

# Online Industry Fundamentals Training



# S&P Global Training

## Over 20 Years of Experience Delivering Learning and Development Solutions to the Industry

With more than two decades of experience, S&P Global Training provides impactful learning and development programs designed to meet the evolving needs of professionals across industries.

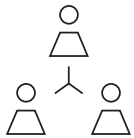
Supported by S&P Global's trusted data and insights, our courses are created and led by international experts. Their deep knowledge and practical experience ensure strong learning outcomes, regardless of scale, location, or specific training goals.

S&P Global Learning delivers customized and cost-effective training solutions with a proven record of success.



### Expertise

Specialist knowledge of current training and development industry insights, understanding client needs and delivering the relevant professional skill sets.



### Consistency

Delivered through our robust and scalable, Training & Development professional resourcing process, ensuring you receive the same high-quality standard.



### Reach

Global availability ensuring you have one point of contact to provide high caliber instructors for your worldwide training & development requirement.



### Value

Cost-effective solutions using our contingent resourcing model or our specialist offshore capabilities with full vetting, validation and quality control standards applied to both.

# 20 Years of Satisfied Learners

“The course covered all aspects related to the Energy Transition, provided an understanding of the linkages between politics, markets and technologies.”

- **Executive Vice President, Manufacturing, Asian Oil Major | Energy Transition Fundamentals**

“Good, high-level summary of industry developments. The course instructors were very knowledgeable, and well prepared.”

- **Head of Basic Materials at European Banking Institution | Advances in Chemicals Sustainability**

“The way the course tied various topics together was excellent. From refinery and petrochemical technology, and refinery optimization to GHG reduction initiatives, transportation industry response by sector, and OTC.”

- **President, Major Chemical Producer | Refineries of the Future**

“Very informative, broken down into easy-to-understand concepts; weaving stories into dense material is excellent. In retrospect, I would have enjoyed the three-day course.”

- **Director, Corporate Development, Major Chemical Producer | Understanding the Global Petrochemical Industry**

“The commercial strategies sessions were excellent”

- **Global Advisor from an energy major | Oil Markets, Price Forecasting and Commercial Strategies**

“Good overview of biofuel markets. The course gave me more understanding of economic drivers for producers, especially credits and the volume targets that drive incentives.”

- **Director of Manufacturing | Bio-Feedstocks**





# Online Learning that Transforms Business

A subscription product offering more than 20 one-hour online masterclasses, built on in-house data and market insights and delivered by CI experts. These masterclasses equip participants with the knowledge and skills needed to thrive in an evolving energy landscape, with Learning & Development (L&D) teams within energy corporations as the primary audience.



## Sectors covered:

- Upstream
- Oil Markets
- LNG Markets
- NGL / LPG Markets
- Power Markets
- Petrochemicals
- Biofuels

\*The content is updated once a year to reflect the latest data, market insights, and industry dynamics.

# Table of Contents

## Courses Available

- |   |                                      |
|---|--------------------------------------|
| 1. Upstream                               | 12. Methanol & Ammonia Industry      |
| 2. Oil Market                             | 13. Hydrogen Markets                 |
| 3. Oil Pricing                            | 14. Power Markets, Data Centers & AI |
| 4. Oil Trading                            | 15. Renewable Markets                |
| 5. Refining Fundamentals                  | 16. Solar PV Energy Technology       |
| 6. Biofuels & Low-carbon Fuels Markets    | 17. Wind Energy Technology           |
| 7. Alternative Fuels for Maritime Markets | 18. Nuclear Fuels Fundamentals       |
| 8. NGL / LPG Markets                      | 19. Carbon Markets                   |
| 9. LNG Markets                            | 20. CCS Markets                      |
| 10. Petrochemical Industry                | 21. Sustainable Finance              |
| 11. Petrochemical Trading                 | 22. Tariffs and Protectionism        |

## Online masterclass

# Upstream



**Laura Sima**

Director, Research & Analysis,  
Upstream Solutions

This session covers exploration and production fundamentals, field development planning, petroleum fiscal regimes, project evaluation, and market dynamics. Ideal for professionals seeking to understand valuation drivers and decision-making in today's evolving energy landscape.

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**Basics of the Exploration and Production Industry**

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**Field Development Planning**

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**Petroleum Fiscal Regimes and Fiscal Instruments**

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**Project Evaluation**

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**Market dynamics, Valuations & decision Analysis**

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## Online masterclass

# Oil Markets



### Spencer Welch

VP, Head of Oil-Markets,  
Midstream &  
Downstream Consulting

This session provides an overview of oil and the forces shaping the oil and energy markets today. Gain valuable insights into the history of the oil market, the dynamics of oil demand and supply, and the geopolitical factors at play.

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#### **Oil Market Fundamentals**

History of oil and oil prices

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Oil demand and supply, surplus or deficit?

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OPEC: review willingness and ability  
to stabilise the market

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Oil's role in global energy supply

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Crude oil quality, price and trade

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How price is drive by quality

---

The role and importance of benchmarks

---

Oil and the energy transition

---

What can replace oil as energy source  
and how long will it take

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## Online masterclass

# Oil Pricing



**Joel Hanley**

Global Director, Crude  
& Fuel Oil Markets

A guide through the intricate mechanics of trading physical crude. This session offers insights into the daily assessment and determination of pricing benchmarks that influence global crude trade, with a particular focus on Dated Brent.

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### **Price Discovery & Trading**

Brent market: Understanding what the physical trading data represents

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Trading: The mechanics

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Methodology

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Oil Price Forecast

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### **Benchmarks**

Overview of Platts Oil Benchmarks

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Dated Brent/Urals

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Platts Dubai/Oman

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## Online masterclass

# Oil Trading



### Claire Godard

Senior Director, Middle East and Africa Analytics

This session covers essential risk management concepts, explore basic futures and options, and understand basis trading and hedging strategies.

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#### **Risk Management Concepts:**

Approaches to risk management; Risks with discretionary positioning; Long and short

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#### **Basic Futures:**

Ecosystem and settlement; Margins, basis and spreads

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#### **Overview of Options:**

Variables to determine option prices; Profit and Loss diagram; Basic option strategies

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#### **Introduction to Basis Trading:**

Implications of basis; Models for basis analysis

---

#### **Introduction to Hedging:**

Strategies in trading & Basic Hedging Instruments

---

Online masterclass

# Refining Fundamentals



**Debnil Chowdhury**

Vice President, Americas Head  
of Refining and Marketing

This session explore refining fundamentals, including technical configurations, operational efficiencies, and economic drivers. It covers margin optimization strategies and how technical setups influence profitability.

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## Refining Fundamentals

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### Refinery technical configuration and operations

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### Refinery economics and margin optimization

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## Online masterclass

# Biofuels & Low Carbon Fuels Markets



### Ina Chirita

Sr. Principal  
Research Analyst

Biofuels and e-fuels derived from green hydrogen both have a role to play in decarbonizing liquid supply. This session provides an overview of the global biofuels industry, a critical sector in the transition to a low-carbon economy.

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#### **Status of the Global Biofuels Market**

Overview and key message on  
biofuels supply and demand

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Key drivers and challenges in the biofuels industry

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Summary of global biofuels policies and regulations

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#### **The Biofuels Value Chain**

Biofuels beyond 2025: Production pathways,  
feedstocks and carbon intensities

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Market dynamics and investment trends

---

#### **Long-Term Global Outlook for Biofuels**

Overview of technologies and market trends

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## Online masterclass

# Alternative Fuels for Maritime Markets



### Fotios Katsoulas

Director, Tanker Freight  
& Alternative Fuels

As the maritime industry is accelerating the adoption of alternative fuels, this course provides an overview of the evolving maritime fuel landscape. What are the alternatives—and what role can be expected for hydrogen and hydrogen derivatives.

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#### **Status of Alternative Fuels for Maritime**

Overview of current alternative fuel  
usage in maritime industry

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Key drivers and challenges for alternative  
fuel adoption in shipping

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Summary of global maritime fuel  
regulations and policies

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#### **The Alternative Maritime Fuels Value Chain**

Review of alternative fuels (e.g., LNG, ammonia,  
hydrogen, methanol) and their applications

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Market dynamics and trends in maritime fuels

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#### **Long-Term Global Outlook for Maritime Fuels**

Base case outlook for alternative maritime fuels

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Technological advancements and  
future fuel scenarios

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## Online masterclass

# NGL/LPG Markets



**Darryl Rogers**

Vice President,  
Midstream Oil & NGL

This masterclass provides an overview of the global markets and infrastructure for natural gas liquids (NGLs, including LPG), focusing on why the markets are structured.

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### Introduction to the Gas Industry

Definitions, conventions and jargon

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Specifications, contaminants, health & safety issues

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NGL Supply Sources

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End Uses and Demand Drivers –  
Fuels & Petrochemicals

---

### NGL Regional Imbalances

LPG supply & demand by region

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Trade flows

---

Ethane & Natural Gasoline

---

### Global NGL Infrastructure

Supply

Production & Purification

---

Storage & Terminals

---

Transport

---

Demand  
Related-Assets

Residential, commercial, industrial

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Autogas

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Marine, agriculture, synthetic  
gas and chemicals

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## Online masterclass

# LNG Markets



**James Taverner**

Research and Analysis  
Director, Gas Power &  
Climate Solutions

LNG demand-supply dynamics are undergoing seismic changes in major markets - Asia, Europe and Americas. This course equips learners with a fundamental understanding of how the global LNG markets are structured.

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### **Role of LNG in global energy**

Consumption of natural gas by region and sector

---

The growing role of LNG in natural gas

---

Main import and export markets for LNG

---

### **LNG Value Chain**

Components and typical costs of the LNG value chain

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Liquefaction, shipping, regasification

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### **LNG pricing**

Proportion of contracted vs spot LNG trade

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LNG contracts across the value chain

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Price indexation terms in LNG contracts

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Historical LNG price trends

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## Online masterclass

# Petrochemical Industry



**Jeff PLOTKIN, Ph.D.**

VP, Chemical Training

This course addresses industry profitability fundamentals, including chemical structures and properties, process technologies, cost of production methodologies, key producers, end-use applications, market sizes, and trade patterns across the petrochemical value chains.

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<b>Feedstocks</b>	Natural gas, NGLs, petroleum, coal, and biobased.
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<b>Basic Building Blocks</b>	Syngas, Ethylene, Propylene, C4 Olefins, Benzene, Toluene, and Xylenes.
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Exploration of each building block's value chain.

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<b>Downstream</b>	A look at more specialized product areas
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LAOs, EO/MEG, PO, Phenol, BPA, PC, Epoxies, Acrylics/SAP, Plasticizers,

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ACN, Synthetic Rubbers, 1,4-BDO, ABS, Nylons, Polyurethanes, PF, MF, UF Resins and many others

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<b>Industry structure</b>	Historical perspective
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Interactions underlying the petrochemical industry

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Technology, markets, and economics

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<b>Market Drivers</b>	Future growth opportunities?
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## Online masterclass

# Petrochemical Trading



**Garrie Li**

Chemical Insights APAC Lead

This session explores essential concepts including optimization along the value chain, pricing strategies, and the distinction between marketing and trading. Gain insights into commercial risk elements and effective hedging strategies to enhance your trading expertise.

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### **Petrochemical Trading**

Overview of Commercial Lexicon

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Commercial Optimization along the Value Chain

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Pricing concepts

---

Marketing vs Trading

---

Commercial Risk elements Market

---

Hedging Strategies in Trading

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Online masterclass

# Methanol & Ammonia Industry



**Olivier Maronneaud**

Global Lead – Methanol  
& Plastic Circularity

This session explores market dynamics, supply routes, production landscapes, end uses, and demand drivers. Discover key players, decarbonization trends, and emerging production pathways, along with the latest legislative impacts shaping the industry.

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**Overview of  
the methanol  
and ammonia  
market:**

Supply routes

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Production landscape

---

End uses and demand drivers

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Key players

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Decarbonization trends and developments  
of new production pathways

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Legislation

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## Online masterclass

# Hydrogen Markets



**Brian Murphy**

Lead, Americas Low  
Carbon Gases Research

This session will provide an overview of the current uses of hydrogen, the options to produce clean hydrogen and the S&P Global long-term outlook for supply and demand hydrogen.

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### **Status of the Global Hydrogen Market**

Overview of incumbent hydrogen supply and demand

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The potential role of clean hydrogen  
in the energy transition

---

Summary of global clean hydrogen policy

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### **The Hydrogen Value Chain**

Global clean hydrogen project  
pipeline and investments

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Overview of water electrolysis and carbon  
capture and storage technology

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Cost analysis of clean hydrogen production,  
transportation, storage, and consumption

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### **Long-Term Global Outlook for Hydrogen**

S&P Global Commodity Insights' base case  
outlook for both near-term (2030) and long-  
term (2050) hydrogen supply and demand

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## Online masterclass

# Power Markets, Data Centers & AI



**Douglas Giuffre**

Senior Director, North  
American Power  
Markets Analysis

The global power market is expected to grow significantly, driven by new demands from data centers and AI, as well as electrification, electric vehicles (EVs), and industrialization. At the same time, the sustainability and reliability of the power supply need closer scrutiny. This comprehensive masterclass delves into the evolving power market dynamics.

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**Power demand /  
supply / outlook**

Understand power market, it's  
outlook and demand drivers

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Scaling up reliable and sustainable energy supply

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Analysis of the power sector stakeholders

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**Power and  
data centres / AI**

Power availability for data centres  
and AI in the short term

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Power reliability issues for data centres  
and AI, and ways to navigate

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Grid / off-grid solutions: microgrids,  
Batteries and Energy Storage Systems

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Responsible Generative AI: Driving  
the Energy Transition Forward

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## Online masterclass

# Renewable Markets



**Douglas Giuffre**

Senior Director, North  
American Power  
Markets Analysis

This session provides an overview of the increased investment in renewable energy technologies, which is causing new challenges and opportunities for market players. It explores key dynamics shaping markets, investment drivers, market fundamentals, grid integration, and regulatory frameworks.

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### **Factors to take into consideration when investing in renewable electricity**

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#### **Competitiveness; Grid accommodation**

- Market fundamentals
  - Profitability; Ease of business
  - Market size
  - Regulatory framework
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#### **Consumers: driving renewable investment**

- Corporate buyers in the renewable market
  - Large energy consumers and clean energy procurement
  - Trends in renewable Power Purchasing Agreements
-



## Online masterclass

# Solar PV Energy Technology



**Eric Wright**

Senior Analyst, Clean  
Energy Technology

What is the current market landscape for solar PV and how is it expected to develop? This session explores the history and fundamentals of solar PV, diverse applications, and system configurations. Understand the manufacturing landscape and supply chain dynamics while gaining insights into current installation levels and the future market outlook for solar energy.

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### Solar PV history & introduction

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#### Applications & system configurations

Residential

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Commercial and Industrial

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Utility Scale

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#### Manufacturing & supply chain

Technology overview

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Supply chain

---

Global PV manufacturing landscape

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#### Market outlook

Current installation levels

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## Online masterclass

# Wind Energy Technology



**Indrayuth Mukherjee**

Associate Director, Clean  
Energy Technology

What is the current market landscape for wind and how is it expected to develop? This session explores the fundamentals of wind energy, the evolving turbine supply landscape, and trends in both onshore and offshore installations.

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### Introduction to wind energy

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### Wind turbine supply landscape and recent trends

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#### Wind turbine supply chain

Onshore wind global overview

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Current installation levels

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Drivers and inhibitors to deployment

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#### Offshore wind global overview

Current installation levels

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Drivers and inhibitors to deployment

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## Online masterclass

# Nuclear Fuels Fundamentals



**William Freebairn**

Associate Editorial Director

This session explores the intricacies of the global nuclear fleet, operating performance, and innovative technologies. Delve into policies, geopolitics, and the latest advancements in fuel development and waste management. Gain insights into the evolving landscape of nuclear energy and its future potential.

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### **Nuclear Fuels Fundamentals**

Operating fleet performance and lifetime extension: existing global fleet, operational issues and lifetime extension trends, upgrade cycle

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Policies, politics, and regulation: tax credits, government financing, licensing

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New technologies: new reactor designs, new non-power uses, new finance models

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New nuclear summary: global nuclear fleet, scenarios and AI demand

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Nuclear fuel development: new fuels with potential to extend operating cycles, new fuel for advanced reactors and their supply chains, reprocessing spent fuel

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Geopolitics and nuclear fuel supply chain: Sanctions, tariffs, coups and quotas

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Nuclear waste and reprocessing; spent fuel management and new push to recycle

---

Uranium conversion, enrichment and fuel fabrication: tightening market, new investment

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Latest developments: investors and governments funding next-generation nuclear and nuclear fuel supply chain capacity, politics are changing in Europe and US

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## Online masterclass

# Carbon Markets

This session provides an overview of the different types of carbon markets and how companies can capitalize on them.



**Dana Agrotti**

Low Carbon  
Markets Analyst

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### **Carbon Market Fundamentals**

Compliance Carbon Markets & Pricing

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The Voluntary Carbon Markets

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Article 6 & Global Carbon Linkages

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### **Opportunities for Industry**

Overview of the sustainability products, insights, and solutions helping companies meet their needs in the carbon ecosystem.

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Corporate strategies for carbon management

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Carbon market Investments; NBS  
& Biodiversity Potential

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## Online masterclass

# CCUS Markets



### Yufei Li

Senior Research Analyst,  
Carbon Management/  
Carbon Capture Utilization  
& Storage (CCUS)

This session provides an overview status and potential role of Carbon Capture, Utilization, and Storage (CCUS) in the energy transition. Delve into market conditions, global policies, the CCUS value chain, project pipelines, cost analyses, and long-term outlooks for CO<sub>2</sub> capture installations.

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#### Status of the CCUS Market

The potential role of CCUS in the energy transition

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Overview of current market conditions

---

Summary of global policy

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#### The CCUS Value Chain

Overview of the value chain

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Global CCUS project pipeline progress by segment

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Cost analysis of CO<sub>2</sub> capture, transportation, and storage.

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Overview of CO<sub>2</sub> utilization

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#### Engineered carbon dioxide removal

Overview of technologies and market trends

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#### Long-Term Global Outlook for CO<sub>2</sub> capture installations

S&P Global Commodity Insights' base case outlook for both near-term (2030) and long-term (2050) CO<sub>2</sub> capture installations

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Summary and discussion of key course topics

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## Online masterclass

# Sustainable Finance



### Sören Stöber

Head of ESG Solutions  
Northern Europe for  
S&P Global Sustainable1

This forward-looking session dives into sustainable finance, helping you to better understand the future of clean energy investment. Explore sustainability data disclosures, carbon pricing impacts, and government policy roles. Discover key strategies for corporations and financial institutions to thrive, along with financial insights into Energy Transition Projects in this evolving landscape.

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#### Overview

Assessing energy transition and climate risks in financial institutions

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Sustainability data disclosures, carbon pricing impacts, and the role of government policy in shaping investment decisions

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Key strategies for corporations and financial institutions to thrive in this evolving landscape

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Financial insights into Energy Transition Projects

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Online masterclass

# Tariffs and protectionism – Implications for energy supply chains



**Chris Rogers**

Head of Supply Chain  
Research at S&P Global  
Market Intelligence

This session explores how tariffs and protectionist policies shape energy supply chains. This session covers trade history, U.S. policy drivers, and the complex mechanics of duties. Understand impacts on sourcing, costs in oil and gas, and distortions in renewables—where critical minerals mark the latest battleground.

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## Overview

### Where next for tariffs:

A history of tariffs in the energy sector, the drivers of U.S. trade policy and the future for protectionist action

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### Hitchhikers' guide to duties:

Tariffs aren't as simple as a social media posting, with details ranging from regional content values to exemptions driving the precise impact of how tariffs affect supply chain decision-making.

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### Sourcing pipelines:

The oil and gas drilling, distribution and refining sectors are dealing with elevated metals rates as well as capital equipment duties; that's raising costs and there are few opportunities for cheaper sourcing.

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### Dark skies:

The renewable energy sector has been beset by trade protectionism and investment supports globally, distorting the structure of trade for the foreseeable future. Critical minerals are the latest battleground.

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## About S&P Global Commodity Insights

At S&P Global Commodity Insights, our complete view of global energy and commodity markets enables our customers to make decisions with conviction and create long-term, sustainable value.

We're a trusted connector that brings together thought leaders, market participants, governments and regulators, and we create solutions that lead to progress.

Vital to navigating commodity markets, our coverage includes oil and gas, power, chemicals, metals, agriculture, shipping and energy transition. Platts® products and services, including the most significant benchmark price assessments in the physical commodity markets, are offered through S&P Global Commodity Insights.

S&P Global Commodity Insights is a division of S&P Global (NYSE: SPGI).

S&P Global is the world's foremost provider of credit ratings, benchmarks, analytics and workflow solutions in the global capital, commodity and automotive markets. With every one of our offerings, we help many of the world's leading organizations navigate the economic landscape so they can plan for tomorrow, today. For more information visit [www.spglobal.com/commodityinsights](http://www.spglobal.com/commodityinsights).

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