



Association of International
Petroleum Negotiators

March 14 - 18, 2022

International Oil & Gas Contracts and Negotiations Core Course

Kimpton De Witt
Amsterdam, Netherlands





About AIPN | www.aipn.org

The Association of International Petroleum Negotiators (AIPN) is the leading professional membership organization of commercial negotiators and energy lawyers in the international oil & gas industry, serving more than 3,200 professionals in some 110 countries. AIPN develops petroleum model contracts that are widely used throughout the industry, provides educational seminars and conferences around the world, publishes leading research on emerging energy issues and is the premier forum for dialogue on oil and gas transactions amongst companies, government and their advisors.

Registration Fees

Member Rates

Active Member: \$2,900
NOC/Government Member: \$2,200
Academic Member: \$2,100
Student Member: \$500*

Non-Member Rates

Non-member: \$3,300
NOC/Government Member: \$2,600
Academic Non-member: \$2,500
Student Non-member: \$800*

**Students, email proof of enrollment to aipnevents@aipn.org after registering*

Apply for membership at aipn.org/join-aipn/ before registering and receive member rates! After completing your application, email aipnevents@aipn.org for assistance with registering. If you are already a member but not able to see the member rates after logging in, please email aipnevents@aipn.org for assistance.

Workshop registration includes digital materials, lunches, breaks and a networking reception. It does not include hotel and travel accommodations. All fees are in US dollars.

Course Faculty

Course Chair: **Harry W. Sullivan, Jr.**, International Energy Attorney

Frank L. Cascio, International Energy Counsel

Andrew B. Derman, Partner, Holland & Knight LLP

Jennifer Josefson, Partner, Morgan Lewis

Kimberly H. Reeder, General Counsel, Arrow Energy Pty Ltd

Kimpton De Witt

Nieuwezijds Voorburgwal 5
1012 RC Amsterdam, Netherlands
<https://www.kimptondewitthotel.com/en/>

Nestled in the heart of Amsterdam's City Centre, we invite you to reserve your room at the Kimpton De Witt.

Room Rates

King Standard - €179 (single), €199 (double)

The above room rates are inclusive of breakfast, internet and a 9% VAT. Room rates do not include a 7% city tax or a €3 per person per night fee. Room rates will apply up to three days before and three days after the course, subject to availability.

Reservations

To reserve a room online at the above rates, please visit the "Venue Information" page on the course website at: aipn.org/forms/meeting/Microsite/CoreCourse2022,1 for direct access to the hotel's online booking.

AIPN has secured a limited number of rooms for course attendees. We recommend reserving your room as soon as possible to ensure availability. AIPN cannot guarantee room and rate availability once the room block has filled up.

More details on the hotel's payment and cancellation policies may also be found on the course website.

Location

The Kimpton De Witt is a five-minute walk to Amsterdam's Centraal Station, which also serves four metro lines and direct 15-minute trains to Amsterdam Airport Schiphol.

Travel Advisory

Before entering into The Netherlands, please visit the Government of the Netherlands' website for the most up to date travel advisories, as well as any travel bans and exemptions.

<https://www.government.nl/topics/coronavirus-covid-19/visiting-the-netherlands-from-abroad/checklist-entry>

CLE Credits

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



2022

International Oil & Gas Contracts and Negotiations Core Course

AMSTERDAM

Course Program

Monday, March 14, 2022

08:20 – 08:30 Introduction and Opening Remarks
Emerson I & II

08:30 – 09:00 Overview of International Energy Industry

09:00 – 10:30 Confidentiality & Bidding Agreement Issues

Sharing of data and information without losing a competitive advantage is critical for International Energy Business

- Review of the AIPN Model Form Confidentiality Agreement, which provides protection for valuable information and data that is shared with another company, and related issues
- Review of the AIPN Model Form International Study and Bid Group Agreement, which addresses the sharing of information and data, and other issues in creating a bidding group to acquire rights, and related issues

10:30 – 10:45 Refreshment Break

10:45 – 12:00 Anti-Bribery, Corruption Laws and Sanctions Issues

Bribery and Corruption are among some of the biggest obstacles to success in the International Energy Business

- Combatting bribery and corruption in international business transactions through a variety of treaties, conventions, and laws
- Business ethics and the principles found in anti-bribery and corruption laws
- Traps for the unwary

12:00 – 13:30 Hosted Lunch
Celia Restaurant

13:30 – 14:30 International Dispute Resolution

Resolving investment disputes through International Arbitration is the norm in the International Energy Business

- Successful resolution of disputes between parties
- International arbitration -- an impartial private method of resolving disputes
- The specific clause required in a granting instrument to have access to the chosen dispute resolution method and enforce the resulting decision

14:30 – 14:45 Refreshment Break

14:45 – 15:45 Service Agreement Issues

Obtaining services and goods from third parties is standard practice in the International Energy Business

- Services provided by service companies in support of the petroleum operations under granting instruments

- Examination of the main issues in service contracts, including warranty and cross-indemnity provisions

15:45 – 17:00 Granting Instrument Issues

Host countries utilize contractual granting instruments to enable the International Energy Business

- Concessions
- Production sharing agreements
- Service agreements
- Joint ventures

17:00 – 18:30 Welcome Reception
Conservatory

Tuesday, March 15, 2022

08:30 – 10:00 Granting Instrument Issues (continued)

10:00 – 10:30 Refreshment Break

10:30 – 12:00 Granting Instruments Issues (continued)

12:00 – 13:30 Hosted Lunch
Celia Restaurant

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

15:00 – 15:30 Refreshment Break

15:30 – 17:00 Unconventional Resource Issues

Recent developments in shale and other unconventional resources have reinvigorated the International Energy Business

- Developments which have brought unconventional oil and gas resources into focus in many parts of the world
- Unique issues involved in the exploration and exploitation of unconventional resources
- How these projects differ from exploration and exploitation of conventional oil and gas resources

Wednesday, March 16, 2022

08:30 – 10:00 Joint Operating Agreement (JOA) Issues

Governance among co-venturers in the International Energy Business is regulated by contractual JOAs

- Establishing the rights, duties, and obligations of coventurers in the same oil and gas contract area
- Review of the AIPN 2012 Model Form International Operating Agreement
- Review of the AIPN Accounting Procedure

10:00 – 10:30 Refreshment Break

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Course Program

Wednesday, March 16, 2022 (continued)

10:30 – 12:00 Joint Operating Agreement Issues (continued)**12:00 – 13:30 Hosted Lunch**
Celia Restaurant**13:30 – 15:30 Joint Operating Agreement Issues (continued)****15:30 – 15:45 Refreshment Break****15:45 – 17:00 Joint Operating Agreement Issues (continued)**

Thursday, March 17, 2022

09:00 – 10:30 Participation: Farmin/Farmout Agreement Issues

A Farmout is one method of transferring interests in granting instruments in the International Energy Business

- Using a farmout (participation) agreement to acquire an interest in an oil and gas granting instrument by performing or paying for specified work under the granting instrument
- AIPN Model Form International Farmout Agreement

10:30 – 10:45 Refreshment Break**10:45 – 12:00 Sale and Purchase Agreement Issues**

Sales of interests in granting instruments if common in the International Energy Business

- International purchase and sale of oil and gas interests
- Key provisions and risks of purchase and sale agreements for oil and gas assets

12:00 – 13:30 Hosted Lunch
Celia Restaurant**13:30 – 15:45 Unitization Issues**

Joint development of shared reservoirs is through Unitization in the International Energy Business

- Development of oil and/or gas reservoirs by the owners of various contract areas as a single unit when they extend beneath more than one contract area
- Mechanics of unitization
- AIPN Model Form Unitization and Unit Operating Agreement

15:45 – 16:00 Refreshment Break**16:00 – 17:00 Decommissioning Issues**

End-of-use issues relating to petroleum activities is a concern in

the International Energy Business

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

Friday, March 18, 2022

09:00 – 10:30 Crude Oil Sales & Lifting Agreement Issues

Marketing of oil is fundamental to the International Energy Business

- How co-venturers share limited infrastructure to take, lift, and sell their individual shares of oil production.
- AIPN Model Form Lifting Agreement
- Contracts involved in the physical sale of crude oil

10:30 – 10:45 Refreshment Break**10:45 – 12:00 Gas Sales Agreement Issues**

Marketing gas is different than oil in the International Energy Business

- Differences between sales of natural gas and crude oil
- Mechanics of international sales of natural gas

12:00 – 13:30 Hosted Lunch
Celia Restaurant**13:30 – 14:00 Gas Balancing and Transportation Issues**

Gas sales have unique challenges in the International Energy Business

- Out of balance sales of natural gas to different customers, resulting in one party selling more than its participating interest share of natural gas production and the other selling less than its participating interest share
- Gas balancing agreements, which establish a method for restoring balance to each party's share of production
- Key concepts involved in natural gas transportation agreements

14:00 – 15:00 Overview of LNG

LNG is a transportation method for natural gas in the International Energy Business

- LNG value chain
- Mechanics and contracts involved in developing an LNG export project

15:00 – 15:15 Refreshment Break**15:15 – 17:00 Overview of LNG (continued)****17:00 Course Adjournment**