



Modern Practices in Oil & Gas Contracts, Licensing, Production Rights, Legislation and Agreements

10 - 14 Jul 2017, London
11 - 15 Dec 2017, London

INTRODUCTION

This training seminar will provide its participants with valuable insight into the operations of the Oil and Gas Industry in a modern context. Oil and Gas contracts are the life blood of the industry and form the basis and foundation upon which the industry operates. The seminar will give participants a frame work within which to understand the rights and obligations of both host country and operators and how they are determined and set out in the Oil and Gas contracts. The legal principles involved in licensing, production sharing contracts and service contracts will be highlighted and discussed in order to provide a solid understanding of the legal basis for these contracts. Risk management in the Oil and Gas industry is essential and needs to be encapsulated in the contract clauses and this seminar will provide the fundamental knowledge of the essential risk management features that are in these contracts. Participants will get to understand investor protection in the Oil and Gas industry and how this can be achieved.

This comprehensive seminar will provide many opportunities to have interactive discussion and review case studies and discuss the various legal and regulatory aspects of these contracts. Participants will gain a true understanding of the legal underpinnings of the Oil and Gas contracts used around the world in the Oil and Gas sector.

This training seminar will highlight:

- Modern aspects of Oil and Gas contracts
- How to manage production and country risks
- Key legal and commercial risk management measure
- Investor protection by providing legal frameworks
- Dispute resolution in cross border and international contracts

OBJECTIVES

At the end of this training seminar, you will:

- Comprehensively understand the legal principles of Oil and Gas contracts
- Understanding licensing, production sharing and service contracts
- Identifying the risk factors and managing those risks
- The relevant legal and regulatory frameworks at lay in the Oil and Gas industry
- Know how to use appropriate contractual clauses in Oil and Gas contracts
- Assess the best dispute resolution methods and how it will apply in different scenarios

TRAINING METHODOLOGY

Participants will gain greater understanding of the subject matter through presentations by an experienced international practitioner designed to both inform and broaden the perspectives of the participants. Case studies will be reviewed and discussed bearing in mind some of the realistic scenarios participants have encountered. Interactive discussions on problems and possible solutions will be encouraged.

ORGANISATIONAL IMPACT

The organisation will benefit by:

- Personnel in the organisation will be conversant with oil and gas contracts, licensing and productions rights
- Having a full understanding of the fundamental legal principles involved in licensing, production sharing contracts and service contracts
- Knowledge of the legal basis for these contracts
- Being able to anticipate and deal with issues and ramifications pertinent to energy contracts
- Strategizing on risk management techniques that can be used in the Oil and Gas contracts
- Senior management know the options available to enable them to negotiate terms and conditions of oil and gas contracts for upstream and downstream

PERSONAL IMPACT

This seminar teaches the competencies that enable the attendees to:

- Obtain the essential skill sets to negotiate oil and gas contracts clauses
- Manage and production and commercial risks through well drafted contract clauses
- Gain the ability to formulate a comprehensive thought out approach to contracting
- Demonstrate a professional understanding of apportioning risk and liability between the parties to the oil and gas contracts
- Work out a contracting strategy to meet company's goals
- Customise bespoke contracts suited to needs of their company

WHO SHOULD ATTEND?

This training seminar will benefit all levels of personnel involved in any aspect of project procurement and implementation in the oil and gas sector. It will enable a broad range of disciplines to appreciate and understand the complexities of this industry, and how best to manage risk.

This training seminar is appropriate to a wide range of professionals but will greatly benefit:

- Legal managers, legal counsel
- Commercial and Business managers
- Contracts administrators and managers
- Commercial, financial and insurance professionals
- Project and General Management

SEMINAR OUTLINE

DAY 1

Introduction to Oil and Gas Contracts, Licensing and Production Rights

- Principal licensing and contractual arrangements
- Upstream and downstream contracting
- Financing in the international Oil & Gas industry
- Specific Risks in Upstream & Downstream contracts
- Contractual claims and resultant disputes
- The role of negotiation strategies in dispute avoidance under Oil & Gas contracts

DAY 2

Emergence of New Contractual Arrangements

- The Modern Concession Contracts
- The Production Sharing Contracts
- Participation Agreements and joint operation agreements (JOA)
- Service Contracts, Pure Service Contracts, Risk Service Contracts
- Environmental impacts in the context of protection policies and requirements
- Regulatory framework, institutional factors and infrastructure
- Comparative Analysis of the different contract forms

DAY 3

Stabilisation Clauses and International Petroleum Agreements

- Stabilisation clauses defined
- Typology of Stabilisation Clauses
- Validity and Efficacy of the Stabilisation Clause
- Stabilisation Clauses and the National and International Law
- The Re-negotiability of International Petroleum Agreements: Stability v. Flexibility
- The Triggering Events for Renegotiation
- Case studies

DAY 4

Risk Allocation - Hold Harmless Clauses and Exclusion Clauses in the Offshore Industry

- Indemnity and exclusion clauses: why the need
- Distinctions and definitions: indemnity vs. exclusion vs. limitation
- Mutual hold harmless – the 'knock for knock' regime
- Forms of exclusion clauses (and why it matters)
Common carve-outs from
- Termination clauses and disputes
- Right to terminate under applicable law & its consequences

DAY 5

Methods of Dispute Resolution under Cross Border/International Agreements

- Arbitration & Mediation – Important differences
- Mediation and conciliation, adjudication, dispute boards- save time and costs
- Enforcement of international arbitration awards under the New York Convention
- Contemporary Developments in case law and legislation



Code	Date	Venue	Fees
CM016	10 - 14 Jul 2017	London	\$5,500
CM016	11 - 15 Dec 2017	London	\$5,500

REGISTRATION DETAILS

LAST NAME: _____
 FIRST NAME: _____
 DESIGNATION: _____
 COMPANY: _____
 ADDRESS: _____

 CITY: _____
 COUNTRY: _____
 TELEPHONE: _____
 MOBILE: _____
 FAX: _____
 EMAIL: _____

AUTHORISATION DETAILS

AUTHORISED BY: _____

 DESIGNATION: _____
 COMPANY: _____
 ADDRESS: _____

 CITY: _____
 COUNTRY: _____
 TELEPHONE: _____
 MOBILE: _____
 FAX: _____
 EMAIL: _____

PAYMENT DETAILS

- Please invoice my company
- Cheque payable to GLOMACS
- Please invoice me

CERTIFICATION

Successful participants will receive GLOMACS' Certificate of Completion

4 WAYS TO REGISTER

Tel: **+971 (04) 425 0700**
 Fax: **+971 (04) 425 0701**
 Email: **info@glomacs.ae**
 Website: **www.glomacs.ae**

TERMS AND CONDITIONS

- Fees - Each fee is inclusive of Documentation, Lunch and refreshments served during the entire seminar.
- Mode of Payment - The delegate has the option to pay the course fee directly or request to send an invoice to his/her company/ sponsor. Credit card and cheque payments are both acceptable.
- Cancellation / Substitution - Request for seminar cancellation must be made in writing & received three (3) weeks prior to the seminar date. A US\$ 250.00 processing fee will be charged per delegate for each cancellation. Thereafter, we regret that we are unable to refund any fees due, although in such cases we would be happy to welcome a colleague who would substitute for you.
- Hotel Accommodation - is not included in the course fee. A reduced corporate rate and a limited number of rooms may be available for attendees wishing to stay at the hotel venue. Requests for hotel reservations should be made at least three (3) weeks prior to the commencement of the seminar. All hotel accommodation is strictly subject to availability and terms and conditions imposed by the hotel will apply.
- Attendance Certificate - a certificate of attendance will only be awarded to those delegates who successfully completed/ attended the entire seminar including the awarding of applicable Continuing Professional Education Units/Hours.
- Force Majeure - any circumstances beyond the control of the Company may necessitate postponement, change of seminar venue or substitution of assigned Instructor. The Company reserves the right to exercise this clause and implement such amendments.
- Fair Access / Equal Opportunities - In the provision of its services as a world-class Training Provider, the Company is committed to provide fair access / equal opportunities throughout the delivery of its courses and assessment leading to the completion of training seminars, or 3rd party qualifications/certifications.

