Understanding Energy Contracts


This course is Designed, Developed, and will be Delivered under ISO Quality Standards
Understanding Energy Contracts

WHY CHOOSE THIS TRAINING COURSE?

Energy needs must be met in a world that cannot survive without it. How effectively we meet this need will determine the development of the modern world. Many challenges are facing us in the field of energy which includes issues such as high and volatile energy prices, growing global energy demand, security risks affecting producing and transit countries, the growing threats of environmental changes, slow progress in energy efficiency, challenges posed by the increasing share of renewables.

Energy Contracts need to be strategic and looked at through the lens of your company’s current risk profile. Companies need to formulate a targeted approach. Your energy contract management should provide customize solutions and also determine the best pricing strategy to meet your efficiency goals. Parties to the contracts want to mitigate dramatic price increases and the contracts need to address this and provide workable solutions. There is a need for customised contracts to avoid undue penalties which can cripple the commercial viability of a project. Energy contracts must allow for flexibility and the contracts must reflect this and have a robust basis for meeting stakeholders’ requirements.

This training course will provide participants with a comprehensive understanding of energy contracts essential to manage the volatile energy market. Participants will receive a thorough in-depth exposition of the several energy contracts and understand the rationale behind them and acquire essential skills to negotiate sound well thought out energy contracts.

WHAT ARE THE GOALS?

By the end of this training course, participants will be able to:

- Understand the global energy market and the structure of energy contracts.
- Assess risks in the energy industry and know how to minimize those risks.
- Examine and analyse the difference energy contracts both upstream and downstream
- Assess key issues faced during contract lifecycle and know how to negotiate appropriate contractual clauses
- Avoiding pitfalls in contract negotiations and ambiguous contractual terms

WHO IS THIS TRAINING COURSE FOR?

This PetroKnowledge training course is suitable to a wide range of energy industry professionals but will greatly benefit:

- Contracts Professionals
- Commercial Managers & Professionals
- Project Managers
- Procurement Supply Chain Professionals
- Risk Manager / Contract Risk Professionals
- Financial Professionals in the Energy Industry

HOW WILL THIS TRAINING COURSE BE PRESENTED?

This training course will utilise a variety of proven interactive learning techniques to ensure maximum understanding, comprehension and retention of the information presented. This includes exercises designed to improve the understanding of the core energy contracts, improve their skill sets to negotiate better energy contracts through interactive session with case studies, discussion groups and scenario building.
Day One: Introduction to Energy Contracts

Competency Description: Energy contracts are the basis of the energy sector. A basic knowledge of the fundamentals on the main principles that underlie these contracts will provide participants with a road map to these types of contracts.

Key behaviours

- Acquiring basic knowledge of the structure of these contracts
- Analysing the role of the different parties to these contracts
- Understanding environmental & renewal energy issues
- Key management will appreciate the human, socio-economic and cultural impacts

Topics to be covered

- Energy Laws, Policy, Business Ethics
- Renewable energy issues
- Petroleum Policy & Economics
- Environmental issues
- Human, Socio-economic and Cultural Impacts

Day Two: Specific Energy Contracts Examined

Competency Description: Detailed understanding of the main clauses in the different types of energy contracts will provide participants with a road map to these types of contracts.

Key behaviours

- Attaining a comprehensive knowledge of the main contractual clauses in energy contracts
- Obtaining a clear understanding of the parties’ rights and obligations under the contract
- Analysing the risk factors involved and how best to mitigate those risks
- Comparing different versions of the specific contracts and incorporating the best terms into their own contracts
- Key management personnel will appreciate the human, socio-economic and cultural impacts

Topics to be covered

- Gas Sale Agreement (GSA)
- LNG Sale and Purchase Agreement (SPA)
- Time charter party agreement
- Terminal use agreement
- Decommissioning
Day Three: Specific Upstream Energy Agreements

Competency Description: Full understanding of the upstream energy contracts. Review of essential clauses and the principles upon which they operate. Consider how revenue and profits are shared between state authorities and operators under the terms of these contracts.

Key behaviours

- Obtain hands-on knowledge of the essential clauses under this contract
- Obtaining a clear understanding of the parties’ rights and obligations under the contract
- Analysing the risk factors involved and how best to mitigate those risks
- Comparing different versions of the specific contracts and incorporating the best terms into their own contracts
- Key management personnel will appreciate the human, socio-economic and cultural impacts

Topics to be covered

- Oil and gas concessions
- Production Sharing Contracts
- Service Contracts
- Joint Operating Agreements (Joint ventures)

Day Four: Risk Based Contracting – EPC, EPCM and Alliance Contracts

Competency Description: Obtaining essential understanding of EPC, EPCIC, EPCM and Alliance contracts and their main differences. Appreciating the risk and reward aspects of these contracts. Gaining invaluable knowledge of the risk and liabilities involved in these contracts and how parties can mitigate their exposure and limit their liabilities.

Key behaviours

- Gain fundamental knowledge of the main clauses of the contracts.
- Obtaining a total understanding of the employer and contractor’s rights and obligations under the EPC contract form
- Analysing the employer and contractor’s risk factors and how to overcome and manage those risks
- Managing delay claims both from contractor’s and employer’s perspective
- Understanding performance obligations and warranties
- Know the effects of termination of contracts and how to re-negotiate contracts

Topics to be covered

- Basic features of an EPC, EPCM, Alliance contracts
- Key oil and gas specific clauses
- Key performance clauses
- Liquidated damages
- Risk allocation & Risk assessment

Day Five: Structure of Transportation & Power Purchase Agreements

Competency Description: Gaining the knowledge of the main terms in mid-stream and off-take contracts. Appreciating the risks and liabilities involved when there is a failure to take or pay. How to negotiate long term contracts bearing in mind inevitable change of circumstances, law or other factors.

Key behaviours

- Getting conversant with the main terms of these contracts
- Analysing the parties’ main risks and negotiating and drafting contracts to address these risks which may short or long term risks.
- Knowing the effects of force majeure on the contractual obligation of parties
- Understanding the effects of take or pay provisions in these types of contracts
- Identifying long terms risks and how provisions has be negotiated into contracts to deal with material adverse changes that may impact the contracts

Topics to be covered

- Gas Sales Agreements
- Power Purchase Agreements
- Transportation agreements
- Take or pay agreements
Understanding Energy Contracts

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<td>14 - 18 Aug 2017</td>
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This fee is inclusive of Documentation, Lunch and Refreshments

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Maximize your training budget and have several members of your staff, who require specific training, to attend with the advantage of not incurring additional travel costs when attending a ‘public’ training courses & seminars.

Would you like a PetroKnowledge training course delivered at a time or location to suit you? Would you like PetroKnowledge to tailor a course from our comprehensive library of programmes? Or would you like us to create an entirely new, bespoke course to suit the exact needs of your organisation?

Working in partnership with our clients, PetroKnowledge provides an enjoyable, creative learning experience that enables participants to develop their skills and knowledge. We can deliver not only generic, off-the-shelf courses from our extensive learning portfolio, but we can provide tailored as well as bespoke learning on any aspect of skill development or knowledge. Our in-house courses are conducted by the same expert trainers who conduct PetroKnowledge public courses so you can be assured they will fulfill the learning objective of any organisation.
BOOKING TERMS & CONDITIONS

Booking
• Bookings for courses can be made via our website (petroknowledge.com) or by contacting our Registration Desk on +971 2 5577 389 or at reg@petroknowledge.com
• For on-line bookings, please select the course that you require and click on the “Register Now” button, following the instructions step by step
• Upon receipt of booking in order, enrollment on the respective training course will be confirmed by Registration Team with all necessary documentation

Invoicing and Payment
• Our fees include course presentation, relevant materials, physical & digital documentation, lunch and refreshments served during entire training. Accommodation charges are not included in the course fees
• Course fees are payable upon booking unless a valid, authorized Purchase Order is provided and accepted
• Invoices will be sent via email/courier to the ID/name and address provided
• We prefer to have the fees payment in our account before the start of training course. However, if your company has a different payment policy, the same should inform us in advance
• The currency of fees is in US Dollars (USD). Payments can be made in USD or UAE local currency AED (Arab Emirates Dirhams) either by Bank Transfer or by Credit Card. Our Bank Account details will be provided on the Invoice
• Please note that we do accept payment by cash, in USD or AED, only for the last minute bookings

Cancellation of Courses
• It may be necessary for PetroKnowledge to amend or cancel any course, course times, instructors, dates or published fees due to unforeseen circumstances and we reserve the right for such changes
• Any amendments will be advised before the course start date and any bookings already paid in full will not be subject to increased fees

Cancellation by Client
• Once you have completed your booking, received your confirmation of enrollment and a dated payment Invoice, you are deemed to have a contract with PetroKnowledge. You reserve the right to cancel this contract given the below terms
• All cancellations must be received in writing at reg@petroknowledge.com and info@petroknowledge.com at least 14 days prior to the training
• After the cancellation period has expired, consideration may be given, on a case to case basis, if a registered delegate nominates a substitute on the same course, shifts to next session of the course or moves to a new course
• For a cancellation request made on or before the statutory 14 day cancellation period, a refund may be given or a credit note issued which can be used against future course fees
• A 25% administration fee (of the total course fee at the time of booking) will be charged for any cancellations made outside of the statutory cancellation period

Attendance Certificate
• The daily course schedule should be accurately followed to ensure undeterred implementation of our training
• All delegates, who participated in their course throughout, will receive the Certificate of Completion on the last day
• Please report any foreseeable absences to a PetroKnowledge representative or to your sponsors directly
• An absence of three (3) or more sessions of the course will invalidate your eligibility for the Certificate of Completion