International Oil & Gas Law, Contracts, and Negotiations

Royal Sonesta Houston Galleria
Houston, Texas

Part 1: September 25-29, 2023
Part 2: October 2-6, 2023

PART 1
From Concept to Discovery
September 25-29, 2023

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

PART 2
From Discovery to Decommissioning
October 2-6, 2023

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

REGISTRATION - https://www.fnrel.org/programs/SCI23/registration
### Day 1: Monday, September 25, 2023

#### 9:00 – 9:15 am: Introduction and Opening Remarks

#### 9:15 – 10:15 am: 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

#### 10:15 – 10:30 am: Hosted Refreshment Break

#### 10:30 am – 12:30 pm: Confidentiality Agreements
- Purpose and key provisions of a confidentiality agreement
- Review of the AIEN Model Form Confidentiality Agreement, which provides protection for valuable information and data that is shared with another company

#### 12:30 pm – 2:00 pm: Lunch – On Your Own

#### 2:00 – 4:00 pm: International Dispute Resolution
- Successful resolution of disputes between parties is essential for business to succeed
- International arbitration — an impartial private method of resolving disputes
- AIEN Model Form Dispute Resolution Provisions

#### 4:00 – 4:15 pm: Hosted Refreshment Break

#### 4:15 – 6:00 pm: Bidding Agreements and AMI Agreements
- Review of the AIEN 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

#### 6:00 – 7:00 pm: Hosted Reception for Registrants, Speakers & Guests

### Day 2: Tuesday, September 26, 2023

#### 9:00 – 10:30 am: Granting Instruments
- Concessions
- Production sharing contracts
- Risk service contracts
- Other provisions

#### 10:30 – 10:45 am: Hosted Refreshment Break

#### 10:45 am – 12:30 pm: Granting Instruments
- Continued

#### 12:30 – 2:00 pm: Hosted Networking Luncheon

#### 2:00 – 4:00 pm: Granting Instruments
- Continued

#### 4:00 – 4:15 pm: Hosted Refreshment Break

#### 4:15 – 5:30 pm: 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

The course registration desk will open at 8:15 am on Monday, September 25, at the Royal Sonesta Houston Galleria, 2222 West Loop South, Houston, Texas 77027, USA. Sessions will meet at this hotel daily.
DAY 3: Wednesday, September 27, 2023

9:00 – 10:30 am: Joint Operating Agreements
- Rights, duties, and obligations of co-venturers in the same oil and gas contract area
- AIEN 2012 Model Form International Operating Agreement

10:30 – 10:45 am: Hosted Refreshment Break

10:45 am – 12:30 pm: Joint Operating Agreements
- Continued

12:30 – 2:00 pm: Lunch – On Your Own

2:00 – 4:00 pm: Joint Operating Agreements Continued

4:00 – 4:15 pm: Hosted Refreshment Break

4:15 – 5:30 pm: JOA Accounting Procedures
- Funding operations and accounting for costs
- 2012 AIEN Model Form International Accounting Procedure under the granting instrument
- AIEN Model Form International Farmout Agreements

DAY 4: Thursday, September 28, 2023

9:00 – 10:30 am: 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
- AIEN Model Form International Farmout Agreements

10:30 – 10:45 am: Hosted Refreshment Break

10:45 am – 12:30 pm: Participation Agreements
- Continued

12:30 – 2:00 pm: Lunch – On Your Own

2:00 – 4:00 pm: Unitization Issues
- Development of a common oil and/or gas reservoir that underlies more than one contract area
- Mechanics of unitization and of operating a unit
- Cross-border unitization
- AIEN Model Form UUOA and current revisions

4:00 – 4:15 pm: Hosted Refreshment Break

4:15 – 5:30 pm: Unitization Issues Continued

DAY 5: Friday, September 29, 2023

9:00 – 10:30 am: 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 unwarys

10:30 – 10:45 am: Hosted Refreshment Break

10:45 am – 12:30 pm: Crude Oil Lifting Agreements
- How each co-venturer takes its share of oil and gas production
- AIEN Model Form Lifting Procedures

12:30 pm: Course Adjournment
**Part 2 – From Discovery to Decommissioning**

**DAY 1: Monday, October 2, 2023**

9:00 – 9:15 am: Introduction and Opening Remarks

9:15 – 10:30 am: 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

10:30 – 10:45 am: Hosted Refreshment Break

10:45 am – 12:30 pm: Sanctions

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

12:30 – 2:00 pm: Lunch – On Your Own

2:00 – 3:00 pm: 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

3:00 – 4:00 pm: 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

4:00 – 4:15 pm: Hosted Refreshment Break

4:15 – 6:00 pm: 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

**DAY 2: Tuesday, October 3, 2023**

9:00 – 10:30 am: 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

10:30 – 10:45 am: Hosted Refreshment Break

10:45 am – 12:30 pm: International Drilling and Service Contracts

- Continued

12:30 – 2:00 pm: Hosted Networking Luncheon

2:00 – 4:00 pm: Decommissioning Issues

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

4:00 – 4:15 pm: Hosted Refreshment Break

4:15 – 5:30 pm: ESG - Corporate Social Responsibility - Business Ethics

- What is involved in corporate social responsibility
- How CSR has evolved into a necessary area in international oil and gas projects
DAY 3: Wednesday, October 4, 2023

9:00 – 10:15 am: Sale and Purchase Agreements
• Selling oil and gas contracts as a common method of monetization
• Key terms and provisions of a sale

10:15 – 10:30 am: Hosted Refreshment Break

10:30 am – 12:30 pm: Sale and Purchase Agreements
• Continued

12:30 – 2:00 pm: Lunch – On Your Own

2:00 – 4:00 pm: Natural Gas Pipeline Transportation (Construction & Operation GTA) and Natural Gas Balancing Issues
• Supply imbalances when co-venturers sell natural gas to different buyers
• AIEN Model Form Gas Balancing Agreement
• AIEN Model Form Gas Transportation Agreement

4:00 – 4:15 pm: Hosted Refreshment Break

4:15 – 5:30 pm: 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

DAY 4: Thursday, October 5, 2023

9:00 – 10:15 am: 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

10:15 – 10:30 am: Hosted Refreshment Break

10:30 am – 12:30 pm: Natural Gas Sales Agreements
• Continued

12:30 pm: Course Adjournment

DAY 5: Friday, October 6, 2023

9:00 – 10:15 am: LNG Project Development
• Continued

10:15 – 10:30 am: Hosted Refreshment Break

10:30 am – 12:30 pm: LNG Project Development
• Continued

The course registration desk will open at 8:15 am on Monday, October 2, at the Royal Sonesta Houston Galleria, 2222 West Loop South, Houston, Texas 77027, USA. Sessions will meet at this hotel daily.
Registration

Registration pricing – Early Bird pricing ends 11:59 pm MDT on August 25, 2023
Registration closes September 21, 2023, at Noon MDT

Earlybird / Late

PART ONE
Foundation Member - $2,800 / $3000
AIEN Member - $2,800 / $3000
IEL Member - $2,800 / $3000
Non-Member - $3,250 / $3,450

PART TWO
Foundation Member - $2,800 / $3000
AIEN Member - $2,800 / $3000
IEL Member - $2,800 / $3000
Non-Member - $3,250 / $3,450

PART ONE & TWO
Foundation Member - $5,040 / $5,240
AIEN Member - $5,040 / $5,240
IEL Member - $5,040 / $5,240
Non-Member - $5,850 / $6,050

Hard copy course materials may be purchased for $95 and will be distributed at the Short Course. All registrants will receive electronic materials in advance included with their registration. You may only purchase hard copy materials for the course(s) for which you are registered.

REGISTRATION - https://www.fnrel.org/programs/SCI23/registration

Get a 10% discount for both courses!
(When registering for both Parts 1 and 2, select both Part 1 and Part 2 and enter coupon code 10PERCENTOFF to receive this 10% discount!)

Co-Sponsors

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THE ASSOCIATION OF INTERNATIONAL ENERGY NEGOTIATORS (AIEN), formerly Association of International Petroleum Negotiators (AIPN), is a not-for-profit professional organization founded in 1981 to enhance the professionalism of its members by offering continuing education, model contracts, and networking opportunities. AIEN now serves around 3,000 members from some 110 countries. AIEN, 11111 Katy Freeway, Suite #615, Houston, TX 77079, tel. +1 281-558-7715, fax +1 281-558-7073, aien@aien.org, www.aien.org.

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General Information

Room Reservations: The Royal Sonesta Houston Galleria Hotel, 2222 West Loop South, Houston, Texas 77027, has blocked rooms for these courses until September 20 at the discounted rate of $199 (single/double) per night. For reservations, contact the hotel at:

- Online Group: https://book.passkey.com/event/50513160/owner/5142/home
- Tel: +1 713-627-7600 (mention International Oil & Gas Law)

Please contact info@fnrel.org if you have any problems making a reservation.

Registration Fees: Includes electronic 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. 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.

Registration Cancellations: Refunds, less a $200 administrative fee, will be given for cancellations received by 3:00 pm Central time on Friday, August 25, 2023. No refunds will be given thereafter, although substitution of attendees may be made by contacting the Foundation. Cancellations must be made in writing or email to info@fnrel.org. Registrants not entitled to a refund will receive a link to the written materials.

CLE Credit: Each course consists of approximately 29.5 hours of continuing education, including up to 90 minutes of ethics in Part 1 and up to 75 minutes of ethics in Part 2, depending upon your jurisdiction. You must let us know, at least 45 days in advance of the conference, the states or organizations for which you will need credit (see registration form). Credit hours for states will vary and are subject to each state’s approval and credit rounding rules. Foundation conferences are typically accredited by all mandatory CLE states and Canadian provinces, and various professional organizations. Attorneys from certain states may be required to pay an additional fee. The Foundation is a State Bar of California MCLE-approved provider.