



Association of International  
Energy Negotiators

July 2 - 4, 2024

# AIEN Gas Course From PSC to LNG

Luanda, Angola



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



## COURSE PROGRAM

### Tuesday, July 2, 2024

Role of Natural Gas to Supply Global Energy Demand with Reduced Environmental Impact

08:30 - 08:45	<b>Registration and Coffee</b>
08:45 - 09:15	<b>Welcome</b> Safety briefing, overview of AIEN and course content, and review of instructors backgrounds and course expectations.
09:15 - 10:30	<b>Global Primary Energy Supply/Demand</b> This session will review primary global energy and recent changes in supply and demand resulting from pandemics and civil conflicts.
10:30 - 11:00	<b>Coffee Break</b>
11:00 - 12:00	<b>Energy Outlooks: Current Policies vs Net Zero Carbon Scenario</b> This session will examine the role of natural gas in meeting increased demand for primary energy resulting from global economic growth while supporting efforts to reduce GHG emissions.
12:00 - 13:00	<b>Networking Luncheon</b> Kilamba Conference Room Foyer
13:00 - 14:00	<b>Natural Gas &amp; Renewable Energy</b> This session will explore the limitations of current clean technologies, the environmental aspects of natural gas development and use, and gas's ability to facilitate the transition to green technologies.
14:00 - 15:00	<b>Natural Gas Value Chain</b> The session will discuss operational and commercial requirements and associated risk management strategies necessary for the development and use of natural gas from production to ultimate use.
15:00 - 15:30	<b>Coffee Break</b>
15:30 - 16:30	<b>Natural Gas Value Chain - A Local Perspective</b> This session is designed to explain the structure and participation of public and private sector institutions in the establishment and operation of the natural gas value chain within the local economy.
16:30 - 18:30	<b>Welcome Reception</b> Kilamba Conference Room Foyer

### Wednesday, July 3, 2024

Legal and Commercial Elements of Natural Gas Development and Use

08:30 - 08:45	<b>Registration and Coffee</b>
08:45 - 09:00	<b>Day 1 Recap and Questions</b>
09:00 - 10:15	<b>Natural Gas Issues in Granting Instruments</b> This will discuss operational and commercial differences between natural gas and crude oil upstream developments, and the special considerations and best practices found in granting instruments to incentivize upstream natural gas investments.
10:15 - 10:45	<b>Coffee Break</b>
10:45 - 12:00	<b>Legal &amp; Commercial Natural Gas Aspects of Joint Operating Agreements</b> This session will review and explain the options and purpose of specific natural gas-related clauses found within the AIEN Model Form Joint Operating Agreement.
12:00 - 13:00	<b>Networking Luncheon</b> Kilamba Conference Room Foyer
13:00 - 13:45	<b>Natural Gas Pricing Theory</b> The session seeks to establish reasonable expectations of natural gas prices based on regional and global market conditions. Contains a review of variations of pricing models/mechanisms and a discussion of unintended consequences of non-market related price policies.
13:45 - 15:00	<b>Legal &amp; Commercial Aspects of Natural Gas Marketing (Part 1)</b> These sessions highlight important concerns regarding natural gas commercial transactions. They include interactive discussions of a variety of options to buy and sell natural gas by pipeline or as LNG, through a high-level review of AIEN Model Form Natural Gas Purchase and Sale Agreements, and with reference to AIEN Gas Transportation & Gas Balancing Agreements.
15:00 - 15:30	<b>Coffee Break</b>
15:30 - 16:30	<b>Legal &amp; Commercial Aspects of Natural Gas Marketing (Part 2)</b>
16:30 - 16:50	<b>Introduction to Negotiation Exercise</b> Background on group exercise to seek agreement on a term sheet for development of an offshore natural gas discovery.



## COURSE PROGRAM

### Thursday, July 4, 2024

LNG Manufacture, Purchase and Sale

08:30 - 08:45	<b>Registration and Coffee</b>
08:45 - 10:00	<b>Negotiation Exercise &amp; Debrief</b>
10:00 - 10:30	<b>Coffee Break</b>
10:30 - 12:00	<b>Liquefied Natural Gas (LNG) Industry Overview</b> This session will include a summary of the LNG industry including growth of trade, status of new import/export facilities and a forecast for LNG trade growth as impacted by environmental policies and global conflicts. Includes discussion of strategic marketing options for a regional producer.
12:00 - 13:00	<b>Networking Luncheon</b> Kilamba Conference Room Foyer
13:00 - 14:00	<b>LNG Development Critical Success Factors</b> This session examines various project structure options to optimize tax positions and improve project competitiveness. Includes review of project development critical success factors and environmental and commercial challenges faced by current and potential new projects.
14:00 - 15:30	<b>LNG Sale &amp; Purchase Agreements</b> This session will provide an examination of typical provisions found in the AIEN Model Form and how these are understood from the perspectives of Buyer and Seller.
15:30 - 16:00	<b>Workshop Summary and Participant Survey</b>



### CLE Credit

AIEN, formerly known as AIPN, is an accredited sponsor approved by the State Bar of Texas Committee on MCLE. The number of MCLE credit hours awarded for this course are still being determined.

### Course Faculty

Harry W. Sullivan, Jr., Assistant General Counsel, Kosmos Energy; Executive Professor, Texas A&M School of Law

Harry Sullivan is an International Energy Attorney based in Dallas, Texas, where he is an Executive Professor at Texas A&M School of Law and an Adjunct Professor at SMU's Dedman School of Law. He also is an Assistant General Counsel for Kosmos Energy in their West Africa exploration activities. His previous experience includes fourteen years as Senior Counsel-International in the International E&P Legal Group of ConocoPhillips, Of Counsel with Thompson & Knight LLP, fifteen years as Chief Counsel-International and Senior Counsel for Atlantic Richfield Company and five years as Senior Counsel for Sun Oil Company. Mr. Sullivan has a J.D. degree from Louisiana State University School of Law and an LL.M. degree from Southern Methodist University's Dedman School of Law. He is licensed to practice law in the states of Louisiana and Texas and before the Supreme Court of the United States, and he is Board Certified in Oil, Gas and Mineral Law in Texas. He is also admitted as a Solicitor in England and Wales. His practice and experience focus on the upstream and midstream oil and gas industry, both in the U.S.A. and internationally.

Robert M. Lesnick, Senior Petroleum Advisor, The World Bank (retired)

Robert M. Lesnick is an Executive Advisor to the highest levels of governments and businesses seeking to develop policy and projects in the energy sector. Mr. Lesnick fashioned a successful 30-year career in the private sector before leading the World Bank's Petroleum Advisory Services Practice until 2013. He has extensive experience in energy-related businesses, including petroleum commodity trading, natural gas pipeline and Liquefied Natural Gas (LNG) project development, and gas processing operations management. Robert has over 25 years of international experience as a country manager and lead negotiator for the development of energy infrastructure projects and has conducted business in more than 100 international locations in 87 countries on 6 continents.

Mark Manser, Vice President Business Development, bp (retired)

Mark Manser's career was with bp for 32 years predominantly in business development, commercial and negotiating roles in the gas value chain including upstream gas developments, Liquefied Natural Gas (LNG), natural gas liquids (NGLs) and gas consumers. Mark brings diverse experience from senior roles in Asia, North Africa, North America and Europe, and from extensive engagement with Governments, National Oil & Gas Companies and other industry participants. Mark has a Master's degree in Chemical Engineering.