

# BASICS OF THE GAS INDUSTRY

## SEMINAR, 1 DAY

The seminar provides basic knowledge about the German gas market. After an overview of the framework conditions and special features, the seminar participants will be comprehensively informed about gas products, trading places and pricing. A short introduction to sales management and balancing deepens the knowledge of the natural gas market. In addition, the seminar provides an understanding of price influences, price drivers and mechanisms, as well as a medium- to long-term outlook of the various influences of the world market on the price level.

## Your contents

### Fundamentals of gas supply

- Determinants of natural gas supply and demand
- Geopolitical framework conditions of the natural gas markets
- LNG and shale gas - the future?
- Transport and storage
- The German market for natural gas

### Overview of gas procurement methods

- Oil price indexation - indexed gas supply contracts
- Characteristics and management of take-or-pay contracts
- Structured procurement of natural gas

### Structured gas procurement in Germany

- Development of the European supply locations and trading hubs
- Presentation of the market areas
- Introduction to spot and futures trading for natural gas
- Presentation of the different trading products

### Schedules and balancing group management

- Handling of physical gas delivery (schedules)
- The balancing group system according to GaBi Gas 2.0
- Balancing group management using the example of temperature-dependent standard load profiles
- The balancing of biogas

### Sales and distribution management

- Pricing of customer load profiles using dPFC
- Sales products in the gas market



## TARGET GROUP

- Newcomers to the gas industry
- Newcomers and career changers in the energy sector
- Employees and stakeholders with a connection to energy industry issues, especially gas
- Employees from industrial companies with significant gas consumption

## YOUR BENEFITS

After this seminar you will be able to:

- explain the gas supply in Europe in detail,
- describe balancing group management for gas
- analyse gas trading,
- lead discussions on the optimal procurement of gas.

The seminar can be expanded into a comprehensive 3-day seminar together with the **Basics of the Electricity and Energy Industries**.