



International Oil & Gas Law, Contracts, and Negotiations

**Doubletree by Hilton Houston Downtown
Houston, Texas**

PART 1

From Concept to Discovery
September 26-30, 2016

Risks of International Investments
Confidentiality Agreements
Ethics and Anti-Bribery Compliance
Bidding Agreements
AMI Agreements
Granting Instruments
Stabilization Issues
Joint Operating Agreements
JOA Accounting Procedures
Participation (Farmout) Agreements
Unitization Issues
Crude Oil Lifting Agreements
International Dispute Resolution

PART 2

From Discovery to Decommissioning
October 3-7, 2016

International Project Development Risks
Sanctions
Boundary Disputes
Seismic Contracts, Data Use & Exchange Agreements
Unconventional Resources Development
Crude Oil Marketing
International Drilling and Service Contracts
Corporate Social Responsibility & Business Ethics
Decommissioning Issues
Stock Purchase Agreements
International Dispute Resolution
Natural Gas Sales Agreements
Natural Gas Pipeline Transportation
Natural Gas Balancing
LNG Project Development

*These courses are limited to
100 participants each week.*

Part 1 – From Concept to Discovery

MONDAY, SEPTEMBER 26

9:00-9:15 Introductions

HARRY W. SULLIVAN, JR., International Energy Attorney, Dallas
ELIZABETH ELJURI, Chief Negotiator and Chief Legal Counsel,
Sierra Oil and Gas, Mexico City

9:15-10:15

International Oil & Gas Issues and Risks of International Investment

- Overview of the international oil and gas industry
- Historical and anticipated risks and rewards inherent in the industry

CHRIS MOYES, President, Moyes & Co., Dallas

10:15-10:30 Hosted Refreshment Break

10:30-12:30

Confidentiality Agreements

- Purpose and key provisions in a confidentiality agreement
- Review of the AIPN Model Form Confidentiality Agreement, which provides protection for valuable information and data that is shared with another company

FELIPE ALICE, Partner, Morgan Lewis & Bockius LLP, Houston

ERIC FRY, Director - International Negotiations, Anadarko Petroleum Corporation, Houston

12:30-2:00 Lunch - On Your Own

2:00-4:00

Ethics and Anti-Bribery Compliance

- Bribery and corruption combated through a variety of treaties, conventions, and laws
- Business ethics and principles critical to working in the international oil and gas industry
- Traps for the unwary

JAY G. MARTIN, Vice President, Chief Compliance Officer, and Senior Deputy General Counsel, Baker Hughes Incorporated, Houston.

4:00-4:15 Hosted Refreshment Break

4:15-6:00

Bidding Agreements and AMI Agreements

- Review of the AIPN Model Form Study and Bid Group Agreement, which provides a basis for companies to establish a consortium to cooperate in bidding for or acquiring oil and gas granting instruments
- Review of area of mutual interest (AMI) agreements, and their purposes and functions

ED TURNER Counsel, Exxon Mobil Corporation, Houston

HOLLY M. CHRISTIE, Associate, K&L Gates LLP, Houston

6:00-7:00 Hosted Reception

TUESDAY, SEPTEMBER 27

9:00-10:30

Granting Instruments

- Concessions
- Production sharing contracts
- Risk service contracts
- Other provisions

JENNIFER JOSEFSON, Partner, King & Spalding LLC, Moscow

JUSTIN T. STOLTE Manager, Business Development, Apache Corporation, Houston

ELIZABETH ELJURI, Chief Negotiator and Chief Legal Counsel, Sierra Oil and Gas, Mexico City

10:30-10:45 Hosted Refreshment Break

10:45-12:30

Granting Instruments (continued)

12:30-2:00 Hosted Networking Luncheon

2:00-4:00

Granting Instruments (continued)

4:00-4:15 Hosted Refreshment Break

4:15-5:30

Stabilization Issues in Granting Instruments

- Change of law as one of the main risks in the international oil and gas industry
- Stabilization as one method to address the change of law risk

JOHN P. BOWMAN, Partner, King & Spalding LLP, Houston

CAROLINA AZEREDO GUERRA, Senior Legal Counsel, Shell Oil Company, Houston

WEDNESDAY, SEPTEMBER 28

9:00-10:30

Joint Operating Agreements

- Rights, duties, and obligations of co-venturers in the same oil and gas contract area
 - AIPN 2012 Model Form International Operating Agreement
- MILES PRILLAMAN, Assistant Chief Attorney, Development, Exxon Mobil Corporation, Houston
- DAVID H. SWEENIE, Partner, K&L Gates LLP, Houston

10:30-10:45 Hosted Refreshment Break

10:45-12:30

Joint Operating Agreements (continued)

12:30-2:00 Lunch - On Your Own

Part 1 – From Concept to Discovery (CONTINUED)

2:00-4:00

Joint Operating Agreements (continued)

4:00-4:15

Hosted Refreshment Break

4:15-5:30

JOA Accounting Procedures

- Accounting for and sharing of costs
- BEN H. WELMAKER, JR., Attorney at Law, Houston

THURSDAY, SEPTEMBER 29

9:00-10:30

Participation (Farmout) Agreements

- A vehicle 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
- ELIZABETH ELJURI, Chief Negotiator and Chief Legal Counsel, Sierra Oil and Gas, Mexico City
MICHAEL P. DARDEN, Partner, Latham & Watkins LLP, Houston

10:30-10:45

Hosted Refreshment Break

10:45-12:30

Participation Agreements (continued)

12:30-2:00

Lunch - On Your Own

2:00-4:00

Unitization Issues

- Development of a common oil and/or gas reservoir that underlies more than one contract area (a single unit is good international oil and gas field practice)
 - Mechanics of unitization
 - AIPN Model Form Unitization and Unit Operating Agreement
- DAVID F. ASMUS, Partner, Morgan, Lewis & Bockius LLP, Houston
STEVEN P. OTILLAR, Partner, Akin Gump Strauss Hauer & Feld LLP, Houston

4:00-4:15

Hosted Refreshment Break

4:15-5:30

Unitization Issues (continued)

FRIDAY, SEPTEMBER 30

9:00-10:00

Crude Oil Lifting Agreements

- How each co-venturer takes its share of oil and gas production
 - AIPN Model Form Lifting Procedure
- FRANK L. CASCIO, JR., Partner, Barnes & Cascio LLP, Houston
D. MARIE WAGNER, Senior Counsel-International, Anadarko Petroleum Corporation, Houston

10:00-10:15

Hosted Refreshment Break

10:15-12:15

International Dispute Resolution

- Successful resolution of disputes between parties is essential for business to succeed
 - International arbitration — an impartial private method of resolving disputes
 - AIPN Model Form Dispute Resolution Provisions
- JOHN P. BOWMAN, Partner, King & Spalding LLP, Houston

12:15

Adjournment

PROGRAM CHAIRS:

Harry W. Sullivan, Jr., International Energy Attorney, Dallas, Texas
Elisabeth Eljuri, Vice President, Chief Negotiator, and Chief Legal Counsel, Sierra Oil & Gas Company, Mexico City, Mexico

Participants may pick up their program materials on Monday, September 26, starting at 8:15am at the course registration desk at the Doubletree Hotel Downtown, 400 Dallas Street, Houston, Texas 77002, USA. Sessions will meet at this hotel daily.

Part 2 – From Discovery to Decommissioning

MONDAY, OCTOBER 3

9:00-9:15 Introductions

HARRY W. SULLIVAN, JR., International Energy Attorney, Dallas
ELIZABETH ELJURI, Chief Negotiator and Chief Legal Counsel,
Sierra Oil and Gas, Mexico City

9:15-10:15

Overview of International Oil & Gas Issues and International Project Development Risks

- Overview of the international oil and gas industry
- Historical and anticipated risks and rewards inherent in the industry

Speaker to be announced

10:15-10:30 Hosted Refreshment Break

10:30-11:30

Sanctions

- Review of governmental sanctions that may impact international oil and gas developments

ANDREW MELSHEIMER, Partner, Thompson & Knight, Dallas

11:30-12:30

Boundary Disputes - UNCLOS and Cross Boundary Project Structure

- Oil and gas reservoirs underlying country borders
- When the border is not defined, there may be significant delays in exploring for oil and gas
- Review of past solutions for cross boundary developments

ANDREW MELSHEIMER, Partner, Thompson & Knight, Dallas
JUSTIN STUHLREHER, Associate General Counsel, BHP Billiton Petroleum, Houston

12:30-2:00 Lunch - On Your Own

2:00-3:00

Seismic Contracts, Data Use, and Exchange Agreements

- Overview of the data and operations being covered by these contracts
- General discussion of the key provisions of the contracts
- Detailed discussion of some of the complexities and key negotiation issues for the contracts

TERRY TODD, Formerly Director, Global Relations, Society of Exploration Geophysicists, Tulsa

3:00-4:00

International Unconventional Resources Development

- Developments that 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

FRANK L. CASCIO, JR., Partner, Barnes & Cascio LLP, Houston

4:00-4:15

Hosted Refreshment Break

4:15-6:00

Crude Oil Marketing

- Selling and monetization of oil once it is produced
- Crude oil sales transactions — often done over the phone and documented through relatively simple contracts
- Importance of customs and practices

FRANK L. CASCIO, JR., Partner, Barnes & Cascio LLP, Houston
D. MARIE WAGNER, Senior Counsel-International, Anadarko Petroleum Corporation, Houston

6:00-7:00

Hosted Reception

TUESDAY, OCTOBER 4

9:00-10:30

International Drilling and Service Contracts

- Services provided by service companies in support of petroleum operations under granting instruments
- Primary issues in service contracts, including warranty and cross-indemnity provisions

WILLIAM W. PUGH, Partner, Liskow & Lewis, Houston
OWEN L ANDERSON, Professor, Kay Bailey Hutchison Center for Energy, Law & Business, Houston

10:30-10:45

Hosted Refreshment Break

10:45-12:30

International Drilling and Service Contracts

(continued)

12:30-2:00

Hosted Networking Luncheon

2:00-4:00

International Drilling and Service Contracts (continued)

4:00-4:15

Hosted Refreshment Break

4:15-5:30

Corporate Social Responsibility and Business Ethics

- What is involved in corporate social responsibility
- How CSR has evolved into a necessary area in international oil and gas projects

GWENDOLYN JARAMILLO, Partner, Foley Hoag LLP, San Antonio
TOUFIC P. NASSIF, President, T P Nassif and Associates LLC, Houston

Part 2 – From Discovery to Decommissioning (CONTINUED)

WEDNESDAY, OCTOBER 5

9:00-10:15

Decommissioning Issues

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

EDUARDO G. PEREIRA, Morais Leitao, Galvao Teles, Soares da Silva & Associados, Lisbon

FELIPE ALICE, Partner, Morgan Lewis & Bockius LLP, Houston

10:15-10:30

Hosted Refreshment Break

10:30-12:30

Stock Purchase Agreements

- Selling oil and gas contracts as a common method of monetization
- Key terms and provisions of a sale

ANDREW B. DERMAN, Partner, Thompson & Knight LLP, Dallas

12:30-2:00

Lunch - On Your Own

2:00-4:00

Stock Purchase Agreements (continued)

4:00-4:15

Hosted Refreshment Break

4:15-5:30

International Dispute Resolution

- Successful resolution of disputes between parties essential for business to succeed
- International arbitration — an impartial private method of resolving disputes
- Benefits and pitfalls of arbitration

WILLIAM M. KATZ, JR., Partner, Thompson & Knight LLP, Dallas

THURSDAY, OCTOBER 6

9:00-10:15

Natural Gas Sales Agreements

- Complexities of pipeline sales of natural gas outside of established markets such as North America and Europe
- Primary terms and provisions of gas sales agreements

HARRY W. SULLIVAN, JR., International Energy Attorney, Dallas

10:15-10:30

Hosted Refreshment Break

10:30-12:30

Natural Gas Sales Agreements (continued)

12:30-2:00

Lunch - On Your Own

2:00-4:00

Natural Gas Pipeline Transportation

(Construction & Operation GTA) and Natural Gas Balancing Issues

- Supply imbalances when co-venturers sell natural gas to different buyers
- AIPN Model Form Gas Balancing Agreement
- AIPN Model Form Gas Transportation Agreement

DAVID MCCARTNEY, Commercial Manager, Shell Oil Company, Houston

4:00-4:15

Hosted Refreshment Break

4:15-5:30

LNG Project Development

- Conversion of natural gas to a liquid form (LNG) when being transported long distances to market
- Complexity and uniqueness of international LNG projects
- Structure and primary contracts of an international LNG project

PHILIP R. WEEMS, Partner, King & Spalding LLP, Houston

HARRY W. SULLIVAN, JR., International Energy Attorney, Dallas

M. KATHRYN MARIETTA, Partner, King & Spalding, Houston

FRIDAY, OCTOBER 7

9:00-10:00

LNG Project Development (continued)

10:00-10:15

Hosted Refreshment Break

10:15-12:15

LNG Project Development (continued)

12:15

Adjournment

PROGRAM CHAIRS:

Harry W. Sullivan, Jr., International Energy Attorney, Dallas, Texas

Elisabeth Eljuri, Vice President, Chief Negotiator, and Chief Legal Counsel, Sierra Oil & Gas Company, Mexico City, Mexico

Participants may pick up their program materials on Monday, October 3, starting at 8:15am at the course registration desk at the Doubletree Hotel Downtown, 400 Dallas Street, Houston, Texas 77002, USA. Sessions will meet at this hotel daily.

THE ROCKY MOUNTAIN MINERAL LAW FOUNDATION (RMMLF), established in 1955 as a non-profit corporation, is an international educational organization dedicated to the study of the legal system and issues affecting mineral, energy, and water resources. The Foundation is a cooperative project of law schools, bar associations, and industry associations, and sponsors biennial programs with the IBA Section on Energy & Natural Resources Law. The Foundation has hosted Institutes throughout the world on mining and oil and gas issues.
 RMMLF, 9191 Sheridan Blvd. Suite 203, Westminster, CO 80031
 tel. +1 303-321-8100, fax +1 303-321-7657
 info@rmmlf.org. www.rmmlf.org

THE ASSOCIATION OF INT'L PETROLEUM NEGOTIATORS (AIPN) is a not-for-profit professional organization founded in 1981 to enhance the professionalism of its members through continuing education, promoting understanding of negotiation work in the international community, and providing networking opportunities.

AIPN now serves over 4,500 members from some 110 countries.
 AIPN, 11767 Katy Freeway, Suite #412, Houston, TX 77079
 tel. +1 281-558-7715, fax +1 281-558-7073, aipn@aipn.org, www.aipn.org.

THE INSTITUTE FOR ENERGY LAW (IEL) provides advanced education for lawyers and other professionals in the energy industry, through educational programs, scholarly publications and membership activities. It counts among its membership many of the world's leading energy companies and attorneys. The IEL is a division of The Center for American and International Law (CAIL), a nonprofit organization that since 1947 has served lawyers and law enforcement officials from over 131 countries.
 IEL, 5201 Democracy Drive, Plano, TX 75024
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International Oil & Gas Law, Contracts, and Negotiations



MAIL or FAX to:
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 9191 Sheridan Blvd., Ste. 203
 Westminster, CO 80031 USA
 Tel: (303) 321-8100
 Fax: (303) 321-7657

Questions:
 info@rmmlf.org

These courses are limited to 100 participants each week.

Payment is required to reserve a space.

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<input type="checkbox"/> Institute for Energy Law			

Add \$200 to any registration fees received after 7/1/2016

PAYMENT INFORMATION

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- Electronic Funds Transfer: Contact the Foundation at info@rmmlf.org for wiring instructions.

INTERNATIONAL OIL & GAS LAW, CONTRACTS, AND NEGOTIATIONS

Rocky Mountain Mineral Law Foundation

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(303) 321-8100 / Fax (303) 321-7657

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GENERAL INFORMATION

Room Reservations: The Doubletree by Hilton Houston Downtown, 400 Dallas Street, Houston, Texas 77002 has blocked rooms for these courses until September 21 at the rate of \$197 single/double per night. Ask for the special rates for International Oil & Gas Law registrants. For reservations, contact the Doubletree at:

- Online - <http://tinyurl.com/rockym112>
- Direct +1 713-759-0202
- Toll Free +1 800-222-8733

Questions or Problems: email info@rmmf.org

Car Rental: Hertz is offering special discounts by referencing Meeting CV#03NJ0011 and Rocky Mountain Mineral Law Foundation. Make reservations at www.hertz.com or call 800-654-2240 (U.S.); 800-263-0600 (Canada); or +1 405-749-4434 (International).

Registration Fees: Include substantial course materials, refreshments, and hosted functions as listed in this brochure. These fees do not include hotel costs or transportation. Registrations will be accepted only when accompanied by a check, money order, government purchase order or training form, credit card information, or wiring information. No registrations can be processed without payment.

Registration Cancellations: Refunds, less a \$50 administrative fee, will be given for cancellations received by 3:00pm on Monday, August 15, 2016. No refunds will be given thereafter, although substitution of attendees may be made by contacting RMMFL. Cancellations must be made by email to info@rmmf.org. Registrants not entitled to a refund will receive a copy of the written materials. For questions on refunds, complaints, and/or program cancellations, please contact our office at +1 303-321-8100.

Course Materials: The classroom presentations will be supplemented by extensive written and electronic materials that will be distributed at the start of each program.

CLE Credit: These courses are typically accredited by all mandatory CLE states, Canadian provinces, the AAPL, NADOA and NALTA, and other professional organizations. Attorneys from certain states may be required to pay an additional fee. Each course consists of approximately 30 hours of continuing education, including up to 1–2 hours of ethics for each course. You must let us know at least 30 days in advance of the conference the states or organizations for which you will need credit (see registration form). RMMFL is a State Bar of California MCLE-approved provider.

CPE Credit: Rocky Mountain Mineral Law Foundation is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors through its website: www.learningmarket.org. There are no prerequisites and no advance preparation is required to attend this course. The delivery method is Group-Live, and up to 36 CPE credits are available, including 1–2 ethics credits. The program level is "overview."

Recording: Audio and video recording, streaming, or other types of live or stored dissemination are not permitted without express authorization from the Foundation.

Special Needs: If you have special needs addressed by the ADA, please notify us at least two weeks before the program.

FACULTY

Program Chairs

ELISABETH ELJURI is Chief Negotiator and Chief Legal Counsel for Sierra Oil and Gas in Mexico City. Formerly, she was Head of Latin America for the global firm Norton Rose Fulbright, where she focused on corporate and transactional work involving high-end sophisticated transactions for major energy companies as well as international dispute work related to energy, projects, and infrastructure. Over the past two decades she has been regularly advising oil and gas producers and service companies engaged in transactions across the region. She has worked in the energy business in Venezuela, Mexico, Colombia, Peru, Guatemala, Bolivia, Argentina, Guyana, and other Latin American countries. She has been particularly active in the Mexican energy sector over the past 15 years. Major deals she has handled include acquisitions of hydrocarbon companies and producing areas, upstream contract negotiations, a crude oil storage and ship loading project, and several of the world's largest gas injection projects. She has extensive experience in profit/production sharing agreements, JOAs, JSBAs, farmouts, gas licenses, and upstream joint venture companies, as well as midstream and downstream related and major projects. On the dispute side, she frequently acts as counsel in international arbitrations, including ICC and ICSID procedures. She has also been retained as an independent expert in international arbitrations and court proceedings and has spoken and published extensively in the area of energy and resources investment disputes and investment treaty law as well as political risk management in such industries. Elisabeth is a Past President of the AIPN. She is actively committed to legal education, is a co-chair and instructor of the International Oil and Gas Short Courses held in Houston every year, and also presents courses on subjects of interest for the energy community upon her client's request. Chambers ranks Elisabeth in Band 1 for the entire Latin America region, and Star Individual for Venezuela. For a number of years now, Who's Who in Oil and Gas has selected Elisabeth as one of the top 10 energy practitioners worldwide. Elisabeth received her law degree from Universidad Católica and an LL.M. from Harvard Law School. She is both a civil law and a common law lawyer (admitted in New York and Venezuela).

HARRY W. SULLIVAN, JR., is an International Energy Attorney based in Dallas, Texas, where he is an Adjunct Professor at SMU's Dedman School of Law and at Texas A&M School of Law. He also works 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 focuses on the upstream and midstream oil and gas industry, both in the U.S.A. and internationally, in more than 25 different countries.

Speakers

FELIPE ALICE is a partner in the Houston office of Morgan Lewis & Bockius LLP, and a member of its Corporate and Business Transactions Practice. Mr. Alice focuses his practice on local and international energy transactions and infrastructure projects covering energy, finance and corporate issues involving complex contracts, corporate restructuring, and project finance. Prior to joining Morgan Lewis, Mr. Alice was a foreign legal advisor at an

international law firm, where he focused on local and international energy and infrastructure projects. Mr. Alice earned his LL.M. in international law from the University of Texas at Austin in 2004. He earned a specialization in international law 2001 and his LL.B. in 1999, both from the Federal University of Rio Grande do Sul, Brazil. Mr. Alice is admitted to practice in Texas, Brazil, New York, and in England and Wales as a Solicitor. Portuguese is his first language, and he is fluent in English and Spanish.

OWEN L. ANDERSON began teaching full time at the University of Texas School of Law in Austin in January 2016, serving as a Professor at the Kay Bailey Hutchison Center for Energy, Law & Business, where he has taught as a part-time secondee since 2008. He is the Eugene Kuntz Chair Emeritus in Law in Oil, Gas & Natural Resources and the George Lynn Cross Research Professor Emeritus at the University of Oklahoma. He continues to regularly teach at the University of Melbourne and the University of Sydney. Professor Anderson has lectured at numerous other universities and venues on six continents and throughout the United States. He has authored over 100 articles. He is a co-author of International Petroleum Transactions, Hemingway Oil and Gas Law and Taxation, Cases and Materials on Oil & Gas Law, and A Student's Guide to Estates in Land and Future Interests. He is a co-author of the supplements to Kuntz on Oil and Gas Law and Waters and Water Rights, an editor of the Oil and Gas Reporter, and editor in chief of the Texas Title Standards. He serves on the Academic Advisory Board of the Institute for Energy Law, Faculty Adviser to the Texas Journal of Oil, Gas and Energy Law, the Editorial Advisory Board of the Oil and Gas, Natural Resources, and Energy Law Journal (ONE J), and on the Executive Committee of the Journal of World Energy Law and Business. He is a member of the Texas, Oklahoma, and North Dakota bars; a member of the Association of International Petroleum Negotiators, where he serves as form and style editor of AIPN Model Contracts; a life member of the National Conference of Commissioners on Uniform State Laws; a member of the American Law Institute; an honorary trustee of the Rocky Mountain Mineral Law Foundation; and a trustee of the Energy and Mineral Law Foundation. He is an arbitrator and consultant on oil and gas law and policy.

DAVID F. ASMUS is the leader of the Energy Transactions Practice at Morgan, Lewis & Bockius LLP in Houston. Mr. Asmus focuses his practice on oil and gas development projects (including LNG and unconventional resource projects, FPSO and platform-based offshore developments, and integrated field development, pipeline, and processing projects), acquisitions and divestitures (including auction and negotiated sales and property exchanges), and energy-based financings (including project financings, reserve-based loans, and production payments). Mr. Asmus has experience with the structuring, documentation, and negotiation of oil and gas transactions that range from host government arrangements, farm-ins, and acquisitions to shareholder agreements, operating agreements, and unitizations to EPC, production handling, transportation, and sales contracts and financing arrangements. Mr. Asmus has served as the president, the secretary, and a member of the board of directors of the Association of International Petroleum Negotiators (AIPN), chaired the AIPN/ACCA committee that revised the Model Form International Operating Agreement in 1995, and co-chaired and served as lead drafter for the AIPN 2006 Model Form International Unitization and Unit Operating Agreement. Mr. Asmus is the immediate past Chair of the Institute for Energy Law.

CAROLINA AZEREDO GUERRA is a Senior Legal Counsel with Shell in Houston, with more than fifteen years of experience in the oil and gas industry. She has experience in handling the full hydrocarbon exploration life-cycle (conventional and unconventional) and associated transactional work across various international

FACULTY

jurisdictions. Her work experience includes new country-entries, Farmout Agreements, Purchase and Sale Agreements and Joint Operating Agreements (JOAs). She provides legal management to asset owners, and works as leading negotiator with host governments, National Oil Companies (NOC's), International Oil Companies (IOC's) and small independents. Her jurisdiction responsibilities include working with many countries around the globe, with strong focus in Latin America. Carolina is admitted to the New York (USA) and Rio de Janeiro (Brazil) Bar, and also a member of the Association of International Petroleum Negotiators (AIPN). She has a law degree from the Pontificia Universidade Católica do Rio de Janeiro and a LL.M. degree from the University of Houston, and is fluent in English, Portuguese and Spanish.

JOHN P. BOWMAN is a Partner with King & Spalding LLP in Houston, where he is engaged in an arbitration and litigation practice representing primarily international oil companies and service companies in a wide range of commercial and investment disputes. He is a frequent writer and speaker on international arbitration and international oil and gas topics. He is a Past President of the Association of International Petroleum Negotiators (2014-2015) and a former member of the governing Council of the Texas State Bar Oil, Gas and Energy Resources Law Section. Increasingly, he is called upon to assist IOCs and international NOCs design, draft, negotiate, and assess stabilization mechanisms and dispute resolution provisions in upstream and project agreements with host governments and NOCs. Mr. Bowman is an Adjunct Professor for International Arbitration at the University of Oklahoma College of Law and for International Energy Arbitration at Georgetown University Law Center. The Inter-American Commercial Arbitration Commission recognized Mr. Bowman for his contribution to education concerning the Panama Convention at its conference in Panama City celebrating the Convention's 40th Anniversary in May 2015. Mr. Bowman is a member of the Advisory Boards of the Institute for Transnational Arbitration and the Institute for Energy Law. He is a Fellow of the College of Commercial Arbitrators and of The Chartered Institute of Arbitrators. He received his J.D. from the University of Kansas School of Law in 1980, where he was Editor-in-Chief of the Kansas Law Review.

FRANK L. CASCIO, JR. is a partner in the firm of Barnes & Cascio LLP in Houston, Texas, where he is engaged in a transactional and negotiation practice representing both large and small energy companies. He has more than 41 years of experience negotiating and advising companies on upstream and midstream oil and gas acquisitions, divestiture, operations, financing, and related transactions and activities, focusing on upstream transactional projects in the Far East and western Africa. He is licensed to practice law in Texas and Louisiana; he holds a bachelor's degree in history and a J.D. from Louisiana State University. Mr. Cascio is a frequent lecturer at conferences and meetings worldwide on international energy transactions and negotiation.

HOLLY CHRISTIE is an associate in the Houston office of K&L Gates LLP, where she focuses her practice on U.S. and international oil and gas transactions. Ms. Christie's practice includes advising corporate and institutional clients on a broad range of domestic and cross-border oil and gas, and other natural resource and infrastructure transactions including mergers and acquisitions, project finance oilfield services, bankruptcy and restructuring, service agreements, procurement and anti-corruption compliance issues. She has represented domestic and international clients with acquisitions, joint ventures and project development. Her experience includes deals on several continents, including Africa, Europe, and North America, and spans a number of operational matters and projects, including joint and unit operating agreements; farmouts, farmins and other joint venture agreements and other midstream and downstream agreements. She began her

career working on a special assignment internship for the United Nations International Criminal Tribunal for Rwanda where she worked with the office of the Registrar on state relations issues and special immunities.

MICHAEL P. DARDEN is a partner in the Corporate Department at Latham & Watkins LLP in Houston, head of Latham's Oil and Gas Transactions Practice Group, and co-chair of Latham's Oil and Gas Industry Team. His practice focuses on international and U.S. oil and gas ventures (including LNG, deep-water and unconventional resource development projects); international and U.S. infrastructure projects; asset acquisitions and divestitures; and energy-based financings (including project financings, reserve-based loans, and production payments). Mr. Darden has worked extensively on petroleum projects both within and outside the U.S., in all regions of the world. He has been involved in petroleum projects at all stages, working with governments, operators, industry partners, contractors, suppliers, lenders and insurers. He is the author of the Monograph entitled Legal Research Checklist for International Petroleum Operations published by the American Bar Association, as well as numerous papers that have been published or that he has presented at various seminars and conferences. He has been an instructor at the International Energy Law, Contracts and Negotiations Short Course co-sponsored by the Rocky Mountain Mineral Law Foundation, the Institute for Energy Law and the Association of International Petroleum Negotiators, for each year of its existence. Mr. Darden is a member of the Association of International Petroleum Negotiators, in which he has served as an officer, director and committee chairman, was co-chair of the committee that developed the model form international farmout agreement, and is co-chair of the committee that is revising the model form international farmout agreement.

VERA DE GYARFAS is a Partner in the Global Transactions Practice Group at King & Spalding in Houston. Ms. De Gyarfás' practice is focused on energy projects in Latin America and Africa representing companies in upstream E&P projects, LNG and other gas projects, power companies in the construction of generation, transmission and distribution facilities, and petrochemical companies in the development of specialized plants under joint ventures, profit sharing agreements, operating services agreements, EPC contracts, and oilfield service contracts. Ms. De Gyarfás' expertise in LNG involves the negotiation and drafting of host government and other investment agreements, analysis of existing regulation and Government negotiations, LNG sales and purchase agreements, gas supply agreements and terminal usage agreements, among others. Ms. De Gyarfás is a Member of the Association of International Petroleum Negotiators (AIPN) and part of its Latin America Regional Executive Committee. Ms. De Gyarfás is ranked by Chambers Global as a Leading Individual in the (i) Energy and Natural Resource Foreign Expert category, and (ii) Venezuela.

ANDREW B. DERMAN is a partner and head of the International Energy Practice Group for Thompson & Knight LLP and Chairman of Thompson & Knight Global Energy Services in its Dallas office. He represents public and private companies and host governments in strategic design, commercial execution, negotiations, contract preparation, and legal interpretation. Recent experience includes: acquisition and divestment efforts in North America, South America, Europe, Africa, Asia, and Australia; international financing matters; commercialization of natural gas, including LNG and GTL; the full range of host government contracts and industry contracts, including production sharing contacts, service contracts, and operating agreements; offshore platform and construction and installation tenders; lifting agreements; the start-up and winding-up of overseas operations; deep water operations; Foreign Corrupt Practice Act and similar OECD advice; sanction advice; in-house and industry oil and gas seminars; unitizations; transnational

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pipelines; litigation and arbitration; and acting as an advocate, expert witness, and arbitrator. Mr. Derman was with Oryx Energy Company and Sun Company, Inc. (predecessor of Oryx Energy Co.) for 20 years. He designed and implemented worldwide business/commercial strategies, including acquisitions, divestments, trades, alliances, and host government negotiation. In addition, he managed the international exploration program, the technology group, the reservoir administration function, procurement and material management, corporate environmental oversight, and the exploration and production planning function. His education includes Insead Advanced Management Program, Fontainebleau, France (1991); Temple University Law School, J.D. (1978) - Law Review (1976-78) and National Moot Court Advocate (1977); New York University, B.A. (1974) - Justinian Honor Society. Mr. Derman is admitted to and a member of the State Bars of Texas, Pennsylvania, and New York. He is Board certified by the Texas Board of Legal Specialization in the field of Oil, Gas and Mineral Law, and he has an AV Rating by Martindale-Hubbell. He is a frequent speaker at conferences and universities worldwide and has published five books and more than 50 articles.

ERIC FRY is Director – International Negotiations for Anadarko Petroleum Corporation in The Woodlands, Texas. He is responsible for all non-U.S. negotiation activities within Anadarko's international portfolio. Previous to his current position, he was Director of Worldwide Negotiations for Pioneer Natural Resources, responsible for negotiating business development and commercial transactions relating to Pioneer's international and domestic portfolio, including a three-year stint with Occidental Oil and Gas Corporation as Manager of Business Development performing the same activities for its international portfolio. He has over 30 years of experience in the domestic and international upstream oil and gas business. He started with a 12-year career with Phillips Petroleum, working first as a Landman, and later as Senior International Negotiator, and Team Leader for the Unitization of Bayu-Undan Project in the Zone of Cooperation. He has conducted negotiations and performed business development activities in North America, South America, Europe, Africa, Asia, and Australia. Mr. Fry graduated from the University of Texas in 1984, graduating with degrees in Finance and Petroleum Land Management. He is also conversant in French. Since joining the AIPN in 1989, he has held many Committee and Officer Positions and was AIPN President 2000-2001. He has been instrumental in initiating and participating in the AIPN Student Outreach Program for the last eighteen years.

GWENDOLYN JARAMILLO is a partner with Foley Hoag LLP, based in San Antonio, Texas and deputy chair of the firm's International Business practice group. Her diversified international practice encompasses transactional, trade, general corporate, and public advocacy concerns. She advises clients on mergers and acquisitions, with a focus on cross-border acquisitions and establishment of international operations. Gwendolyn is also a member of Foley Hoag's Corporate Social Responsibility practice group. In this role, she advises multinational companies regarding the development and implementation of CSR strategies, policies, and procedures, as well as compliance with emerging legal and regulatory requirements. In the area of foreign trade, Gwendolyn advises clients regarding compliance with U.S. export regulations and sanctions programs, including product classifications, development of compliance programs, compliance audits, and compliance with OFAC regulations. Her work often involves counseling private sector and country government clients on governmental advocacy strategies aimed at trade and other issues involving the executive and legislative branches of the U.S. government. Beyond her international work, Gwendolyn provides assistance to private, public, and non-profit companies on general corporate matters.

JENNIFER JOSEFSON is a partner at King & Spalding, based in its Moscow office. She specializes in transactions in the oil and gas, energy and natural resources sectors, supporting clients on their international projects including M&A and joint venture arrangements, joint operating agreements (JOAs), PSA matters, concessions, supply contracts, oilfield service agreements, power purchase agreements, and international arbitration in the subsoil and energy sectors. Ms Josefson has advised a broad range of companies on their investments in the energy sector in Russia and the CIS, Europe, Africa, Asia and the Middle East. She is ranked as one of the top energy and natural resource lawyers by Chambers Global, PLC Which Lawyer, and the Who's Who of International Oil and Gas Lawyers. She has held both officer and director positions with the Association of International Petroleum Negotiators (AIPN) and was its first regional director of the CIS Chapter from 2004 to 2008. She graduated from Baylor University (B.A.), University of Texas School of Law (J.D.) and the Institute of State and Law of the Russian Academy of Science (Masters of Law). She is admitted to the State Bar of Texas and to the roll of solicitors of England and Wales.

WILLIAM M. KATZ, JR., is a Partner at Thompson & Knight LLP in Dallas, where he specializes in complex arbitration and litigation matters, with a focus on the oil and gas industry. He has represented clients in ICC, ICDR, and AAA arbitrations involving a variety of contracts, including joint operating agreements, purchase and sale agreements, farmout agreements, development agreements, and partnership agreements. Bill has also represented national oil companies and other energy-industry clients in matters involving oil and gas investment projects and cross-border transactions; large infrastructure projects; anti-corruption and FCPA advice; foreign-sovereign-immunity issues; and the enforcement of arbitral awards. He has been recognized in several legal directories, including The Best Lawyers in America® and Chambers USA. He is a frequent speaker and author on a variety of litigation and arbitration topics, including Thompson & Knight's article addressing the importance of choosing the correct law in international dispute resolution clauses: Choice-of-Law Considerations when Drafting Arbitration Provisions for International Oil and Gas Agreements. Bill is admitted to practice law in Texas, New York, California, and the District of Columbia. He graduated from Georgetown University in 1991 and from the Georgetown University Law Center in 1994.

JAMES LLOYD LOFTIS heads Vinson & Elkins' Houston-based International Dispute Resolution practice, and focuses his practice on the arbitration and litigation of international commercial and investor-state disputes, and counseling in matters involving public international law and treaties. He acts both as counsel and as arbitrator. His practice includes disputes involving all aspects of energy, construction, and infrastructure development; disputes under investment laws and treaties; and boundary disputes, cross-border technology disputes, and sovereign debt. He also represents and advises clients in reviews under U.S. national security law. Since 2009, James has been an adjunct professor at the University of Texas School of Law, where he teaches investor-state and international commercial arbitration. From 1997 to 2000, James served in Geneva, Switzerland, as chief counsel for the Oil Sector (E1) and Construction and Engineering (E3) Panels of the United Nations Compensation Commission (the Gulf War claim tribunal). He maintains offices in London and Houston, and is admitted in Texas, in the Dubai International Financial Centre Courts, and in the Senior Courts of England and Wales.

M. KATHRYN MARIETTA recently joined King & Spalding as a partner in the firm's Global Energy Practice in Houston. She was formerly Assistant General Counsel – Major Projects and New Ventures for Apache Corporation. Her legal career has been focused primarily on international projects, upstream oil and gas matters and general transactional work. She began her career in Singapore where she

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lived and worked for over ten years. Ms. Marietta has handled a variety of commercial transactions, some of which involved the oil and gas sector. Her experience includes work in the North Sea, Australia, Argentina, Canada, China, Chile, Ecuador, Egypt, New Zealand, Singapore, and Suriname, as well as various countries in Sub-Saharan Africa and Southeast Asia. In Ms. Marietta's capacity as Assistant General Counsel, she represented Apache Corporation and its subsidiaries in negotiating and documenting various commercial transactions for international operations. These commercial transactions include LNG development projects, LNG marketing agreements, acquisitions, farm-ins, joint operating agreements, transportation and sales agreements, EPC contracts, credit facilities and other commercial agreements related to Apache's international activities. Her responsibilities also included negotiations with state owned oil companies and governmental bodies in connection with in-country operations and new opportunities (such as the negotiation of oil and gas licenses, concessions and petroleum contracts). She also represented Apache's business development and new venture groups in assessing new countries and opportunities for possible investment, and she implements Apache's international compliance training and certification programs. Ms. Marietta has a Juris Doctorate degree, and a Bachelor of Science degree in Soil and Water Sciences. She has served on the Board of Directors of the AIPN, the Board of Directors of the Instituto Argentino del Petroleo y del Gas of Houston, the Finance Council of St Cecilia Catholic Community, and is a member of the State Bars of California and Texas.

JAY G. MARTIN is the Vice President, Chief Compliance Officer, and the Senior Deputy General Counsel for Baker Hughes Incorporated (BHI) in Houston. Prior to joining BHI, Mr. Martin was a Shareholder at Winstead Sechrest & Minick P.C., a Partner at Phelps Dunbar and Andrews & Kurth, and the Assistant General Counsel of Mobil Oil Corporation's Worldwide Exploration and Production Division in Fairfax, Virginia. Mr. Martin has also served as General Counsel of Mobil Natural Gas, Inc. in Houston, Texas. Mr. Martin holds JD, MPA and BBA degrees from Southern Methodist University in Dallas, Texas. While in private practice, Mr. Martin was engaged in a wide variety of domestic and international energy transactions, and regulatory matters for natural gas exploration and producing companies, oil field service companies, marketers, pipelines, and refiners. Mr. Martin's practice involved such diverse matters as participating in generic federal and state restructuring proceedings in the natural gas and electric industries, drafting virtually every type of domestic and international oil and gas agreement, working on mergers and acquisitions, asset acquisitions and divestitures, handling a significant number of energy lending transactions including but not limited to mezzanine and conventional production based financings and work-out situations, and advising clients on a wide variety of natural gas marketing and processing matters. Mr. Martin also regularly handled problems for clients arising under the Foreign Corrupt Practices Act, the U.S. Economic Sanctions Laws, and Arab Boycott Regulation. In addition, Mr. Martin developed broad experience in crisis management, designed corporate compliance programs for clients, and conducted many types of internal investigations for clients.

JASPER MASON is an associate with Squire Patton Boggs in Houston, where his practice focuses on international and U.S. oil and gas ventures. He advises clients on asset and corporate acquisitions and divestitures as well as energy-based financings and development projects, including unconventional resource plays, LNG, and deepwater targets. Jasper has represented clients in tendering bids for contracts to supply oilfield service equipment in the CIS, acquiring OCS leases in the Deepwater GOM, and attracting investors and industry partners to co-develop acreage on state-owned lands in Alaska. He has assisted clients ranging from individual investors to national oil companies in all hydrocarbon-producing regions of the world. Jasper earned his J.D. from the

University of Houston Law Center. Following law school, he worked for Hess Corporation as a Senior Negotiator for the International Unconventional Capture and Appraise team in Houston. In this role, he identified, developed, and acquired opportunities in international unconventional resource plays in North and South America, Asia, northwest Africa, and Australia. Prior to his time at Hess, Jasper was a Senior Consultant for IHS CERA, working in government relations, structuring bid rounds for host countries in southwest Africa and the Caribbean, and political risk analysis. Jasper is a member of the Houston Bar Association Oil, Gas, and Mineral Law planning committee, a past co-chair of the AIPN Spring Conference, and has spoken on and moderated numerous panels at various seminars and conferences.

DAVID MCCARTNEY is a Commercial Manager with Shell Oil Company in Houston, Texas (formerly with BG Group). He is engaged in supporting and assuring the commercial activities of the Group's Brazilian Asset, having recently moved to Houston from the UK. Over the last 20 years he has worked in various oil industry roles from Projects to Operations and Commercial for BG Group Assets located on most of the continents.

ANDREW MELSHEIMER is a partner in Thompson & Knight's International Energy Practice Group in its Dallas office. Mr. Melsheimer's practice focuses on the international aspects of the oil and gas industry, in both transactional and litigation work. He has worked on oil and gas concessions around the globe, one of which led to his direct negotiation with the head of state of the host government. In addition to host government granting instruments, he has worked on and negotiated dozens of oil and gas industry contracts, including operating agreements, unitization agreements, confidentiality agreements, lifting agreements, farmout agreements, and rig sharing agreements, among others. On the litigation side of his practice, Mr. Melsheimer represents clients in major oil and gas arbitrations and litigation. He also provides pre-litigation strategic advice to clients, which includes analysis of claims under Bilateral Investment Treaties and other contracts. Additionally, Mr. Melsheimer has provided advice and counsel to numerous companies related to the Foreign Corrupt Practices Act, similar OECD anti-bribery legislation, and the full range of U.S. economic trade sanctions and anti-boycott regulations. He earned his J.D. and Bachelor of Civil Law degree from Louisiana State University, Paul M. Hebert Law Center, in 2002; a Master of International Business Studies from the University of South Carolina in 1999; and a B.S. in International Trade and Finance from Louisiana State University in 1996. Mr. Melsheimer is a member of the State Bars of Texas, Louisiana, and New York. He is a Board Member of the Association of International Petroleum Negotiations and a member of the organization's Farmout Agreement Revision Drafting Committee and Unitization and Unit Operating Agreement Revision Drafting Committee, a past Chair of the International Law Section of the Texas State Bar, an Advisory Board Member for the Institute of Transnational Arbitration and the Institute for International and Comparative Law at the Center for American and International Law, and is active in numerous other legal and energy industry associations.

CHRIS MOYES founded Moyes & Co. in Dallas in 1983. He has over forty years of experience in the energy sector and has developed specific expertise in the evaluation, negotiation, trading, and financing of international oil and gas ventures. In addition, Mr. Moyes is considered an expert in the interpretation and assessment of petroleum contracts, and in the resolution of contract issues. He has managed both domestic and international E&P venture investments, and evaluated production properties for acquisition and investment opportunities. He has managed new company issues, identified and acquired assets for clients, and concluded investment contractual documentation. He has been active in the provision of advice to governments, contractors, and

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the service sector in the structure and financing of joint ventures for upstream, downstream, power, and infrastructure sectors. He is familiar with the world's petroleum fiscal systems for oil and gas, export routes and their capacities and costs, transactions involving assets and valuations thereof, and the availability and cost of capital for international projects. He has provided Competent Person's or Independent Expert's Reports for companies seeking listings on the Canadian, United Kingdom, and Australia Stock Markets. He has acted as Expert Witness in litigation or arbitration proceedings by expert report, deposition, or affidavit. Chris graduated from the University of Western Australia in 1968 with a degree in Geology. He earned an MSc degree in Petroleum Engineering from the Royal School of Mines, Imperial College, London University, in 1974.

TOUFIC P. NASSIF is the President of T P Nassif and Associates LLC, a Houston-based Energy Consultancy Company that specializes in the provision of expert advice, counseling, coaching, and training on critical business development and negotiations areas including commercial petroleum operations. Prior to his current position he was the President and CEO of Sonde Resources Corp. responsible for the company oil and gas business in Canada and North Africa. Prior to joining Sonde, he held the position of VP and Commercial Director for BP Libya where he led the negotiation for the landmark exploration deal that was signed with the Libyan NOC in 2007, the largest exploration deal in BP's history and the largest ever awarded by Libya. Prior to his role in Libya Toufic was the Director of Negotiations for BP North Africa where he worked on the business development and the growth agenda (new ventures) for BP in Libya and Algeria. Toufic served as a director for BP Exploration North Africa and BP Exploration Libya Ltd from 1999-2010 and also held the position of Senior Advisor for E&P Business Development for BP Plc from 2007-10. Prior to his move to London in 1999, Toufic was the Director of Commercial Development for the Exploration and Production Sector of Amoco Corporation, responsible for identifying, developing, and establishing new business ventures in North Africa and the Middle East. Toufic In 2004-2005, Toufic held the office of the president of the Association of International Petroleum Negotiators (AIPN). He has more than 36 years in the energy business with comprehensive experience in business development, negotiations, and commercial activities in North Africa and Middle East as well as extensive experience in commercial petroleum operations and oil and gas project management.

STEVEN P. OTILLAR is a partner with Akin Gump Strauss Hauer & Feld LLP in Houston. He has been representing clients in the development, finance, acquisition, and divestiture of domestic and international energy projects for over 20 years, with a particular emphasis on upstream projects in emerging markets. He counsels clients on obtaining rights to develop oil and gas projects around the world, as well as gas and liquid pipelines, wind, solar, and natural gas power projects. He regularly negotiates and structures a variety of investment vehicles – including joint ventures, joint operating agreements, participation agreements, farm-in/farm-out agreements, shareholder agreements, alliance agreements, teaming agreements, and joint bidding agreements – relating to the development of major energy and infrastructure projects. Mr. Otillar also represents clients with the underlying tender, construction, engineering, and procurement documentation for onshore and offshore energy projects. He is a former chair of the HBA International Section and member of the executive committee of the Texas Bar International Section. He is the former Director of the US Region of the Association of International Petroleum Negotiators, and currently serves on the Executive Committee, as Vice President of Education and is President-Elect of the organization. Mr. Otillar serves on the Executive Committee of the Institute of Energy Law, serving on the Strategic Planning Committee and as Co-Chair of the Membership Committee. He is also an editor of the Oil, Gas & Energy Law Journal. Mr. Otillar received his B.A. cum laude, with honors, from Southwestern

University in 1992 and his J.D. cum laude and Order of the Coif from University of Houston Law Center in 1995. Prior to joining Akin Gump, he was a partner at a leading international law firm. Mr. Otillar is ranked by Chambers & Partners for Latin American Finance, and as a leading lawyer in Projects & Energy by the Legal 500 Latin America and a leading lawyer in Energy by the Legal 500. He has been selected as Expert Guides to the World's Leading Energy Lawyers, and a Best of the Best in Energy. Who's Who legal selected him as one of the world's leading oil and gas lawyers.

EDUARDO G. PEREIRA is Counsel at Morais Leitão, Galvão Teles, Soares da Silva & Associados Sociedade de Advogados (MLGTS) in Lisbon, Portugal. He has been active in the oil and gas industry for a number of years and is an international expert on joint operating agreements. His experience in this area – both academic and practical – is extensive. Dr Pereira has practical experience in over 40 jurisdictions covering South America, Europe, Africa and Asia. He concluded his doctoral thesis on oil and gas joint ventures at the University of Aberdeen. Dr Pereira is the author and editor of several leading oil and gas textbooks. He has been a Researcher at the Scandinavian Institute of Maritime Law, Department of Petroleum and Energy Law, an Adjunct Professor of Energy Law at University of Eastern Finland Law School, a Visiting Adjunct Professor at Reykjavik University, School of Law, a Visiting Professor at the Centre de Estudos de Ciências Jurídico-Económicas e Sociais – Agostinho Neto University (Angola), a Research Fellow at Centro de Estudos em Regulação e Infraestrutura - FGV (Brazil), a Research Fellow at Catholic Research for the Future of Law - Catholic University of Portugal (Portugal), a Senior Research Fellow at the Centre for Petroleum and Mineral Law Research (Nigeria), Managing Editor for UEF Law Review, and Associate Editor of OGEL.

MILES PRILLAMAN is an attorney with Exxon Mobil Corporation, currently serving the ExxonMobil Development Company in Houston. He works primarily with upstream oil and gas matters. Mr. Prillaman started with Exxon Corporation in Houston in 1986, and subsequently worked in Midland, Texas; Florham Park, New Jersey; and Kuala Lumpur, Malaysia; returning to Houston in 2000. Mr. Prillaman is a member of the American Petroleum Institute's Subcommittee for Exploration and Production Law and is a former officer and director of the Association of International Petroleum Negotiators.

WILLIAM W. PUGH is currently the team leader for Liskow and Lewis' Oil & Gas team in Houston. He has practiced Maritime, Oilfield and Insurance Law with the firm since 1980. His practice involves a wide variety of matters, including drafting and negotiating numerous energy and offshore related contracts (such as master service agreements, drilling contracts, charters and construction contracts) and helping companies, both domestically and internationally, develop comprehensive contracts that maximize the company's risk allocation. He participated in drafting the 2002 AIPN International Model Well Services Agreements and is currently co-chair of the AIPN Model Contract Committee that is drafting an international drilling contract and reviewing the Model Well Services Agreements.

ALBERTO F. RAVELL is a Senior Legal Counsel for Arbitrations at ConocoPhillips and has more than 13 years of experience handling international disputes concerning both commercial and investment matters. Before joining ConocoPhillips in 2012, Alberto was a Senior Associate at King & Spalding's Houston office and a member of the firm's international arbitration practice group. He also worked for more than eight years in the Caracas office of Macleod Dixon (now Norton Rose Fulbright).

JOHN J. SARDAR has been the Chief Compliance Officer for Noble Energy Inc. in Houston since September 2011. Noble is a leading independent energy company engaged in worldwide oil and gas exploration and production. In this role, he coordinates and

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oversees all aspects of Noble's ethics and compliance program globally, and is responsible for implementation and management of the company's ethics and compliance policies, procedures and guidelines to ensure the company's employees understand and adhere to Noble's Code of Conduct, and legal and regulatory requirements. Mr. Sardar has legal experience in both private and in-house practice, and working for the U.S. government. Prior to joining Noble, he was Director, Ethics & Legal Compliance with Baker Hughes Inc. He previously also worked as Deputy Compliance Officer & Counsel-Litigation with St. Louis-based Charter Communications, Inc., and also worked with Bryan Cave LLP, an international law firm with over 1,100 lawyers. Mr. Sardar's governmental experience includes service as a Special Assistant United States Attorney with the office of the Special Counsel John C. Danforth-Waco Investigation. He earned a bachelor's degree in Economics from California State University at Long Beach, and a law degree from St. Louis University, and is member of the Missouri Bar. He is a frequent speaker at domestic and international conferences addressing anti-corruption compliance and other international trade law issues.

KEVIN SHAW is a partner in the firm of Mayer Brown LLP in both its Houston and Los Angeles offices. His practice emphasizes transactions involving energy projects and companies, as well as the mining industry. He practices in the Houston, Texas and Los Angeles, California offices of the firm. He began his legal career with Shell Oil Company in its Western Exploration and Production division, in Houston, Texas. In the 1980's, he practiced in Denver, Colorado. In addition to other articles, Mr. Shaw has presented papers at special and annual institutes of the Rocky Mountain Mineral Law Foundation, and is currently the California Oil & Gas reporter for its quarterly Mineral Law Newsletter. He received his B.A. in 1976 from the University of Texas and his J.D. in 1980 from the University of Houston. He is admitted to practice in the States of California, Colorado and Texas. He is a member of the American Bar Association, State Bar of California, Colorado Bar Association and State Bar of Texas. He has served as the President of the Denver Association of Oil and Gas Title Lawyers (1986-87), and the Southern California Chairman of the Natural Resources Subsection of the State Bar of California (1994-1997).

MICHAEL SILVER is a Managing Counsel with BHP Billiton Petroleum in Houston. He works primarily on international upstream oil and gas matters with current focus on Latin America and the Caribbean. Mr. Silver has worked on a wide variety of transactional matters including production sharing contracts, concession contracts, licenses, farm-out agreements, operating agreements, and major services agreements. He supports ongoing operations on a variety of regulatory, contractual, and community matters. Mr. Silver also has experience developing and implementing compliance programs as well as managing complex litigation and international arbitration matters. Mr. Silver previously worked at ExxonMobil Corporation for 17 years in assignments with the Exploration and Pipeline businesses, providing general corporate support and working on litigation arising from the Exxon Valdez oil spill. Mr. Silver currently serves on the Houston Chapter of the Association of Corporate Counsel. He received J.D. and MBA degrees from Duke University in 1990 and a BA degree from Lafayette College in 1986.

JUSTIN T. STOLTE works in the Business Development group for Apache Corporation in Houston, where he has participated in over US\$8 billion dollars of transactions over the previous 24 months, including Apache's exit in 2015 from its global LNG projects (Wheatstone and Kitimat) and Australian operations. Prior to joining Apache, Mr. Stolte worked as a mergers and acquisitions attorney for Latham & Watkins LLP and Baker Botts LLP and, prior to that, as a petroleum engineer for ChevronTexaco in the Permian Basin. He has been recognized by Texas Monthly and Law and

Politics as a "Texas Rising Star"; Chambers USA as a "Leader in the Field-Oil and Gas (Nationwide)"; Law 360 as a "Rising Star (Top 5 Energy Attorney under 40)"; and Oil & Gas Investor as a "Top 30 under 40" honoree. He holds a bachelor's degree in petroleum engineering from the Colorado School of Mines and a law degree from the University of Notre Dame, and is currently enrolled in the executive MBA program at the Massachusetts Institute of Technology.

JUSTIN STUHLREHER is an Associate General Counsel with BHP Billiton Petroleum in Houston, Texas. He has spent his entire career spanning over 37 years in in-house positions in the petroleum industry, beginning his career in Philadelphia with Gulf Oil Corporation in 1978, working in downstream, marine, and supply and trading, as well as West Africa offshore E & P projects; joining Amoco Corporation in Chicago in 1984 following the Chevron-Gulf merger, where he has held a number of positions in support of Amoco's upstream business providing the legal support for projects in a number of countries, including, the UK, Denmark, Ireland, Norway, China, the USSR, Russia, Azerbaijan, Turkey, Georgia, Egypt, Italy, Trinidad & Tobago and Papua New Guinea. Following the acquisition of Amoco Corporation by BP plc. In January 1999, he relocated from Houston to BP's Sunbury, UK office to manage legal support for upstream projects primarily in Russia, Azerbaijan, Kazakhstan, Turkey, the Black Sea, Caspian Sea, and Norwegian North Sea areas. He has had extensive experience negotiating and drafting major transactional agreements, including production sharing agreements, joint operating agreements, farm-in and farm-out agreements, area of mutual interest agreements, joint bidding agreements, drilling contracts, sale and purchase agreements for legal entities and asset acquisitions and divestments. Mr. Stuhldreher was one of the lead attorneys in the negotiation of the Azeri-Chirag-Guneshli production sharing contract in the Azerbaijan sector of the Caspian Sea, including leading the effort to analyze and mitigate risks associated with the unsettled maritime boundary situation in the Caspian following the collapse of the Soviet Union. Mr. Stuhldreher retired from BP at the end of 2010 following completion of the negotiations pertaining to the establishment of the joint venture and governance structure related to the Rumaila Field redevelopment project involving BP, PetroChina and the Southern Oil Company of Iraq. Mr. Stuhldreher joined BHP Billiton in January 2011 and immediately supported BHPB's acquisition of the Fayetteville unconventional assets from Chesapeake, as well as the acquisition of Petrohawk Energy Corporation, a publicly traded company with assets and operations in the Permian, Eagle Ford and Haynesville unconventional shale development areas. He is currently an Associate General Counsel primarily responsible for major transactions, including various acquisitions and divestments for BHPB's petroleum business in various countries, including the UK, Australia, Pakistan, India, Malaysia, Brunei and the Philippines. He is a member of the International Bar Association, the Maritime Bar Association, the State Bar of Texas and the State Bar of the Commonwealth of Pennsylvania. Mr. Stuhldreher received his J.D. and M.B.A. degrees from the University of Notre Dame in 1978 and his Bachelor of Science Degree from the University of Villanova in 1974.

DAVID SWEENEY is a partner in the Houston office of K&L Gates. His practice includes advising corporate and institutional clients on a broad range of oil and gas, coal, and other natural resource and infrastructure transactions, including mergers and acquisitions, project development and finance, service agreement suites and risk allocation schematics, procurement, and anti-corruption compliance matters. His experience includes the full natural resource value chain, from exploration, production, processing and infrastructure, to monetization. Over the past ten years, Mr. Sweeney has advised on energy related mergers and acquisitions with an aggregate transaction value of over US\$60 billion and

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energy finance transactions with an aggregate transaction value of over US\$2 billion, as well as U.S. and international operational matters and projects, including joint and unit operating agreements; joint development agreements; farmouts, farmins and other joint ventures and participation arrangements; and gathering, transportation, processing, production handling, and similar midstream and downstream agreements. He is a frequent author and speaker on oil and gas topics and has authored a comprehensive book on worldwide oil and gas operating agreements. Mr. Sweeney currently serves on the Executive Committee of the Institute for Energy Law and is the chair of its Training Module Task Force (as well as the author of the IEL's forthcoming Joint Operating Agreement training module). He is the immediate past chair of the IEL's Young Energy Professionals (YEP) Committee. In addition, Mr. Sweeney is a member of the Association of International Petroleum Negotiators (AIPN) and serves as co-chair of its Young Negotiators (YN) leadership board and on a number of AIPN model contract drafting committees.

TERRY TODD recently retired to Nashville, Tennessee following a career involving both technical and business assignments with domestic and international companies pursuing global O&G activities. He started as a Research Geophysicist with Shell and Gulf (1973-80) and continued as an Exploration Geophysicist/Manager for Gulf and Elf Aquitaine USA (1980-91). He then moved on to pursue global Business Development for Elf Aquitaine and Total (Paris, 1991-2006; 2014-15) and Newfield (2006-9). His focus areas were Africa, the Middle East, the FSU and Asia. He finished his career with the Society of Exploration Geophysicists as Director, Global Relations (2009-14). He continues to have an active interest in global business development and technical advancements in the petroleum industry. Terry has worked on teams drafting AIPN Model Contracts; co-chaired the Lifting Agreement drafting committee and Model Form Workshops in Italy; and developed and presented both the Lifting Agreement and the Seismic Contracts Sections for the International O&G Law Course. Terry has also been very active in the globalization of the AIPN. With the support of the AIPN and companies involved in global operations, he helped create a regional AIPN chapter covering Europe, Africa, the Middle East and the Former Soviet Union, and promoted the growth of regional chapters in Asia, Australia, and Latin America. Terry served several years on the Board of AIPN, and was AIPN President in 2002-2003. As Director, Global Relations with the SEG, he used his background in the geosciences, petroleum E&P, business, and volunteer work to help SEG serve a global membership, create and manage offices in China and the Middle East, develop collaboration opportunities with other societies and O&G companies, and reach out to practitioners in E&P, mining, near surface, and other areas of geophysics. Terry holds a BS degree in Mathematics & Physics from the University of Toronto (1969), and a Ph.D. in Geophysics from the Massachusetts Institute of Technology (1973).

ED TURNER is Counsel at Exxon Mobil Corporation in Houston, where he advises on upstream transactional, operational and compliance matters. He began his career at Exxon Mobil in 1981. He has been actively involved in the negotiation of government agreements in West Africa, the Middle East and the Far East and merger and acquisition transactions in these regions and the United States. His responsibilities include advising on maritime boundary risk where a property is located in an area without internationally defined boundaries. He holds a BA from the University of Texas and a JD from the University of Houston.

D. MARIE WAGNER is an International Energy Lawyer and Consultant in Houston and Corporate Fellow Faculty with the University of Houston – Downtown MBA Program. Formerly, she was Senior Counsel-International with Anadarko Petroleum Corporation, where she was responsible for counseling her clients on a wide variety of upstream international transactional,

operational and compliance matters, and for drafting and negotiating acquisition, divestiture, farmin, farmout, joint bidding, joint operating, lifting, production sharing/concession and unitization agreements in connection with Anadarko's exploration, development and operations projects in Africa, Europe, Latin America and Asia. Her recent focus was on West Africa. Prior experience includes serving as Senior Counsel International with El Paso Energy Corporation and as General Counsel of a Vivendi subsidiary in Paris. Ms. Wagner began her legal career as an associate with Bracewell & Giuliani in Houston. She earned her B.A. in Foreign Affairs (Middle East Studies) from the University of Virginia where she graduated with High Distinction, and her J.D. from the University of Maryland, where she served as Editor in Chief of the Maryland Journal of International Law and Trade and as President of the International Law Society. She also holds a Master of Architecture from the University of Illinois. She designed the curriculum for and taught a multi-disciplinary course on Global Energy Transactions as an Adjunct/Extended Faculty (with MBA and Geoscience faculty) at the University of Texas School of Law. Ms. Wagner also has taught as an adjunct at the University of Houston School of Law. She currently serves as a Director of the Association of International Petroleum Negotiators. She is admitted to the bar in Texas and Washington, D.C. and as a Solicitor in England and Wales.

PHILIP WEEMS is based in Houston, Texas, where he is co-head of the King & Spalding Global Energy Practice. He formerly served as Managing Partner of the firm's three offices in the Middle East (based in Dubai from 2007-2010) and of the firm's office in Singapore (based from 2010-2012). Since 1990, Mr. Weems has specialized in LNG / gas matters, upstream transactions, and energy maritime issues. He served as President of the AIPN from 2003-04 and as Chairman of the 2002 International Joint Operating Agreement Revision Committee. He is formerly Senior Counsel - ARCO Indonesia (Tangguh LNG Project); and former Associate General Counsel - VICO (major supplier of natural gas to the Bontang LNG Plant). Mr. Weems has a J.D., cum laude / Texas Tech University School of Law; Master of Laws / University of Sydney; Certificate of Advanced Study / Thunderbird School of International Management.

BEN H. WELMAKER, JR., is an attorney at law in Houston who represents oil and gas companies in international and U.S. oil and gas transactions. He has drafted and negotiated numerous oil and gas exploration and production agreements including purchase and sale agreements, farmout agreements, confidentiality agreements, operating agreements, accounting procedures, joint bidding agreements, production sharing contracts, concession contracts, master service agreements, drilling contracts, drilling rig purchase and sale agreements and natural gas purchase and sale and transportation agreements. Among other publications, he is co-author, Contract Structures for Petroleum Transactions in Latin America: Investment in the Petroleum Industry Through Joint Ownership, in International Oil and Gas Transactions in Latin America 33 (Ricardo Colmener & David Enríquez eds., Instituto Tecnológico Autónomo de México 2011); and co-author, Common Legal Issues in U.S. Shale Plays, in State Bar of Texas Oil, Gas and Energy Resources Law Section Report, December 2009. Mr. Welmaker was co-chair of the AIPN committees that prepared the 2004 AIPN Model Form International Accounting Procedure, the 2007 AIPN Model Form Confidentiality Agreement, the 2012 AIPN Model Form International Accounting Procedure and the 2013 AIPN Model Form International Unit Accounting Procedure. He has also co-chaired various AIPN Model Contracts Workshops. He holds a law degree from the University of Texas School of Law, is admitted to the State Bar of Texas, the Florida Bar, and the United States District Court for the Southern District of Texas. He is fluent in Spanish.