



OIL AND GAS | OG-056

Natural Gas Contracts, Pricing and Marketing

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Course content

Why Attend

Natural gas is sold under a wide range of contracts, from long-term take-or-pay agreements to spot transactions on liquid hubs. Contract terms and pricing mechanisms determine revenues for producers and costs for buyers for many years.

This Aractech course explains gas market structures, gas sales agreements, key terms such as take-or-pay, delivery and quality, pricing mechanisms including oil indexation and hub pricing, transportation and storage arrangements, and gas marketing strategies. Participants analyse contract terms and price scenarios through practical exercises.

Course Methodology

- Commercial presentations
- Contract clause reviews
- Pricing exercises
- Negotiation role play
- Case studies

Course Objectives

- Explain gas market structures and liberalisation
- Understand key terms of gas sales agreements
- Compare oil-indexed and hub-based pricing
- Understand transportation and storage contracts
- Evaluate price review and renegotiation
- Develop gas marketing strategies

Course content

Target Audience

- Gas marketing and commercial staff
- Contract and legal professionals
- Finance and planning managers
- Regulators and government officials

Course outline

Detailed course outline

Day-by-day outline for Natural Gas Contracts, Pricing and Marketing.

Day 1 - Gas Markets

- 09:00-09:39 | Gas supply and demand
- 09:39-10:18 | Regional market structures
- 10:18-10:57 | Market liberalisation
- 10:57-11:00 | Trading hubs
- 11:00-11:30 | Coffee break
- 11:30-12:05 | Trading hubs (continued)
- 12:05-12:43 | Market participants
- 12:43-14:00 | Exercise: Market comparison

Day 2 - Gas Sales Agreements

- 09:00-09:39 | Contract structure
- 09:39-10:18 | Quantities and flexibility
- 10:18-10:57 | Take-or-pay
- 10:57-11:00 | Delivery and quality
- 11:00-11:30 | Coffee break
- 11:30-12:05 | Delivery and quality (continued)
- 12:05-12:43 | Force majeure
- 12:43-14:00 | Workshop: Clause review

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Day 3 - Pricing Mechanisms

- 09:00-09:39 | Oil indexation
- 09:39-10:18 | Hub pricing
- 10:18-10:57 | Hybrid formulas
- 10:57-11:00 | Price reviews
- 11:00-11:30 | Coffee break
- 11:30-12:05 | Price reviews (continued)
- 12:05-12:43 | Currency and inflation
- 12:43-14:00 | Exercise: Price formula analysis

Day 4 - Transport, Storage and Trading

- 09:00-09:39 | Transportation agreements
- 09:39-10:18 | Capacity booking
- 10:18-10:57 | Storage services
- 10:57-11:00 | Short-term trading
- 11:00-11:30 | Coffee break
- 11:30-12:05 | Short-term trading (continued)
- 12:05-12:43 | Balancing
- 12:43-14:00 | Case study: Portfolio optimisation

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Day 5 - Marketing Strategy

- 09:00-09:45 | Customer segmentation
- 09:45-10:30 | Portfolio strategy
- 10:30-11:00 | Risk management
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Risk management (continued)
- 11:45-12:30 | Negotiation
- 12:30-13:15 | Future of gas markets
- 13:15-14:00 | Capstone: Gas marketing plan

Seminar dates

Available seminar dates

Live dates and pricing for Natural Gas Contracts, Pricing and Marketing generated from the course details page.

Date	Location	Format	Fee
9 - 13 November 2026	London	Classroom	€2,315
14 - 18 December 2026	Istanbul	Classroom	€1,978
18 - 22 January 2027	Barcelona	Classroom	€2,815
15 - 19 February 2027	Barcelona	Classroom	€2,815
15 - 19 March 2027	Rome	Classroom	€3,460
19 - 23 April 2027	Geneva	Classroom	€4,315
17 - 21 May 2027	Amsterdam	Classroom	€2,830
21 - 25 June 2027	Geneva	Classroom	€4,315
19 - 23 July 2027	Istanbul	Classroom	€1,978
16 - 20 August 2027	Barcelona	Classroom	€2,815

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