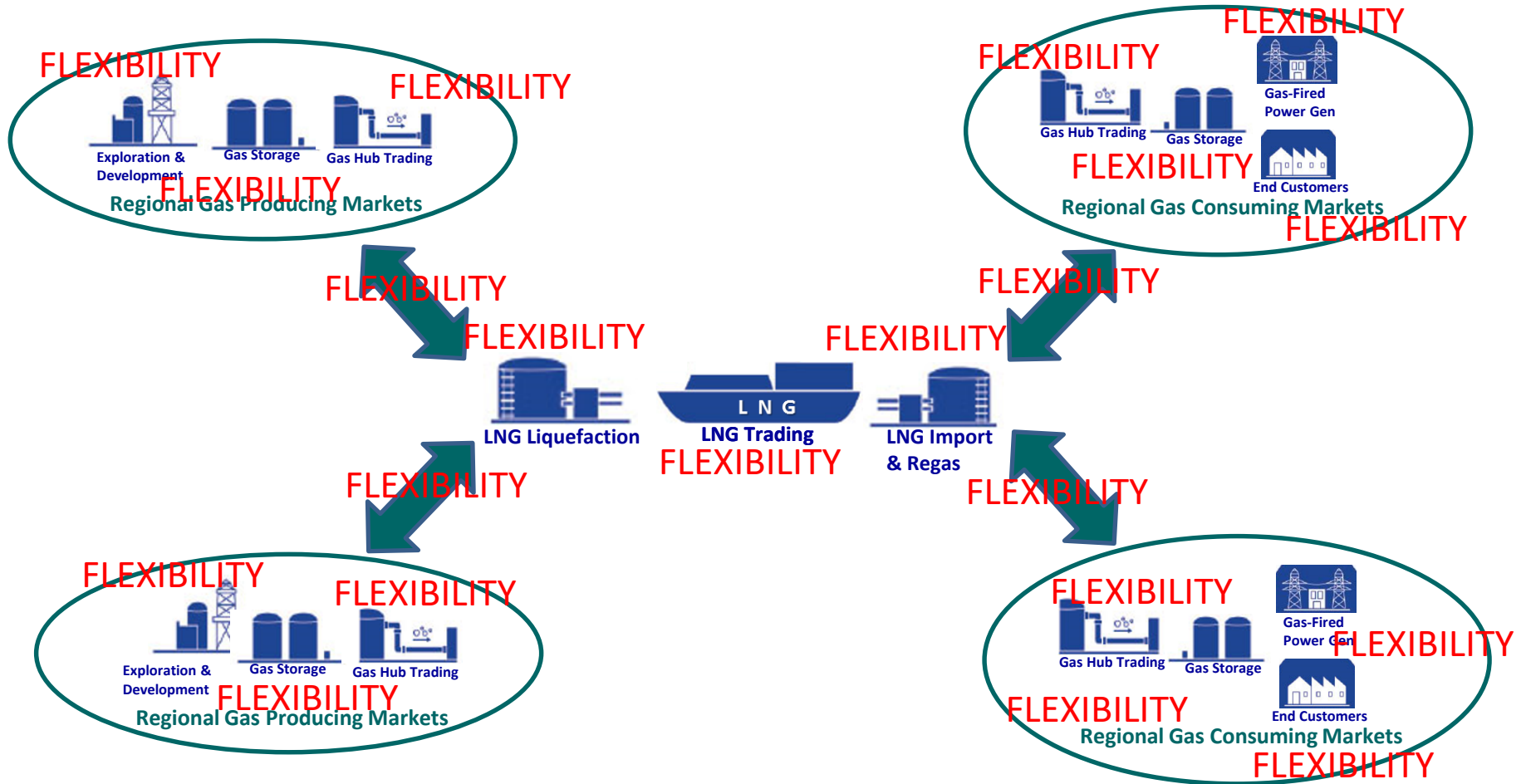


**They are the Next Gen LNG Trading and
Global Gas Champions – cherish them!**

Integrate Global Gas Value Chain Positions

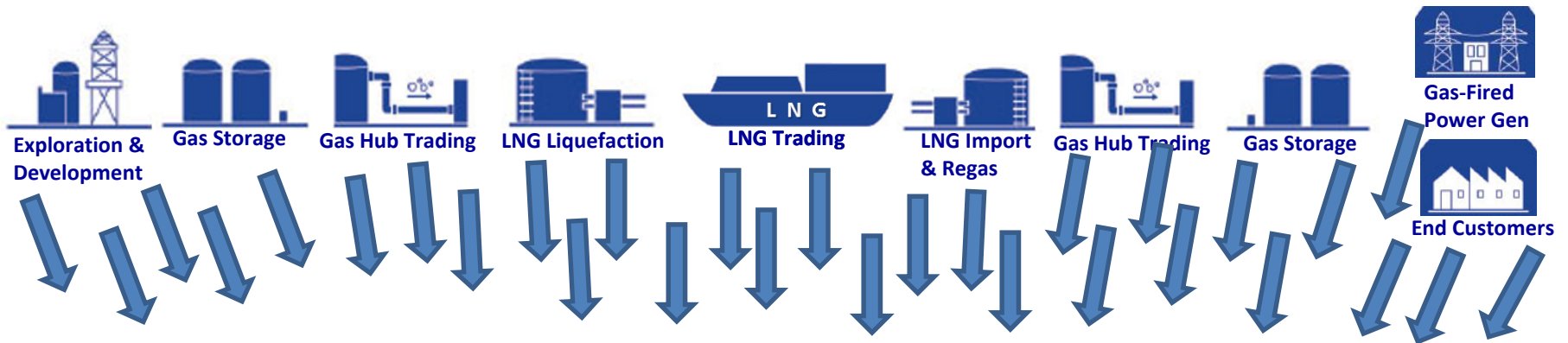


Integrate Global Gas Value Chain Positions



Start Mining DATA & INFORMATION

Global Gas



DATA & INFORMATION

What does this mean for Next Gen LNG Trading?

Global Gas Models = **QUANTS & ANALYSTS RULE**

Global Gas Champions = **UNIVERSALISTS ARE KING**

Integrated Gas Value Chain = **SIZE MATTERS** (Consolidation?)

Mining Data = **NEW PROFIT SOURCES TAKE OVER**

Thank You

Klaus.Reinisch@TrailStoneGroup.com