International Oil & Gas Contracts and Negotiations Core Course

July 25 - 29, 2022

Kimpton De Witt
Amsterdam, Netherlands
08:20 – 08:30  Introduction and Opening Remarks
Emerson I & II

08:30 – 09:00  Overview of International Energy Industry
Jennifer Josefson, AIEI Immediate Past President

09:00 – 10:30  Confidentiality & Bidding Agreement Issues
Cascio & Davies
Sharing of data and information without losing a competitive advantage is critical for International Energy Business
• Review of the AIEN Model Form Confidentiality Agreement, which provides protection for valuable information and data that is shared with another company, and related issues
• Review of the AIEN 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, and related issues

10:30 – 10:45  Refreshment Break

10:45 – 12:00  Anti-Bribery, Corruption Laws and Sanctions Issues
Cascio & Josefson
Bribery and Corruption are among some of the biggest obstacles to success in the International Energy Business
• 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
Celia Restaurant

13:30 – 14:30  International Dispute Resolution
Polkinghorne & Derman
Resolving investment disputes through International Arbitration is the norm in the International Energy Business
• 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
Obtaining services and goods from third parties is standard practice in the International Energy Business

15:45 – 17:00  Granting Instrument Issues
Josefson & Derman
Host countries utilize contractual granting instruments to enable the International Energy Business
• Concessions
• Production sharing agreements
• Service agreements
• Joint ventures

17:00 – 18:30  Welcome Reception
Conservatory

Tuesday, July 26, 2022

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
Celia Restaurant

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

15:00 – 15:30  Refreshment Break

15:30 – 17:00  Unconventional Resource Issues
Cascio & Davies
Recent developments in shale and other unconventional resources have reinvigorated the International Energy Business
• 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, July 27, 2022

08:30 – 10:00  Joint Operating Agreement (JOA) Issues
Sullivan & Cascio
Governance among co-venturers in the International Energy Business is regulated by contractual JOAs
• Establishing the rights, duties, and obligations of co-venturers in the same oil and gas contract area
• Review of the AIEN 2012 Model Form International Operating Agreement
• Review of the AIEN Accounting Procedure

10:00 – 10:30  Refreshment Break
### Course Program

**Wednesday, July 27, 2022 (continued)**

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<th>Time</th>
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<tr>
<td>10:30 – 12:00</td>
<td>Joint Operating Agreement Issues (continued)</td>
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**Thursday, July 28, 2022**

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<tr>
<td>09:00 – 10:30</td>
<td>Participation: Farmin/Farmout Agreement Issues</td>
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<td>10:30 – 10:45</td>
<td>Refreshment Break</td>
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<td>10:45 – 12:00</td>
<td>Sale and Purchase Agreement Issues</td>
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<td>Crude Oil Sales &amp; Lifting Agreement Issues</td>
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<td>10:45 – 12:00</td>
<td>Gas Sales Agreement Issues</td>
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<td>Gas Balancing and Transportation Issues</td>
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**Wednesday, July 27, 2022 (continued)**

- Aufer, Cacio & Davies
  - A Farmout is one method of transferring interests in granting instruments in the International Energy Business
  - 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
  - AIEN Model Form International Farmout Agreement

**Thursday, July 28, 2022**

- Josefson, Cacio & Davies
  - Sales of interests in granting instruments if common in the International Energy Business
  - International purchase and sale of oil and gas interests
  - Key provisions and risks of purchase and sale agreements for oil and gas assets

**Friday, July 29, 2022**

- Sullivan & Derman
  - Gas sales have unique challenges in the International Energy Business
  - 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

- Sullivan, Derman & Davies
  - LNG is a transportation method for natural gas in the International Energy Business
  - LNG value chain
  - Mechanics and contracts involved in developing an LNG export project

**Wednesday, July 27, 2022 (continued)**

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