



Association of International  
Petroleum Negotiators

July 9 - 10, 2019

# AIPN Gas Course

## From PSC to LNG

Johannesburg  
South Africa



[www.aipn.org](http://www.aipn.org)



## COURSE PROGRAM

### Tuesday, July 9, 2019

- 8:30 a.m. - 8:45 a.m. **Registration and Coffee**
- 8:45 a.m. - 9:00 a.m. **Welcome and Safety Briefing**
- 9:00 a.m. - 9:30 a.m. **Energy Cost of Prosperity**  
This session will review the place Natural Gas has in today's and tomorrow's energy mix and energy's link to prosperity.
- 9:30 a.m. - 10:30 a.m. **Natural Gas Aspects of Granting Instruments**  
This session will examine some of the gas provisions found in Granting Instruments in the region and what provisions are considered as best industry practice worldwide.
- 10:30 a.m. - 11:00 a.m. **Coffee Break**
- 11:00 a.m. - 12:00 p.m. **The Natural Gas Value Chain**  
This session will examine the development and use of Natural Gas by examining the value chain of the Natural Gas industry.
- 12:00 p.m. - 1:00 p.m. **Networking Luncheon**
- 1:00 p.m. - 2:00 p.m. **Natural Gas Monetization in West Africa – A Case Study**
- 2:00 p.m. - 2:30 p.m. **Natural Gas Aspects of Joint Operating Agreements**  
The session will also review how natural gas is handled in the AIPN Model Form Joint Operating Agreement.
- 2:30 p.m. - 3:30 p.m. **Cross Border and Pipeline Sales of Natural Gas (Part 1)**  
This session will examine the typical provisions found in a pipeline gas sales agreement from the different perspectives of a buyer and a seller.
- 3:30 p.m. - 3:45 p.m. **Coffee Break**
- 3:45 p.m. - 4:45 p.m. **Cross Border and Pipeline Sales of Natural Gas (Part 2)**  
This session will examine the typical provisions found in a pipeline gas sales agreement from the different perspectives of a buyer and a seller.

4:45 p.m. - 5:00 p.m. **Questions and Open Discussion**

5:00 p.m. - 7:00 p.m. **Welcome Reception**  
Hyatt Regency Hotel, The Residence

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### Wednesday, July 10, 2019

- 8:30 a.m. - 8:45 a.m. **Morning Coffee**
- 8:45 a.m. - 9:00 a.m. **Day One Recap**
- 9:00 a.m. - 10:00 a.m. **Overview of LNG Projects**  
This session will review the components of an LNG Project and the various agreements required to support an LNG Project.
- 10:00 a.m. - 10:15 a.m. **Coffee Break**
- 10:15 a.m. - 10:45 a.m. **Current Issues in the LNG Industry**  
This session will examine some of today's challenges and opportunities faced by the LNG industry.
- 10:45 a.m. - 12:00 p.m. **Consequences of Separate Marketing vs. Joint Marketing of Natural Gas or LNG**  
The session will examine the legal and practical consequences of joint or combined stream marketing of natural gas or LNG and the complications of separate gas marketing arrangements, the need for gas balancing and the structural considerations of gas balancing agreements.
- 12:00 p.m. - 1:00 p.m. **Networking Luncheon**
- 1:00 p.m. - 3:30 p.m. **LNG Gas Sales Agreements**  
This session will examine the typical provisions found in an LNG gas sales agreement from the different perspectives of a buyer and a seller.
- 3:30 p.m. - 4:00 p.m. **Questions & Open Discussion**
- 4:00 p.m. **Course Adjournment**