



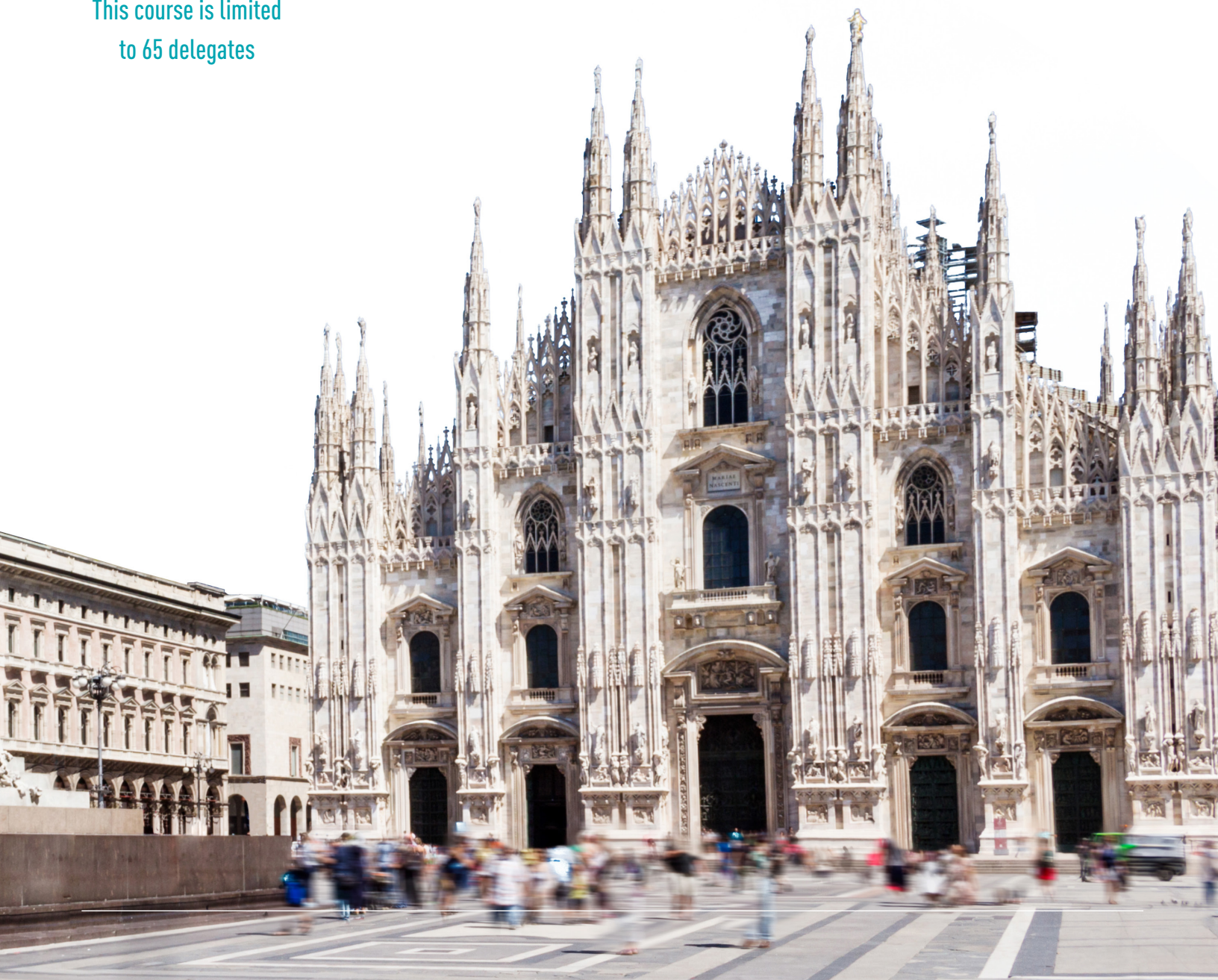
THE CORE COURSE ON

# International Oil & Gas Law

12-16 March 2018

Milan, Italy

This course is limited  
to 65 delegates



## FACULTY

### COURSE CHAIR:

HARRY W. SULLIVAN, JR., International Energy Attorney,  
Dallas, Texas

### INSTRUCTORS:

To Be Announced

## DAY 1: Monday, 12 March 2018

### 7:50 am – 8:00 am: Introductions and Opening Remarks

### 8:00 am – 9:00 am: Overview of the International Oil & Gas Industry

- Overview of the international oil and gas industry
- Historical and anticipated risks and rewards inherent in the industry

### 9:00 am – 10:00 am: Due Diligence - Legal

- Due diligence before deciding to enter a country for international oil and gas activities
- Ongoing monitoring

### 10:00 am– 10:20 am: Hosted Refreshment Break

### 10:20 am – 11:20 am: International Dispute Resolution

- Successful resolution of disputes between parties
- International arbitration -- an impartial private method of resolving disputes
- The specific clause required in a granting instrument to have access to the chosen dispute resolution method and enforce the resulting decision

### 11:20 am – 12:20 pm: Corporate Social Responsibility

- What is involved in corporate social responsibility
- How CSR has evolved into a necessary area to be addressed in an international oil and gas project

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<http://tinyurl.com/milantours>

### 12:20 pm – 1:45 pm: Hosted Lunch

### 1:45 pm – 2:45 pm: Anti-Bribery and Corruption Laws and Issues

- Combatting bribery and corruption in international business transactions through a variety of treaties, conventions, and laws
- Business ethics and the principles found in anti-bribery and corruption laws
- Traps for the unwary

### 2:45 pm – 3:05 pm: Hosted Refreshment Break

### 3:05 pm – 5:00 pm: Confidentiality & Bidding Agreement Issues

- AIPN Model Form Confidentiality Agreement, which provides protection for valuable information and data that is shared with another company
- AIPN Model Form International Study and Bid Group Agreement, which addresses the sharing of information and data, and other issues in creating a bidding group to acquire rights

### Core Course Reception – For delegates, speakers, and guests.

#### General Information

**Recording:** Audio and video recording, streaming, or other types of live or stored dissemination are not permitted without express authorization from the sponsors.

**Special Needs:** If you have special needs addressed by the ADA, please notify us at least two weeks before the program.

**CPD Credit:** Attorneys outside the U.S. can obtain Continuing Professional Education (CPD) credit for attending this course. You will need to confirm that this course complies with the standards set forth by your governing organization/authority, most of which allow for attendance at programs that are not accredited by them. Email [info@rmmlf.org](mailto:info@rmmlf.org) for additional information.

**CLE Credit:** This course is typically accredited by all mandatory CLE states and other professional organization. Attorneys from certain states may be required to pay an additional fee. The course consists of 31 hours of continuing education, including 60 minutes of ethics for most U.S. jurisdictions and Canadian provinces. You must let us know, at least 45 days in advance of the conference, the states or organizations for which you will need credit. Email [info@rmmlf.org](mailto:info@rmmlf.org) for more information. Rocky Mountain Mineral Law Foundation is a State Bar of California MCLE-approved provider.

**DAY 2: Tuesday, 13 March 2018****8:30 am – 10:00 am: Granting Instrument Issues**

- Concessions
- Production sharing agreements
- Service agreements
- Joint ventures

**10:00 am – 10:30 am: Hosted Refreshment Break****10:30 am – 12:00 Noon: Granting Instrument Issues**

(continued)

**12:00 Noon – 1:30 pm: Hosted Lunch****1:30 pm – 3:00 pm: Granting Instrument Issues**

(continued)

**3:00 pm – 3:30 pm: Hosted Refreshment Break****3:30 pm – 5:00 pm: Unconventional Resource Issues**

- Developments which have brought unconventional oil and gas resources into focus in many parts of the world
- Unique issues involved in the exploration and exploitation of unconventional resources
- How these projects differ from exploration and exploitation of conventional oil and gas resources

**DAY 3: Wednesday, 14 March 2018****8:30 am – 10:00 am: Joint Operating Agreement Issues**

- Establishing the rights, duties, and obligations of co-venturers in the same oil and gas contract area
- AIPN 2012 Model Form International Operating Agreement

**10:00 am – 10:30 am: Hosted Refreshment Break****10:30 am – 12:00 Noon: Joint Operating Agreement Issues**

(continued)

**12:00 Noon – 1:30 pm: Hosted Lunch****1:30 pm – 3:30 pm: Joint Operating Agreement Issues**

(continued)

**3:30 pm – 4:00 pm: Hosted Refreshment Break****4:00 pm – 5:00 pm: Service Agreement Issues**

- Services provided by service companies in support of the petroleum operations under granting instruments
- Examination of the main issues in service contracts, including warranty and cross-indemnity provisions

**THE ROCKY MOUNTAIN MINERAL LAW FOUNDATION (RMMLF)**, established in 1955 as a non-profit corporation, is an international educational organization dedicated to the study of the legal system and issues affecting mineral, energy, and water resources. The Foundation is a cooperative project of law schools, bar associations, and industry associations, and sponsors biennial programs with the IBA-Section on Energy & Natural Resources Law. The Foundation has hosted Institutes in Chile, Venezuela, Colombia, Brazil, and Peru on mining and oil and gas issues.

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**ASSOCIATION OF INTERNATIONAL PETROLEUM NEGOTIATORS (AIPN)** is a not-for-profit professional organization founded in 1981 to enhance the professionalism of its members through continuing education, promoting understanding of negotiation work in the international community, and providing networking opportunities. AIPN now serves over 4,000 members from some 110 countries.

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# International Oil & Gas Law

## DAY 4: Thursday, 15 March 2018

### 8:30 am – 10:00 am: Unitization Issues

- Development of oil and/or gas reservoirs by the owners of various contract areas as a single unit when they extend beneath more than one contract area
- Mechanics of unitization
- AIPN Model Form Unitization and Unit Operating Agreement

### 10:00 am – 10:30 am: Hosted Refreshment Break

### 10:30 am – 12:00 pm: Participation – Farmin/Farmout Agreements

- Using a farmout (participation) agreement to acquire an interest in an oil and gas granting instrument by performing or paying for specified work under the granting instrument
- AIPN Model Form International Farmout Agreement

### 12:00 pm – 1:30 pm: Hosted Lunch

### 1:30 pm – 3:30 pm: Participation – Farmin/Farmout Agreements

(continued)

- International purchase and sale of oil and gas interests
- Key provisions and risks of purchase and sale agreements for oil and gas assets

### 3:30 pm – 4:00 pm: Hosted Refreshment Break

### 4:00 pm – 5:00 pm: Decommissioning

- Decommissioning as an adjunct obligation to the right to develop oil and gas
- Review of contractual provisions related to decommissioning

## DAY 5: Friday, 16 March 2018

### 8:30 am – 10:00 am: Crude Oil Sales and Lifting Agreement Issues

- How co-venturers share limited infrastructure to take, lift, and sell their individual shares of oil production.
- AIPN Model Form Lifting Agreement
- Contracts involved in the physical sale of crude oil

### 10:00 am – 10:30 am: Hosted Refreshment Break

### 10:30 am – 12:00 pm: Gas Sales Agreement Issues

- Differences between sales of natural gas and crude oil
- Mechanics of international sales of natural gas

### 12:00 pm – 1:30 pm: Hosted Lunch

### 1:30 pm – 2:30 pm: Gas Balancing and Transportation Issues

- Out of balance sales of natural gas to different customers, resulting in one party selling more than its participating interest share of natural gas production and the other selling less than its participating interest share
- Gas balancing agreements, which establish a method for restoring balance to each party's share of production
- Key concepts involved in natural gas transportation agreements

### 2:30 pm – 3:00 pm: Hosted Refreshment Break

### 3:00 pm – 5:00 pm: Overview of LNG

- LNG value chain
- Mechanics and contracts involved in developing an LNG export project

### 5:00 pm

### Course Adjournment

#### Visas for Italy

Visit <http://tinyurl.com/visa-italy> for information on visa requirements.

# Crowne Plaza Milan Linate

## Booking a Hotel Room

All sessions will take place at Eni Corporate University, San Donato Milanese, via S. Salvo 1. We have arranged for discounted hotel rooms at the Crowne Plaza Milan Linate, within walking distance of the classroom.

You can only book our discounted rates by requesting them via email: [crowneplaza.milan@alliancealberghi.com](mailto:crowneplaza.milan@alliancealberghi.com). In your email, please provide arrival and departure dates, as well as type of room required, along with credit card details. Please reference "Core Course on International Oil & Gas Law." We blocked a limited number of rooms at discounted rates. Upon booking, the hotel will confirm the availability.

Alternatively, you can book directly on the hotel website at this link: [www.crowneplaza.com/milansand](http://www.crowneplaza.com/milansand), but you will not receive our discounted rates. The booking will be confirmed at the best available rate, according to the hotel's availability.

Our discounted rates, which include breakfast, 10% VAT, and standard wifi, are:

**Standard double room:** € 139/night on March 8, 12, 13, 14, 15

**Standard double room:** € 109/night on March 9, 10, 11, 16

**Executive suite:** € 169/night on March 8, 12, 13, 14, 15

**Executive suite:** € 139/night on March 9, 10, 11, 16

The hotel is offering our discounted rates up to five days before and after the conference. A non-refundable payment for one night's charge by credit card is required upon booking. The balance can be paid at the hotel. You must book by 8 February to receive our discounted rates.

There is a festival in town during our course, so please book early. The hotel will sell out. If you have any questions or problems booking a room, please email [info@rmmlf.org](mailto:info@rmmlf.org).