



Oil and Gas Asset Valuation & Decision Analysis Workshop

OCTOBER 12 - 13, 2017 | HOUSTONIAN HOTEL | HOUSTON, TEXAS USA

2-DAY INTERACTIVE WORKSHOP

- Fundamentals of discounted cash flow analysis
- Overview of upstream fiscal systems and global practices
- Cash flow determination for various types of contractual arrangements
- Determination of government take and state take
- Types of fiscal regimes
- Basis for various fiscal levies
- Cardinal rules for fiscal terms
- Uncertainty analysis
- Interactive cash flow derivation workshop
- Exploration prospect valuation workshop



ASSOCIATION OF INTERNATIONAL PETROLEUM NEGOTIATORS

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Workshop Schedule and Program*

Day One – Thursday, October 12

7:30 – 8:30	Registration and Continental Breakfast	2:00 – 2:45	Upstream Fiscal Systems – Royalty/Tax
			– Key Elements and Structure
8:30 – 8:45	Introduction & Course Overview		– Fiscal Components & Cash Flow Generation
8:45 – 9:30	Fundamentals of Discounted Cash Flow Analysis		– Basis for Fiscal Levies
	– After Tax Cash Flow Derivation	2:45 – 3:00	Exercises
	– Basic Taxation Principles	3:00 – 3:15	Coffee Break
9:30 – 10:00	Fundamentals of Discounted Cash Flow Analysis	3:15 – 3:45	Upstream Fiscal Systems – Production Sharing
	– Time Value of Money		– Key Elements and Structure
	– Exercises		– Fiscal Components & Cash Flow Generation
10:00 – 10:15	Coffee Break		– Basis for Fiscal Levies
10:15 – 11:45	Fundamentals of Discounted Cash Flow Analysis	3:45 – 4:00	Upstream Fiscal Systems – Service Contract
	– Common Economic Indicators		– Key Elements and Structure
	– Sunk Costs		– Fiscal Components & Cash Flow Generation
	– Other Economic Indicators		– Basis for Fiscal Levies
	– Depreciation Methods	4:00 – 4:30	Upstream Fiscal Systems
	– Net Income v. Net Cash Flow		– Additional Fiscal Measures
	– Loans		– Quantitative Measurement of Fiscal Systems
	– Real v. Nominal Economics		▪ Government Take
11:45 – 12:30	Simple Model Construction		▪ State Take
12:30 – 1:30	Lunch (provided)	4:30 – 4:45	Upstream Fiscal Systems
1:30 – 2:00	Upstream Fiscal Systems		– Types of Fiscal Regimes
	– Overview of Global Practices		▪ Progressive
	▪ Government Contracts		▪ Regressive
	▪ Main Characteristics of the basic contract types		▪ Neutral
	– Historical Evolution & Current Trends	4:45 – 5:30	Simple Model Construction



Workshop Schedule and Program (Continued)

Day Two – Friday, October 13, 2017

7:30 – 8:30	Continental Breakfast	1:30 – 3:00	Exploration Prospect Valuation <ul style="list-style-type: none">– Competitive Bid Round, Onshore Petrolia<ul style="list-style-type: none">▪ Set up, Guidance, Bid Group Meetings, Submission of Bids
8:30 – 9:15	Uncertainty Analysis <ul style="list-style-type: none">– Scenario Analysis– Sensitivity Analysis<ul style="list-style-type: none">▪ Spider Diagrams▪ Tornado Diagrams	3:00 – 3:30	Coffee Break
9:15 – 10:00	Uncertainty Analysis <ul style="list-style-type: none">– Expected Value– Decision Trees	3:30 – 4:30	Exploration Prospect Valuation <ul style="list-style-type: none">– Decision and Analysis<ul style="list-style-type: none">▪ Petrolia Bid Round Results and Commentary▪ MMS Deepwater Gulf of Mexico Central Planning Area Bid Analysis, 2003-2009▪ Issues and Pitfalls in Upstream Valuations
10:00 – 10:30	Coffee Break		
10:30 – 11:00	Uncertainty Analysis <ul style="list-style-type: none">– Monte Carlo Simulation– Exercises		
11:00 – 12:30	Interactive workshop	4:30 – 5:00	Review and Conclusion
12:30 – 1:30	Lunch (provided)		

For more information and to register, please visit www.aipn.org