LNG
Delivering innovative energy solutions in a complex market

www.bp.com/trading
Our LNG portfolio includes a mix of long-term equity projects, merchant supply and mid-term and spot purchases. We can offer long-term, mid-term and short-term supply, to meet our customers' needs in an ever-changing market.

A high quality and flexible LNG portfolio

BP stands out as most successful marketer of LNG over the last two years*
We actively manage our portfolio on a daily basis by optimizing across our supply and demand positions, ensuring we provide competitively priced LNG to our customers.

The integration of our positions in pipeline gas, oil, products, shipping and foreign exchange markets with our global LNG portfolio enables us to identify optimization and trading opportunities to further develop our offer for our customers.

We can offer combined gas and LNG structures, incorporating flexible pricing indexation, volume and pricing options, pipeline gas alternatives, in-year volume adjustments and other creative solutions. We are also an active participant in allocating supply in order to rebalance regional disparities.
Creating enduring, mutually beneficial partnerships

We value long-term customer relationships, and have numerous term contracts with partners across the globe such as utility companies, gas distributors and national oil and gas companies. We are able to supply these customers’ long-term and spot supply needs from our portfolio.

Deep technical, commercial and project management expertise

The industry continues to evolve and LNG is becoming attractive to new and emerging markets as an alternative to other fuels. BP offers the deep technical, commercial and project management expertise required to deliver LNG to a new set of global customers that need our support in building and financing new land-based or offshore import infrastructure.
Our LNG Shipping team leads the industry in providing innovative marine solutions, ensuring that our operations are safe and efficient.

BP Shipping was established over 100 years ago, and our team has been operating an LNG fleet since 2002. We have been involved in the commissioning of numerous LNG facilities and liquefaction projects around the world. BP Shipping manages the logistics required to move BP’s oil and gas cargoes to market, as well as technical marine assurance on all BP vessels. Our team operates a rigorous ship-vetting and port/terminal inspection programme.
BP’s LNG business is based on innovation. We are prepared to take on complex projects at scale and we have the experience and capability to help you be successful.

**Innovation**

We supplied the first commercial LNG contract based on offshore ship-to-ship transfer.

We have approved and delivered LNG to various configurations of Floating Storage and Re-gasification Units (FSRUs), and to offshore LNG facilities.

**Complex projects**

We have loaded partial cargoes from more than one load source, blending mixed compositions while continuing to meet import specifications.

**Experience and capability**

With dedicated LNG legal teams in each of our global offices, our lawyers have deep industry experience. They can structure innovative contracts that help meet our customers’ specific requirements.

Consistently delivering innovative solutions to meet industry challenges
Providing bespoke energy risk management solutions

Our global structured products team has the expertise in risk management, financial trading and physical markets to develop creative solutions tailored to your specific needs. That's why our customers are varied and numerous - from producers, refiners, and importers to utilities, airlines, shipping, mining and light industry companies. Our customers also include banks, hedge funds and private equity firms.

We have provided energy risk management products to customers across various sectors around the globe for over 20 years. With access to over 120 of BP’s financial and physical traders, our team are uniquely positioned to help you manage your oil and gas price exposure. From hedging to more structured solutions we are here to help.
Any services to third parties provided by our London based team referred to in this presentation concerning BP Risk Management are provided by Britannic Energy Trading Limited (BETL). This entity is authorised and regulated by the UK Financial Conduct Authority to provide certain investment services in the UK. Any investment services described herein are intended for only Eligible Counterparties or Professionals as those terms are defined by the UK Financial Services & Markets Act 2000 and the FCA Handbook, or only for Eligible Contract Participants as that term is defined in the U.S. Commodity Exchange Act.

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Freeport, BP Reach Gas Export Agreement

BP plc unit to export 4.4 million metric tons a year of liquefied natural gas out of Freeport LNG terminal Texas.

February 12, 2013, Wall Street Journal

Pavilion inks LNG deal with BP

Singapore’s Pavilion Energy, a subsidiary of Temasek, said it has signed a deal to buy 0.4 million tonnes per annum of liquefied natural gas from energy giant BP.

24 September 2014, LNG World News

BP and Kansai Electric sign LNG sale and purchase agreement and cooperation agreements

Under the agreements, BP will provide Kansai Electric with up to 13 million tonnes of LNG over 23 years, from BP’s diverse portfolio of LNG sources.

28 May 2015, BP Press Release

BP and Tokyo Electric sign 17-year LNG deal

Under the agreement, TEPCO will purchase from BP up to 1.2 million tonnes of LNG per year (mtpa) for 17 years starting in 2017.

12 September 2014, BP Press Release
BP IN THE NEWS

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**BP wins big in Argentina LNG supply tender**
BP is to supply approximately 5.57 million tonnes of LNG in 2014 and 2015 to YPF – Argentina’s state-run energy firm.

23 OCTOBER 2013, BUSINESS NEWS

**BP stands out as most successful marketer of LNG over the last two years**

MARCH 2015, WOOD MACKENZIE – LNG SELLER DYNAMICS

**BP Agrees to $10 billion deal to supply LNG to China Huadian**
Company will ship 1 million tonnes per year for 20 years.

21 OCTOBER 2015, BLOOMBERG

**Egypt agrees deal with BP for LNG supply**
BP will supply 16 cargoes under a two-year deal with the state-run Egyptian Gas Holding Company EGAS.

22 JUNE 2015, REUTERS

**BP’s British Merchant was the second liquefied natural gas carrier to go through the newly expanded Panama Canal**
The 135,500-cbm LNG tanker carried the load of LNG from Trinidad and Tobago to Mexico.

JULY 2016, LNG WORLD NEWS

**BP Agrees to $10 billion deal to supply LNG to China Huadian**
Company will ship 1 million tonnes per year for 20 years.

21 OCTOBER 2015, BLOOMBERG
The energy of our people makes the difference.
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