

Course venues



Saïd Business School
Executive Education Centre
Egrove Park, Oxford OX1 5NY



Lord's Cricket Ground,
London NW8 8QN

in Oxford...

the attractive setting of the Saïd Business School, Egrove Park, on the outskirts of the city provides an ideal location in which to learn from our energy experts. In this relaxed, academic atmosphere, with refreshment breaks, an excellent lunch, and time to discuss the issues with lecturers and other delegates, our courses offer a great opportunity to increase understanding and enlarge perspectives.

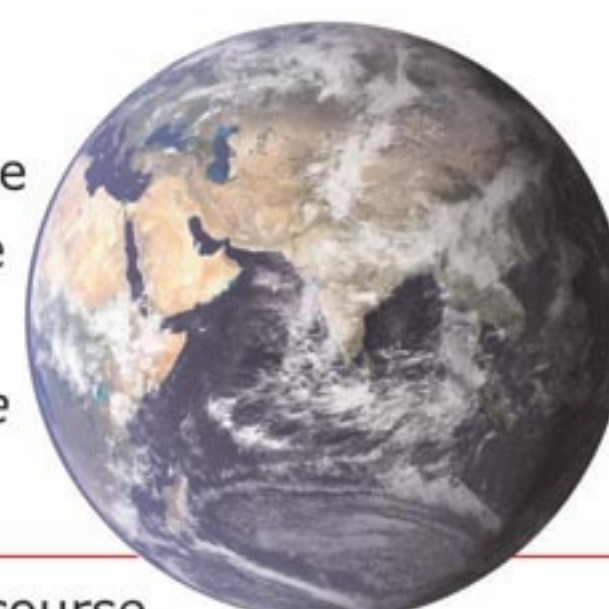
in London...

Lord's 'The Home of Cricket', offers an ideal, relaxed setting in which to study the complexities of the energy industry from MJMenergy experts. Marylebone Cricket Club's Meetings and Events Department provide the highest standards of service and in-house catering to give a perfect and memorable backdrop to the seminars.

and where you are...

presented at your location, in-house training can be designed to suit your requirements and offers world-wide accessibility.

(Prices for in-house training will vary from the public course rates listed below.)



Price information and booking details

Price per delegate for the EU Gas Markets two-day, public course is £1000 + VAT. The cost includes all course materials, refreshments and lunches. Comfortable accommodation in the Saïd Business School, with evening meal and breakfast, is available at a cost of £117 per night + VAT. For more details of our courses or to book securely online, visit www.mjmenenergy.com

Alternatively contact our Sales Manager, Paul Cassar on: **+44 (0)845 299 7072**
E-mail: paul@mjmenenergy.com

Learning and Development in-house

MJMenergy offer in-house learning and development courses worldwide, and provide specific, bespoke courses on request. For more information about our in-house learning and development visit our website, where you can download an outline, or contact Nick White: **+44 (0)7900 038708**
E-mail: nick.white@mjmenenergy.com

Law Society CPD accredited

MJMenergy courses have been authorised by The Law Society for CPD credit. Attendance may also contribute to meeting requirements under the terms of the ICAEW's CPD policy for accountants. Please visit www.icaew.co.uk/cpd for full details.

Other public courses from MJMenergy

MJMenergy reserve the right to change the location of their courses, to cancel a course or to amend the content of a course where necessary, giving due consideration and notice of such changes to delegates who have already booked and to those who have made themselves known to MJMenergy as expressing an interest in future training courses.

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| UK Gas & Power | The Global Oil Market |
| The UK Gas Market | Gas Market Options |
| The Network Code | Emissions Trading |
| The UK Electricity Market | EU Gas Markets (two-days) |
| Gas Storage | EU Electricity Markets (two-days) |
| Buying Industrial and Commercial Gas | 21st Century Gas Regulation (three-days) |
| UK Gas: Trading and Risk Management | The Energy Markets Course (four-days) |
| The Global LNG Market | LNG Economic Modelling (four-days) |

MJMenergy Limited offer a unique blend of experience in commercial, technical and regulatory aspects of the energy industry. In addition to learning and development, we are a research-led provider of consultancy and publishing which offers our clients accessible solutions to their requirements. Through our network of experts we provide cost-effective, accessible solutions to energy-related initiatives worldwide.

Registered office: 2 Hutchcombe Farm Close, Oxford OX2 9HG United Kingdom Company registration number: 3385119

EU Gas Markets



TWO-DAY COURSE OUTLINE

EU Gas Markets

Nine years after the launch of their highly ambitious plan for the liberalisation of Europe's gas markets, the EU Commission has now proposed its third legislative package, with strong further measures designed to boost liberalisation and security of supply, which will change the way both EU and external companies operate in the European gas markets.

MJMEnergy experts present this two-day seminar and networking opportunity specifically designed to provide delegates with a comprehensive update, a review of the impact and comment on the moves towards an open and fair internal market in the EU.



Programme

Day 1:

- Arrival and coffee*
- Introduction to European gas
- Supply and demand overview
- Coffee break*
- Transportation, LNG and storage infrastructure
- Political and regulatory frameworks
- Analysis of key markets: Germany
- Questions and discussion
- Lunch*
- Analysis of key markets: France
- Analysis of key markets: UK
- Coffee break*
- Analysis of key markets: Italy
- Analysis of key markets: the Netherlands

Day 2:

- Arrival and coffee*
- Analysis of key markets: Spain
- Gas trading in Europe
- Overview of other member states: EU15
- Coffee break*
- Competitive analysis: major players and strategies
- Overview of new member states
- Lunch*
- Emissions trading
- Coffee break*
- Business Simulation Game
- The future of gas in Europe
- Questions and close

MJMEnergy aims to provide relevant, practical and inexpensive learning and development courses for people working in all areas of the energy industry. Our large portfolio of public courses includes the oil, gas and electricity markets, as well as emissions trading.

The course designers and researchers working within MJMEnergy are always happy to discuss clients' requirements and to develop training for particular purposes and at different levels including case studies, exercises, games and business simulations.

Seminars are informal, with plenty of time given to questions. Our lecturers work hard to promote understanding of their particular subject and will adapt presentations to the level of experience and knowledge of the seminar group.

Gas markets across Europe have changed dramatically over the last decade as market liberalisation, privatisation, structural change and changing supply/demand dynamics have replaced the status quo of European gas. The change continues with ongoing moves for further market liberalisation and competition cases against a number of major European gas companies. Since September 2007 discussions have focussed on the third legislative package published by the European Commission, but other ongoing market issues remain, including gas trading development, transportation access, security of supply, supply competition, unbundling, and the environment.

The EU gas markets course provides a review of gas markets across Europe, examining the practical extent of liberalisation, and the challenges and changes facing these markets. The



course reviews the likely impact of further liberalisation proposals and changing market dynamics, and assesses the strategy of key players in the European gas market.

Presented at the Saïd Business School in Oxford, the course begins with an overview of the major drivers in European gas, including supply and demand, infrastructure, and the changing political and regulatory framework for the gas industry. Supply and demand is set in context with a look at the global situation, main producers and consumers, and imports to Europe.

The issues of transportation and storage are considered in a session describing the characteristics of gas and various means of transportation. Building on this understanding, the delegate is then able to look at the European infrastructure, supply/demand matching and storage facilities. Within this study, storage capacities of member states are considered. Different forms of unbundling, tariff design, charging methodology and balancing regimes are employed throughout the EU and these are studied along with the various models for third-party access.

Political and regulatory frameworks governing the effective operation of the liberalised EU market are considered

particularly regarding security of supply. The history of liberalisation is described and a look at the EU and national agendas offers a picture of liberalisation so far. The details of the Commission's proposals are explained and their likelihood of success evaluated.

Over the two days, the lecturers present analyses of key European markets such as Germany, UK, France, Italy, the Netherlands and Spain, with summaries of smaller markets and new member states.

Topics such as transportation access and gas trading are covered in detail, with analysis of emerging gas trading hubs and the impact of changing dynamics such as emissions trading, increasing import dependency, LNG trading and price arbitrage. The major European gas players are described and their strategies analysed.

An up-to-date overview of the current situation is presented with some thoughts about the future of gas in Europe. How far has liberalisation progressed and what may be its limit, industry fragmentation or consolidation, oligopoly or open market? These are some of the questions considered in the closing lecture.

A helpful look at various power generation scenarios, especially in the new member states, will consider their likely status regarding carbon allowances and help the delegate understand the Emissions Trading Scheme and its context in terms of climate change. The role of LNG as one solution to the issue of security of supply completes the picture and concludes the presentation in terms of lectures but the delegate is offered plenty of opportunity to discuss particular issues with the lecturers and gain for themselves the benefit of specific answers to their questions.

To consolidate some of the principles and concepts expressed during the day, a business simulation exercise is an important feature of the second day.

MJMEnergy public courses offer a valuable source of industry knowledge. Unanimously recommended by delegates who have chosen MJMEnergy Training to provide them with a deeper understanding of the energy markets.

