



CWC
JAPAN 
LNG & GAS

SUMMIT 6-7 FEBRUARY
 2018 • TOKYO

Flexibility | Optimisation | Demand Creation

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Confirmed Speakers

- **Masato Sasaki**, Director, Oil & Gas Division, **Ministry of Economy, Trade & Industry (METI)**
- **John McCarrick**, Deputy Assistant Secretary for Energy Diplomacy, **U.S. State Department**
- **Yuji Kakimi**, President, **JERA**
- **Kentaro Kimoto**, Senior Executive Officer, Gas Resources & Energy Production Division, **Tokyo Gas**
- **Yoshikazu Kobayashi**, Senior Economist, **The Institute of Energy Economics (IEEJ)**
- **Nobuo Tanaka**, Chairman, **The Sasakawa Peace Foundation**
- **Sunao Nakamura**, Senior Executive Officer, Energy Transactions & Projects Department, **JERA**
- **Kathleen Eisbrenner**, Chairman, **NextDecade Corporation**
- **Masamichi Morooka**, President & CEO, **Yokohama-Kawasaki International Port Corporation**
- **Kentaro Horisaka**, General Manager, Overseas Business Development, **Tokyo Gas**
- **Shinji Kakiuchi**, Director, Trade Practices Research Office, Trade Practices Department, **Japan Fair Trade Commission (JFTC)**
- **Kenta Matsuzaka**, Executive Officer, **Mitsui O.S.K. Lines Ltd**
- **Ken Yamaguchi**, General Manager, Gas Business Development Division, **Mitsui & Co., Ltd**
- **Koji Shinozaki**, Senior General Manager, Fuel Group, **NYK Line**
- **Ken Tomisaki**, Head of Project Finance, Energy & Mines, **SMBC**
- **Tomonori Miyagawa**, Structured Finance Division, **Bank of Tokyo-Mitsubishi UFJ**
- **Ryosuke Tsugaru**, Chief Executive, **Diamond Gas International (Mitsubishi Corporation)**
- **Tom Earl**, Chief Commercial Officer, **Venture Global LNG**
- **Matt Sullivan**, Senior Manager - Commercial, **Jordan Cove LNG**
- **Eriko Amaha**, Associate Editor, LNG, **S&P Global Platts**
- **Tatsuo Masuda**, Chairman, **FairCourt Capital Group**
- **Mark Bell**, General Manager, **The Society for Gas as a Marine Fuel**
- **Manish Tiwari**, Vice President - Origination, Trading & Marketing, **H-Energy**
- **Hitendra Solanki**, VP - Commercial, **Swan Energy**
- **Nicholas Browne**, Head of Asia Gas & Power Research, **Wood Mackenzie**
- **Daein Cha**, Managing Director, **Transborders Energy Pty Ltd**
- **Katsumi Kuroda**, Senior Advisor, **Cheniere Marketing Ltd**
- **Hikaru Yamada**, President, **Sprint Capital Japan Ltd.**
- **José Simón**, SVP Global Gas, **Iberdrola**
- **John Baguley**, Chief Operating Officer, **LNG Limited**
- **Christopher Goncalves**, Chair & Managing Director, Energy, **BRG, LLC**
- **Ted Toyoda**, Head of Trading - Asia LNG, **BP**
- **Momoyo Yuki**, Senior Manager, Overseas Projects, **JAPEX**
- **Jonathan Westby**, Co-Managing Director, Energy Marketing & Trading, **Centrica**
- **Tobias Davis**, Head of LNG Broking, **Tullett Prebon**
- **John McClenahan**, Partner, Projects & Infrastructure, **King & Spalding**
- **Chen Weidong**, Chair & Former Chief Energy Researcher of CNOOC, **DFS Energy Consultant**
- **Thanasis Kofinakos**, Director, Head of Gas & LNG Consulting - North East Asia, **Wood Mackenzie**
- **Thomas McMahan**, Former CEO & MD, **Singapore Mercantile Exchange**
- **Hiroyasu Konno**, Counsel, **Nishimura & Asahi**
- **Hide Kato**, Director, Japan, **Wood Mackenzie**
- **Aaron Sheldrick**, Chief Correspondent, Commodities & Energy, **Reuters, Tokyo**

Summit Day One - Tuesday, 6 February 2018

08:00 Welcome Breakfast & Registration *hosted by:*



09:00 Opening Remarks: Nobuo Tanaka, Chairman, The Sasakawa Peace Foundation

09:15 Opening Keynote Addresses

Masato Sasaki, Director, Oil & Gas Division, Ministry of Economy, Trade & Industry (METI)

Yuji Kakimi, President, JERA

Kentaro Kimoto, Senior Executive Officer, Gas Resources & Energy Production Division, Tokyo Gas

09:45 SESSION 1

Understanding the Dynamic Japanese LNG Market and Its Role in the Global Gas Industry

- Government energy strategy: Recent review process and relevant updates
 - How much LNG will Japan consume in the upcoming years?
 - What will be the role of nuclear and coal in the energy mix?
 - How much energy will come from renewable sources?
- Deregulation of Japan's gas and power markets - uncertainty and competition
 - How are the main Japanese utilities and gas players adapting to this challenging situation?
- The future of LNG contracts in Japan: Shorter terms and greater flexibility
 - What will drive LNG sourcing decisions for Japanese buyers in the upcoming years?
 - How are Japanese buyers moving to this new shorter-term market?
 - What can suppliers do to better adapt their offerings?
- Japan in a global LNG context
 - U. S. exports, trade agreement and new supply coming from 2018
 - How much supply will come from Russia, Qatar and Australia after the current contracts expire?
 - What does the MOU with the European Commission mean for the Japanese LNG market?

Moderator:

Nobuo Tanaka, Chairman, The Sasakawa Peace Foundation

Confirmed Speakers:

Masato Sasaki, Director, Oil & Gas Division, Ministry of Economy, Trade & Industry (METI)

John McCarrick, Deputy Assistant Secretary for Energy Diplomacy, U.S. State Department

Sunao Nakamura, Senior Executive Officer, Energy Transactions & Projects Department, JERA

Questions & Answers

10:45

Networking Coffee Break *hosted by:*





11:30 SESSION 2

The New Paradigm of the Asian LNG Market

A) Analysing the Drivers and Legal Implications of JFTC's report: *How will the end of destination clauses impact LNG sales and trades in Asia and globally?*

Confirmed Speaker:

Shinji Kakiuchi, Director, Trade Practices Research Office, Trade Practices Department, Japan Fair Trade Commission (JFTC)

B) Exploring Flexibility in Asia: *What will be the role of the region in balancing supply and demand?*

- How are the main Japanese buyers reacting to JFTC's recommendations?
- What does destination flexibility mean for sellers and how are they adapting their plans?
- How are sellers adapting their contract strategies to meet buyers' requirements?
- What will buyers want to see in future LNG procurement agreements?
- Where are the main regional market opportunities to release contracted volumes?
- Will China, India, South Korea and other relevant buyers in the region follow?
- How is the role of Japanese buyers evolving in this flexible, shorter term market?
- What will be the future role of Japanese trading houses?
- When will we see the next long-term contract? And how long will it be?

Moderator:

Hikaru Yamada, President, **Sprint Capital Japan Ltd**

Confirmed Speakers:

Hiroyasu Konno, Counsel, **Nishimura & Asahi**

Christopher Goncalves, Chair & Managing Director, Energy, **BRG, LLC**

Manish Tiwari, Vice President - Origination, Trading & Marketing, **H-Energy**

Questions & Answers

12:30 Networking Lunch

13:45 SESSION 3

Supply & Demand - The Next Wave of LNG Suppliers & Buyers

- Where will the next wave of LNG supply projects come from?
 - US, Mozambique, Russia
- What will be the role of Japan in absorbing that supply?
- Which are the other relevant markets for LNG imports in the region?
- What are buyers looking for in this new flexible context?
- What innovative approaches are we seeing to transacting LNG in the long, medium and short term?
- How are LNG developers bringing cost down?

Moderator:

Nicholas Browne, Head of Asia Gas & Power Research, **Wood Mackenzie**

Confirmed Speakers:

Kathleen Eisbrenner, Chairman, **NextDecade Corporation**

Tom Earl, Chief Commercial Officer, **Venture Global LNG**



Ryosuke Tsugaru, Chief Executive, **Diamond Gas International (Mitsubishi Corporation)**
Matt Sullivan, Senior Manager - Commercial, **Jordan Cove LNG**
John Baguley, Chief Operating Officer, **LNG Limited**

Questions & Answers

15:15 Networking Coffee Break *hosted by:*



15:45 SESSION 4

Panel Discussion: Financing - Exploring New Trends & Business Models in Project Finance

- How can banks maximise their participation in LNG projects in this new shorter term market?
- Understanding and optimizing risk allocation among the value chain
- Identifying regional financing challenges and opportunities
- Will supply project take FID in the current environment?
- Addressing creditworthiness issues in emerging markets
- Source financing and examples from the U.S and Europe. How are banks managing exposure?

Moderator

Christopher Goncalves, Chair & Managing Director, Energy, **BRG, LLC**

Confirmed Speakers:

Ken Tomisaki, Head of Project Finance, Energy & Mines, **SMBC**

Tomonori Miyagawa, Structured Finance Division, **Bank of Tokyo-Mitsubishi UFJ**

John McClenahan, Partner, Projects & Infrastructure, **King & Spalding**

Daein Cha, Managing Director, **Transborders Energy Pty Ltd**

Questions & Answers

17:00 End of Summit Day One

17:00 – 19:00: CWC Japan LNG & Gas Summit Drinks Reception *hosted by:*

VENTURE GLOBAL LNG

Location: Luminous Room, 3rd Floor, Hilton Tokyo Odaiba, Tokyo



Summit Day Two – Wednesday, 7 February 2018

08:00 Welcome Coffee

09:00 Opening Remarks: Hide Kato, Director, Japan, Wood Mackenzie

09:15 SESSION 5

Opening New Markets & Building New Demand in Asia

- Asia and Japan demand outlook
 - How much gas is going to Japan and Asia?
 - Who are the main players supplying the region?
- What's the appetite for LNG from existing markets and where will new demand come from?
- How are Japanese companies building demand in other Asian countries?
- What does Japan need to do to maximise the potential for small-scale LNG markets in Southeast Asia?
- What do countries in Asia need in order to establish a long-term sustainable LNG business?
- What are the main partnership opportunities for international companies?
- How can government, private companies and banks work together to overcome creditworthiness and financial risks?
- Will FSRUs be the most suitable option for small and medium sized new markets?

Moderator:

Thanasis Kofinakos, Director, Head of Gas & LNG Consulting - North East Asia, **Wood Mackenzie**

Confirmed Speakers:

Yoshikazu Kobayashi, Senior Economist, **The Institute of Energy Economics (IEEJ)**

Kentaro Horisaka, General Manager, Overseas Business Development, **Tokyo Gas**

Ken Yamaguchi, General Manager, Gas Business Development Division, **Mitsui & Co., Ltd**

Momoyo Yuki, Senior Manager, Overseas Projects, **JAPEX**

Hitendra Solanki, VP - Commercial, **Swan Energy**

Questions & Answers

10:30 Networking Coffee Break

11:00 SESSION 6

Deregulation & Optimisation - Increasing Market Access through LNG Infrastructure

LNG import terminal utilisation

- How can Asia standardise best practices for market and infrastructure access?
- What lessons can be learned from maximising terminal access in Europe?
- What are the main challenges in opening up terminals and LNG infrastructure in Japan?
- How can gas and electricity companies benefit from a liberalised market?
- What other infrastructure development does the market require?



A focus on trends in LNG shipping

- What is the state of the fleet and the order book?
- Will small-scale LNG ships become more economical to build?
- Pooling and optimisation of shipping – what can we expect?
- The expected added value of the Panama canal

Moderator:

Hikaru Yamada, President, **Sprint Capital Japan Ltd**

Confirmed Speakers:

Kenta Matsuzaka, Executive Officer, **Mitsui O.S.K. Lines Ltd**

José Simón, SVP Global Gas, **Iberdrola**

Jonathan Westby, Co-Managing Director, Energy Marketing & Trading, **Centrica**

Chen Weidong, Chair & Former Chief Energy Researcher of CNOOC, **DFS Energy Consultant**

Questions & Answers

12:30 Networking Lunch

13:30 SESSION 7

Panel Discussion: Will LNG as a Fuel Become a Relevant Source of Demand in the Region?



- What are the main benefits and challenges of LNG as a transportation fuel?
- Where are the current opportunities and potential in the Japanese market?
- How is Japan driving investment in the gas powered transport sector?
- Will Yokohama port become a regional bunkering centre?
- What are the key drivers for investing in LNG fuelled vehicles?
- What lessons can be learnt from Europe in developing the LNG fuels market?
- Will we see electric cars becoming a strong competitor in Asia in the upcoming years?

Moderator:

Mark Bell, General Manager, **The Society for Gas as a Marine Fuel**

Confirmed Speakers:

Masamichi Morooka, President & CEO, **Yokohama-Kawasaki International Port Corporation**

Tatsuo Masuda, Chairman, **FairCourt Capital Group**

Koji Shinozaki, Senior General Manager, Fuel Group, **NYK Line**

Mark Bell, General Manager, **The Society for Gas as a Marine Fuel**

Questions & Answers

14:30 Networking Coffee Break



15:00 SESSION 8

Panel Discussion: The Growing Spot Market in Japan

 **LNG TRADING EXCHANGE**

- What would Japan need in order to become a relevant LNG trading hub?
- How much volume is likely to be traded short term and spot in Japan by 2020?
- What are the main regional and global implications of a more liquid market?
- Understanding pricing structures and mechanisms
- Will we see a strong trading hub developing in Asia in the next few years?
- What are the traders' main strengths and how can they keep their important role in Japan's LNG value chain?
- Understanding the role of technology, transparency and standardisation with regards indexes
- How are the different spot indices developing in terms of volumes, players, liquidity and transparency?
- What will be the role of non-Asian price indices in Japan contracts?

Moderator:

Aaron Sheldrick, Chief Correspondent, Commodities & Energy, **Reuters, Tokyo**

Confirmed Speakers:

Eriko Amaha, Associate Editor, LNG, **S&P Global Platts**

Katsumi Kuroda, Senior Advisor, **Cheniere Marketing Ltd**

Ted Toyoda, Head of Trading - Asia LNG, **BP**

Tobias Davis, Head of LNG Broking, **Tullett Prebon**

Thomas McMahon, Former CEO & MD, **Singapore Mercantile Exchange**

Questions & Answers

16:15 CLOSE OF CWC JAPAN LNG & GAS SUMMIT