

International Oil and Gas Contracts *in Lagos*



Gain a competitive edge in the preparation and documentation of oil and gas contracts with a 3 day course on International Oil and Gas Contracts.

Contracts are what makes the oil and gas industry work. If the Nigerian oil industry is to flourish in a tough global market, it's vital that local companies and lawyers can prepare and implement contracts that enable Nigeria's oil and gas businesses to compete internationally.

At this **3 day course** delegates will obtain a thorough knowledge of how to prepare oil and gas contracts in the context of different regulatory regimes. They will get an insight into the contract matrix for a typical oil and gas investment and how such contracts relate to one another.

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 DATES

6 - 8 March 2017

27 - 29 November 2017

VENUE

One of the most exuberant cities in Africa, as well as being a major centre for the continent's oil industry, Lagos has a thriving commercial centre and fascinating historical sites and markets. The training venue will be a 5 star business hotel on the conveniently located Victoria Island.

BY ATTENDING THIS COURSE, DELEGATES WILL:

- Learn how to use industry negotiation documents to best advantage
- Understand the key issues to be addressed in standard oil and gas contracts
- Know the legal and practical nuances of so called "boiler plate" provisions
- Identify the best dispute resolution mechanisms for all contracts
- Have an intuitive understanding of the different types of commercial contracts, how they fit together and their commercial drivers
- Recognise the relative positions, roles and obligations of all parties, whether government, national oil company or international oil company
- Have increased confidence and credibility in negotiations, arbitration and dispute resolution

WHO SHOULD ATTEND

Attendees of the International Oil and Gas Contracts course are drawn from Legal Practices, NOCs, IOCs, and professional services firms that serve the petroleum business.

As well as in-house lawyers, and private practice lawyers engaged in oil and gas law, commercial managers, project managers and government officials whose roles involve contracts and negotiations 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



Mohammad Alramahi, PhD

With over 20 years' experience in the industry, Dr Alramahi is a leading international expert on upstream oil and gas agreements, negotiation and drafting techniques. He has practical experience in over 30 jurisdictions, advising clients in both the public and private sectors. He is an established lecturer, covering a range of subjects relating to energy law and contracts,

including his own Masters in Oil & Gas Law. As a course director, he combines his practical experience with research expertise and an interactive approach, ensuring delegates are highly engaged and able to apply the lessons to their day-to-day work.

He works with various academic bodies including Qatar University, University of Hull, University of Liverpool, and the Institute of Law, Jersey, as well as being an energy law examiner for many UK and Overseas Universities and an industry legal expert for professional bodies and associations. A former editor of the *Journal of International Trade Law and Policy*, and author of "*UK Oil & Gas Law*", he publishes widely in the field, with a current focus on examining the risks associated with major upstream agreements and the impact of low oil prices on existing agreements, and he regularly speaks at key oil and gas conferences.



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

- The increasing need to build local capacity as large IOCs divest from Nigeria and indigenous firms acquire upstream assets
- Interest from foreign investors and international law firms in Africa's energy market
- The changing relationship between international oil companies (IOCs), national oil companies (NOCs) and service companies
- The Petroleum Industry Bill and its potential impact on the industry
- Price volatility and its impact on contracts
- New technologies and new sources of energy
- Environmental and geopolitical concerns, especially around health and safety



TESTIMONIALS

From participants in our Contracts & Negotiations courses

"The training was great, very helpful in appreciating the issues with PPAs"

"The course material is very informative and borne out by deep research and experience ..."

"The course content has been very deep and good value for money."

"He [the trainer] is clearly experienced...his responses to questions were ...inspired"

"[The course will] highly increase [my] negotiation skills of commercial contracts."

"The course was excellent. I learned a lot. It was way above expectations."

".. so informative and 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."

"increased [my] understanding of commercial contracts and the ... ability to become involved in negotiations."

COURSE OVERVIEW

All sessions include case studies and exercises. Exact daily programme may be subject to change.

Day 1

The role of contracts in the oil & gas sectors

- Upstream
- Midstream
- Downstream

Legal and administrative framework for oil & gas operations

- Statutory permit regimes
- Concession/production sharing regimes
- Common law/private property regimes

Key issues in oil & gas negotiation documentation

- Minutes, Letters of intent, Heads of Agreement, Memorandums of Understanding
- Draft contracts

Key issues in upstream oil & gas contracts

- Confidentiality agreements
- Production sharing agreements
- Bidding agreements
- Joint operating agreements
- Farm in agreements
- Drilling and service agreements

Day 2

Key issues in upstream oil & gas contracts

- Lifting Agreements
- Gas Balancing Agreements

Key issues in wholesale product supply agreements

- What drives petroleum markets?
- Physical markets and global reference markers
- Paper markets
- Crude oil characteristics
- Gas supply agreements
- Crude oil sales agreements

Framework for downstream operations

- Refining process
- Refined products
- Hubs and market dynamics
- Transportation and International Commercial Terms (Incoterms)

Key issues in downstream product supply agreements

- Jet fuel sale and purchase agreements

Understanding the role of related oil & gas contracts

- Abandonment agreements
- Unit operating agreements
- Financing agreements

Day 3

Generic issues

- Force Majeure
- Termination and transition
- Termination for convenience
- 'Boiler plate' provisions (so called)

Oil & Gas Contracts with government and state-owned enterprises

- Ultra vires
- Executive necessity
- Sovereign immunity and sovereign risk
- Political risk
- Research and assessment
- Political risk insurance
- Contract risk management mechanisms
 - Change in law
 - Stabilisation
 - Tax gross ups
 - Compensation for termination

Dispute Resolution

- Informal procedures
- Formal procedures
- CEO meetings, mini-trials, mediation, independent expert, arbitration and court proceedings

International arbitration

- Private sector party to party oil & gas contracts
- With Governments
- International arbitration clauses

Wrap up and final Q&A

BOOKING

Book a place

Price: \$2,990*

Booking is complete upon payment.

Included in the price:

Tuition, course materials, lunches and refreshments

Discounts (one discount per booking only):

- \$300 discount (price \$2,690) 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:

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4. Mail: Warren Business Consulting, New Bond House, 124 New Bond Street, London, W1S 1DX, United Kingdom

Or contact us for details of our local partners

4 easy ways to pay:

1. Bank transfer
2. Cheques
3. Credit card
4. Online

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



Course Portfolio

MBA in Oil & Gas
International Oil & Gas Contracts
Contracts & Negotiations
Risk Management in Oil & Gas
Project Governance
Leadership in Oil & Gas

Our local agent in Lagos:

www.emrng.com
info@emrng.com



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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