

The Essentials of Oil and Gas Commercial Contracts and Negotiations *in London*



Gain a competitive edge in the complex world of oil and gas contracts with this 3 day course on Commercial Oil and Gas Contracts.

Contracts are what makes the oil and gas industry work. In a tough global market, it's vital that companies and their lawyers can negotiate and implement contracts that enable them to compete internationally.

Delegates will obtain a thorough knowledge of the business drivers of oil and gas contracts. They will get an insight into the contract matrix for a typical oil and gas investment and how such contracts relate to one another. Book early to guarantee a space and enjoy a **£240** discount.

This is a practical and interactive programme with limited technical content and extensive use of case studies and exercises.

By understanding the key issues in oil and gas contracts, delegates will be able to create value for their organisations and for their own career development.

COURSE DATE

23-25 January 2017

2-4 October 2017

VENUE

London is the financial capital of the world and home to many of the world's leading law firms as well as the global and European headquarters of many oil firms. Combined with the cultural and historical attractions of London, the commercial dynamism of the city makes this the ideal venue for locals and visitors alike. The training will be held in a centrally located venue.

DELEGATES WILL:

- Master the key skills for successful negotiation of oil and gas contract to guarantee a successful deal.
- Have greater confidence in negotiations and in resolving disputes at all levels and with all stakeholders.
- Gain an intuitive understanding of the different types of commercial contracts, how they fit together and their commercial drivers.
- Learn robust strategies and techniques for improving the negotiation phases.
- Recognise the importance of risk identification and allocation.
- Understand the relative positions, roles and obligations of all parties whether government, national oil company or international oil company.

WHO SHOULD ATTEND

Attendees of "The Essentials of Oil and Gas Commercial Contracts and Negotiations" are drawn from NOCs, IOCs, service companies and professional service firms, and financial institutions that serve or invest in the petroleum business. Anyone who is involved in establishing JV partnerships, production sharing contracts or operating agreements, making investments or drafting and negotiating the underlying contracts will benefit from this course.

BOOKING

4 easy ways to book:

1. Call us - Tel: +44 203 239 0807
2. Email us: training@warrenbusinessconsulting.com
3. Online: www.warrenbusinessconsulting.com
4. Write to us: Warren Business Consulting, New Bond House, 124 New Bond Street, London, W1S 1DX, United Kingdom

Delegates from the following companies have attended our training:



COURSE DIRECTOR



About Angus Warren

Angus Warren is a highly experienced trainer with extensive and practical knowledge of the international oil and gas industry.

His early career included 15 years with BP on assignments covering gas exploration and production, oil pipelines and refining in the UK, as well

as leading BP's commercial involvement in the Angola LNG Project. He subsequently developed his expertise in business strategy, international development and negotiations as a consultant to many leading organisations in the energy sector.

But Angus's greatest talent is for inspiring and developing the next generation of industry leaders. At BP he facilitated team building sessions and delivered coaching and training. His involvement with training local staff in NOCs began back in 2001, when he successfully delivered BP's premiere business simulation training programme to senior managers of the National Iranian Oil Company in Tehran. Since then, hundreds of managers and professionals around the world have benefited from his engaging, stimulating and practical courses.

Angus holds a BEng (Hons) in Chemical Engineering, an MSc in Technology and Management in the Oil & Gas Industry and an MBA from the University of Texas in Austin. He is a recognised author of several international analyses and articles and has commented extensively on oil industry developments and the changing interactions between the IOCs and NOCs. Angus is a member of the Institute of Chemical Engineers and the UK Energy Institute.

Other Course Directors may run this programme from time to time. Please see website for details.

TESTIMONIALS

"The course was so informative and was an exposure to the practical challenges in the oil and gas industry. It will surely make me a better legal advisor and drafter of oil and gas legislation."

"A strong, positive impact, most of the practical challenges I was facing have been clarified."

"It will have a great impact especially that my department is directly involved in drafting of agreements and legal advice to government."

"Excellent, enjoyed every second of it."

"Trainer explained all concepts very well and in an easily understandable manner."



What are the trends in the oil and gas sector that make this course so relevant?

- The increased role played by NOCs, and their approach to contracts with IOCs
- The growing number of different contracts being used across the industry
- The regeneration of old oilfields to boost production, requiring new agreements
- The move to exploit more challenging resources, raising technical and political issues
- The increasing importance of gas



PROGRAMME

(Exact daily programme may be subject to adjustment)

Day 1

Introduction

- Agenda and Course objectives

The Nexus of Commercial Contracts in Oil and Gas Investments

- Oil and gas project contractual structure - from the investors' perspective
- The fundamentals of negotiating an oil and gas commercial contract

Government Policy and Granting Instruments

- Government versus investor objectives
- Designing a granting instrument
- Production sharing, risk service and other contracts
- Joint ventures with national oil companies
- Criteria for the award of licences and contracts

Production Sharing Contracts – Key Provisions

- Management and Control
- Cost recovery
- Bonuses, Taxes and Profit Sharing
- Local content
- Stabilisation provisions

Production Sharing Contract Negotiation

Exercise: "Negotiate the main commercial points of a PSC"

- Delegates take on the roles of the national oil company and the oil and gas investor in a production sharing contract negotiation. The focus is on the preparation required for a negotiation: will they reach agreement and progress to exploration?

Day 2

Joint Ventures in the Oil and Gas Business

Exercise: "Why are joint ventures used?"

- Course delegates investigate the advantages and disadvantages of joint ventures in the oil and gas business and analyse the management implications.

Governance of Joint Ventures: Joint Operating Agreements

- The purpose and structure of the JOA
- The operator and operating committee of a JOA

Exercise: "Understanding the main clauses of a JOA"

- Delegates analyse different clauses of a JOA and present back to the group

Unitisation and Unit Operating Agreements

- Rule of capture
- Why unitise a field
- The unit operator
- The role of government

Joint Operating Agreement Negotiation

Exercise: "Negotiate the main commercial points for a JOA"

- Delegates break into groups and take on the roles of the joint venture partners in the negotiation of a JOA. The focus is on how to manage a negotiation: how will they persuade the operator to recognise their interests and ensure the minority stakeholder doesn't hinder progress?

Day 3

Transportation and Processing Agreements

Exercise: "Identify the major terms on a T&P term sheet"

- Delegates split into groups to consider the perspectives of the oil pipeline owner and the oil shipper in a typical transportation and processing agreement.

Farm Out Agreements

- Background to farm out agreements
- The essential terms of farm out agreements

Decommissioning Agreements – A UK Case Study

- Issues in decommissioning
- Latest government budget proposals
- Contractual approaches to decommissioning

Gas Sales Agreements – Key Commercial Issues

- Gas contracts around the world
- Gas pipeline project contract matrix
- Gas sales agreement structure

Gas Sales Agreement Negotiation

Exercise: "Negotiate the main commercial points for a GSA"

- Delegates break into groups to take on the roles of the operator of the joint venture group and a gas utility in a gas sales agreement negotiation following a successful discovery. The focus is on how to close a negotiation and maintain a good relationship.

Summary

Review and summary of topics

"The course was excellent. It was way above my expectations."

"Good balance between theory and practice."

BOOKING

Price: £2,400+VAT (where applicable)*

Booking complete upon payment.

Included in the price: Tuition, course materials, lunches and refreshments

Discounts (one discount per booking only): • £240 discount (price £2,160) if delegates book 3 months before the course date.

- Group discount for delegates from the same company: 5 for the price of 4.

4 easy ways to book:

1. **Tel: +44 203 239 0807**
2. **Email: training@warrenbusinessconsulting.com**
3. **Online: www.warrenbusinessconsulting.com**
4. **Mail: Warren Business Consulting, New Bond House, 124 New Bond Street, London, W1S 1DX, UK**

4 easy ways to pay:

1. **Bank transfer**
2. **Cheque**
3. **Credit card**
4. **Online**

www.warrenbusinessconsulting.com

We will send you an invoice on receipt of your booking and confirm your place on receipt of your payment. If you have to cancel your place the following policy will apply: cancellation within 1-14 days of the programme start: 100% charge; 15-30 days: 50% charge; 31+ days: 10% charge. A colleague can take your place, subject to a 10% administration charge. Warren Business Consulting reserves the right to change or cancel any part of the published programme due to unforeseen circumstances and is not liable for any costs incurred by delegates in the unfortunate event that a course is cancelled. Delegates are responsible for arranging their own travel and accommodation and for obtaining visas, and medical and travel insurance. The letters MBA in any course title is used to indicate the nature of the training course. Attendees should be clear that no degree qualification is obtained by attending any Warren Business Consulting course.

*The amount of VAT you are charged will be determined when your invoice is raised. Our VAT number is 211 1256 70

WARREN BUSINESS CONSULTING

OUR WORLDWIDE COURSE LOCATIONS



ABOUT US

- Helping talented individuals build their careers is an inspiring experience. At Warren Business Consulting our focus is on developing tomorrow's E&P managers and leaders.
- We believe that a successful career in upstream oil and gas depends on a thorough understanding of the industry's complexities. Technical expertise is not enough: to become a manager or a leader means understanding the geopolitics, the technology, the finance, the many different stakeholders – as well as knowing how to get the best out of a team.
- The firm was set up in **2012** by Angus Warren, an industry veteran whose career includes 15 years at BP. Since then, hundreds of aspiring managers have been on our courses, in various locations around the world, as part of their career development.
- As well as the public MBA in Oil and Gas courses shown above, we run courses on Contracts and Negotiations, Risk Management, Project Governance and many others; we also deliver in-house courses customised to meet the clients' specific requirements, at a location convenient to them. Our portfolio of products is expanding rapidly so please check the website for latest developments.

For further information, email us: training@warrenbusinessconsulting.com
or call: +44 203 239 0807 (UK) / +1 281 506 2892 (US)

www.warrenbusinessconsulting.com

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