



Association of International
Petroleum Negotiators

March 9 - 13, 2020

International Oil & Gas Contracts and Negotiations Core Course

Pestana Palace
Lisbon, Portugal





2020

International Oil & Gas Contracts and Negotiations Core Course

LISBON

About AIPN | www.aipn.org

The Association of International Petroleum Negotiators (AIPN) is the leading professional membership organization of commercial negotiators and energy lawyers in the international oil & gas industry, serving more than 3,200 professionals in some 110 countries. AIPN develops petroleum model contracts that are widely used throughout the industry, provides educational seminars and conferences around the world, publishes leading research on emerging energy issues and is the premier forum for dialogue on oil and gas transactions amongst companies, government and their advisors.

Registration Fees

Member Rates

Active Member: \$2,900
NOC/Government Member: \$2,100
Academic Member: \$2,100
Student Member: \$500*

Non-Member Rates

Non-member: \$3,300
NOC/Government Member: \$2,500
Academic Non-member: \$2,500
Student Non-member: \$800*

**Students, email proof of enrollment to aipnevents@aipn.org after registering*

Apply for membership at aipn.org/join-aipn/ before registering and receive member rates! After completing your application, email aipnevents@aipn.org for assistance with registering. If you are already a member but not able to see the member rates after logging in, please email aipnevents@aipn.org for assistance.

Workshop registration includes digital materials, lunches, breaks and a networking reception. It does not include hotel and travel accommodations. All fees are in US dollars.

Course Faculty

Course Chair: **Harry W. Sullivan, Jr.**, International Energy Attorney

Frank L. Cascio, International Energy Counsel

Andrew B. Derman, Partner, Thompson & Knight LLP

Jennifer Josefson, Partner, Morgan Lewis

Kimberly H. Reeder, General Counsel, Arrow Energy Pty Ltd

Pestana Palace Hotel Lisbon

Rua Jau, 54, 1300-314, Lisboa, Portugal
<https://www.pestanapalacelisbon.com/>

Reserve your sleeping room at the elegant Pestana Palace Hotel, situated in a quiet area of Lisbon known as Alto Santo Amaro. Surrounded by private gardens, the hotel boasts panoramic views over the city of Lisbon and the Tagus River.

Room Rates

Run of the House - €130 (single), €145 (double)
Deluxe Garden (on request) - €160 (single), €175 (double)

The above room rates are inclusive of an American buffet breakfast in the main restaurant and Wi-Fi internet access. Room rates are also inclusive of taxes and service (except the city tax, currently €2 per person per night). Room rates will apply up to three days before and three days after the course, subject to availability.

Reservations

To reserve a room online at the above rates, please visit the "Venue Information" page on the course website at: aipn.org/forms/meeting/Microsite/CoreCourse2020,1 for direct access to the hotel's online booking.

Please click the blue "Edit" button to change the dates and number of adults per room. If you would like to reserve a room at the room rate 3 days pre- or post-course dates (subject to availability), please email Patricia Lopes at patricia.lopes@pestana.com to request these extra nights.

More details on the hotel's payment and cancellation policies may also be found on the course website.

Location

The hustle and bustle of Lisbon is only a short drive away and the Lisbon International Airport (LIS) is just 10 km from the Pestana Palace Hotel. For more details, please visit: aipn.org/forms/meeting/Microsite/CoreCourse2020,1#CC20Location

CLE Credits

AIPN is an accredited sponsor approved by the State Bar of Texas Committee on MCLE. A maximum of 30.25 CLE credit hours, of which 1.25 credit hours will apply to legal ethics/professional responsibility credit will be awarded based on individual attendance.

Supported by





Course Program

Monday, March 9, 2020

08:20 – 08:30 Introduction and Opening Remarks

Ajuda II & III

08:30 – 09:00 Overview of International Industry

09:00 – 10:30 Confidentiality & Bidding Agreement Issues

Reeder & Cascio

- 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

10:30 – 10:45 Refreshment Break

10:45 – 12:00 Anti-Bribery, Corruption Laws and Sanctions Issues

Cascio

- 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

12:00 – 13:30 Hosted Lunch

Ajuda I

13:30 – 14:30 International Dispute Resolution

Derman

- 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

14:30 – 14:45 Refreshment Break

14:45 – 15:45 Service Agreement Issues

Cascio & Sullivan

- 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

15:45 – 17:00 Granting Instrument Issues

Josefson & Derman

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

17:00 – 18:30 Welcome Reception

Blue Room - Luis XV

Tuesday, March 10, 2020

08:30 – 10:00 Granting Instrument Issues (continued)

10:00 – 10:30 Refreshment Break

10:30 – 12:00 Granting Instruments Issues (continued)

12:00 – 13:30 Hosted Lunch

Ajuda I

13:30 – 15:00 Granting Instruments Issues (continued)

15:00 – 15:30 Refreshment Break

15:30 – 17:00 Unconventional Resource Issues

Cascio & Reeder

- 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

Wednesday, March 11, 2020

08:30 – 10:00 Joint Operating Agreement Issues

Sullivan & Reeder

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

10:00 – 10:30 Refreshment Break

10:30 – 12:00 Joint Operating Agreement Issues (continued)

12:00 – 13:30 Hosted Lunch

Ajuda I



Course Program

Wednesday, March 11, 2020 (continued)

13:30 – 15:30 Joint Operating Agreement Issues
(continued)

15:30 – 15:45 Refreshment Break

15:45 – 17:00 Joint Operating Agreement Issues
(continued)

Thursday, March 12, 2020

09:00 – 10:30 Participation: Farmin/Farmout
Agreement Issues

Josefson & Cascio

- 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

10:30 – 10:45 Refreshment Break

10:45 – 12:00 Sale and Purchase Agreement Issues

Derman & Cascio

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

12:00 – 13:30 Hosted Lunch
Ajuda I

13:30 – 15:45 Unitization Issues

Derman & Sullivan

- 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

15:45 – 16:00 Refreshment Break

16:00 – 17:00 Decommissioning Issues

Reeder & Sullivan

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

Friday, March 13, 2020

09:00 – 10:30 Crude Oil Sales & Lifting Agreement Issues

Cascio

- 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

10:30 – 10:45 Refreshment Break

10:45 – 12:00 Gas Sales Agreement Issues

Sullivan & Reeder

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

12:00 – 13:30 Hosted Lunch
Ajuda I

13:30 – 14:00 Gas Balancing and Transportation Issues

Sullivan & Reeder

- 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

14:00 – 15:00 Overview of LNG

Sullivan & Reeder

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

15:00 – 15:15 Refreshment Break

15:15 – 17:00 Overview of LNG (continued)

17:00 Course Adjournment