International Oil & Gas Law, Contracts, and Negotiations
Westin Galleria Hotel, Houston, Texas

PART 1
From Concept to Discovery
September 24-28, 2018
- 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 1-5, 2018
- International Project Development Risks
- Sanctions
- Seismic Contracts, Data Use & Exchange Agreements
- Unconventional Resources Development
- Crude Oil Marketing
- International Drilling and Service Contracts
- Decommissioning Issues
- 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

These courses are limited to 100 participants each week.
<table>
<thead>
<tr>
<th>DAY 1: Monday, September 24, 2018</th>
<th>DAY 2: Tuesday, September 25, 2018</th>
</tr>
</thead>
</table>
| 9:00 am – 9:15 am: Introduction and Opening Remarks  
HARRY W. SULLIVAN, JR., Program Chair; International Energy Attorney, Dallas  
ELISABETH ELJURI, Program Chair; Chief Negotiator and Chief Legal Counsel, Sierra Oil and Gas, Mexico City | 9:00 am – 10:30 am: Granting Instruments  
• Concessions  
• Production sharing contracts  
• Risk service contracts  
• Other provisions  
JENNIFER JOSEFSON, Partner, King & Spalding LLC, Moscow  
ELISABETH ELJURI, Chief Negotiator and Chief Legal Counsel, Sierra Oil and Gas, Mexico City |
| 9:15 am – 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  
CHRIS MOYES, President, Moyes & Co., Dallas | 10:30 am – 10:45 am: Hosted Refreshment Break |
| 10:15 am – 10:30 am: Hosted Refreshment Break | 10:45 am – 12:30 pm: Granting Instruments  
Continued |
| 10:30 am – 12:30 pm: Confidentiality Agreements  
• Purpose and key provisions of 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 | 12:30 pm – 2:00 pm: Hosted Networking Luncheon |
| 12:30 pm – 2:00 pm: Lunch – On Your Own | 2:00 pm – 4:00 pm: Granting Instruments  
Continued |
| 2:00 pm – 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  
• AIPN Model Form Dispute Resolution Provisions  
JOHN P. BOWMAN, Partner, King & Spalding LLP, Houston | 4:00 pm – 4:15 pm: Hosted Refreshment Break |
| 4:15 pm – 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  
JOHN P. BOWMAN, Partner, King & Spalding LLP, Houston | 4:15 pm – 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  
JOHN P. BOWMAN, Partner, King & Spalding LLP, Houston |
| 4:00 pm – 4:15 pm: Hosted Refreshment Break | 5:30 pm – 7:00 pm: Hosted Reception for Registrants, Speakers & Guests |
| 4:15 pm – 6:00 pm: 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  
YULIYA D. MARCER, Senior Counsel, BP America, Inc., Houston | 6:00 pm – 7:00 pm: Hosted Reception for Registrants, Speakers & Guests |
| 6:00 pm – 7:00 pm: Hosted Reception for Registrants, Speakers & Guests | 7:00 pm – 8:00 pm: Hosted Reception for Registrants, Speakers & Guests |

Part 1 – From Concept to Discovery

The course registration desk will open at 8:15 am on Monday, September 24 at the Westin Galleria Hotel, 5060 W. Alabama, Houston, Texas 77056, USA. Sessions will meet at this hotel daily.
12:30 pm – 2:00 pm: Lunch – On Your Own

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

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

4:15 pm – 5:30 pm: JOA Accounting Procedures
- Accounting for costs among co-owners of rights under international oil and gas granting instruments
- 2012 AIPN Model Form International Accounting Procedure
BEN H. WELMAKER, JR., Attorney at Law, Houston

DAY 4: Thursday, September 27, 2018

9:00 am – 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
- AIPN Model Form International Farmout Agreement
JENNIFER JOSEFSON, Partner, King & Spalding LLC, Moscow
FRANK L. CASCIO, JR., International Energy Attorney, Houston

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

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

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

2:00 pm – 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
- AIPN Model Form UUOA and current revisions
DAVID F. ASMUS, Partner, Sidley LLP, Houston
STEVEN P. OTILLAR, Partner, White and Case LLP, Houston

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

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

DAY 5: Friday, September 28, 2018

9:00 am – 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 unwary
JAY G. MARTIN, Chief Compliance Officer and Associate General Counsel, Baker Hughes, a GE Company, Houston
JOHN SARDAR, Chief Compliance Officer, Noble Energy, Inc., Houston

10:30 am – 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
- AIPN Model Form Lifting Procedure
FRANK L. CASCIO, JR., International Energy Attorney, Houston

12:30 pm: Course Adjournment

CO-SPONSORS

THE ROCKY MOUNTAIN MINERAL LAW FOUNDATION (RMMLF), established in 1955 as a nonprofit corporation, is an international educational organization dedicated to the study of the legal systems and issues affecting mineral, public lands, and water resources. The Foundation is a cooperative project of law schools, bar associations, and industry associations, and sponsors numerous programs on mining, oil and gas, and natural resource law issues. RMMLF, 9191 Sheridan Blvd. Ste. 203, Westminster, CO 80031, tel +1 303-321-8100, fax +1 303-321-7657, info@rmmlf.org, www.rmmlf.org.

THE ASSOCIATION OF INTERNATIONAL 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 4,000 members from some 110 countries. AIPN, 11111 Katy Freeway, Suite #615, 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 which since 1947 has served lawyers and law enforcement officials from over 131 countries. IEL, 5201 Democracy Drive, Plano, TX 75024, tel +1 972-244-3400, fax +1 972-244-3401, iel@cailaw.org, www.cailaw.org/iel.
<table>
<thead>
<tr>
<th>TIME</th>
<th>Event</th>
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<tbody>
<tr>
<td>9:00 am – 9:15 am</td>
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<td>ELISABETH ELJURI, Program Chair; Chief Negotiator and Chief Legal Counsel, Sierra Oil and Gas, Mexico City</td>
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<tr>
<td>9:15 am – 10:30 am</td>
<td>Overview of International Oil &amp; Gas Issues and International Project Development Risks</td>
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<tr>
<td>JASPER MASON, Gibson, Dunn &amp; Crutcher LLP, Houston</td>
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<td>MICHAEL SILVER, International Energy Attorney, Houston</td>
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<td>10:30 am – 10:45 am</td>
<td>Hosted Refreshment Break</td>
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<td>10:45 am – 12:30 pm</td>
<td>Sanctions</td>
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<td>ANDREW MELSHEIMER, Partner, Thompson &amp; Knight, Dallas</td>
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<td>12:30 pm – 2:00 pm</td>
<td>Lunch – On Your Own</td>
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<td>2:00 pm – 3:00 pm</td>
<td>Seismic Contracts, Data Use, and Exchange Agreements</td>
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<tr>
<td>TERRY TODD, Formerly Director, Global Relations, Society of Exploration Geophysicists, Tulsa</td>
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<td>MONIKA U. EHRMAN, Associate Professor of Law, University of Oklahoma College of Law, Norman</td>
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<td>3:00 pm – 4:00 pm</td>
<td>International Unconventional Resources Development</td>
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<td>FRANK L. CASCIO, JR., International Energy Attorney, Houston</td>
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<tr>
<td>MONIKA U. EHRMAN, Associate Professor of Law, University of Oklahoma College of Law, Norman</td>
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<td>4:00 pm – 4:15 pm</td>
<td>Hosted Refreshment Break</td>
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<td>4:15 pm – 6:00 pm</td>
<td>Crude Oil Marketing</td>
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<td>FRANK L. CASCIO, JR., International Energy Attorney, Houston</td>
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<tr>
<td>KEITH B. HALL, Louisiana State University Paul M. Hebert Law Center, Baton Rouge</td>
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<tr>
<td>6:00 pm – 7:00 pm</td>
<td>Hosted Reception for Registrants, Speakers &amp; Guests</td>
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<th>TIME</th>
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<tr>
<td>9:00 am – 10:30 am</td>
<td>International Drilling and Service Contracts</td>
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<tr>
<td>WILLIAM W. PUGH, Partner, Liskow &amp; Lewis, Houston</td>
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<tr>
<td>OWEN L ANDERSON, Professor, Kay Bailey Hutchison Center for Energy, Law &amp; Business, Houston</td>
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<tr>
<td>10:30 am – 10:45 am</td>
<td>Hosted Refreshment Break</td>
</tr>
<tr>
<td>10:45 am – 12:30 pm</td>
<td>International Drilling and Service Contracts Continued</td>
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<tr>
<td>FELIPE ALICE, Partner, Morgan Lewis &amp; Bockius LLP, Houston</td>
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<tr>
<td>EDUARDO G. PEREIRA, Professor of Energy Law, Externado University of Colombia; Research Fellow, University of Oslo</td>
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<tr>
<td>12:30 pm – 2:00 pm</td>
<td>Hosted Networking Luncheon</td>
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<tr>
<td>2:00 pm – 4:00 pm</td>
<td>Decommissioning Issues</td>
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<tr>
<td>FELIPE ALICE, Partner, Morgan Lewis &amp; Bockius LLP, Houston</td>
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<tr>
<td>EDUARDO G. PEREIRA, Professor of Energy Law, Externado University of Colombia; Research Fellow, University of Oslo</td>
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<td>4:00 pm – 4:15 pm</td>
<td>Hosted Refreshment Break</td>
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<tr>
<td>4:15 pm – 5:30 pm</td>
<td>Corporate Social Responsibility and Business Ethics</td>
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<tr>
<td>GWENDOLYN JARAMILLO, Partner, Foley Hoag LLP, San Antonio</td>
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<tr>
<td>TOUFIC P. NASSIF, President, T P Nassif and Associates LLC, Houston</td>
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</tbody>
</table>
DAY 3: Wednesday, October 3, 2018

9:00 am – 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
ANDREW B. DERMAN, Partner, Thompson & Knight LLP, Dallas
VINCENT S. MORELAND, Assistant General Counsel, E&P Legal, Hess Corporation, Houston

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

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

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

2:00 pm – 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
• AIPN Model Form Gas Balancing Agreement
• AIPN Model Form Gas Transportation Agreement
HARRY W. SULLIVAN, JR., International Energy Attorney, Dallas
PETER HAYES, Partner, King & Spalding LLP, Houston

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

DAY 4: Thursday, October 4, 2018

9:00 am – 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
HARRY W. SULLIVAN, JR., International Energy Attorney, Dallas
PETER HAYES, Partner, King & Spalding LLP, Houston

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

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

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

DAY 5: Friday, October 5, 2018

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

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

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

12:30 pm: Course Adjournment

The course registration desk will open at 8:15 am on Monday, October 1 at the Westin Galleria Hotel, 5060 W. Alabama, Houston, Texas 77056, USA. Sessions will meet at this hotel daily.
### 1. Registrant Information
Please type or print legibly.

<table>
<thead>
<tr>
<th>Name</th>
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<tbody>
<tr>
<td>Badge Name (if different from above)</td>
<td>___________________________</td>
</tr>
<tr>
<td>Employer</td>
<td>___________________________</td>
</tr>
<tr>
<td>Employer Address</td>
<td>___________________________</td>
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<tr>
<td>City/State/Zip</td>
<td>___________________________</td>
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<tr>
<td>Phone (___)</td>
<td>___________________________</td>
</tr>
<tr>
<td>Fax (___)</td>
<td>___________________________</td>
</tr>
<tr>
<td>Attendee Email</td>
<td>___________________________</td>
</tr>
</tbody>
</table>

**Attendee Email**
(required for confirmations, advance registration list, and program updates)

Please check all that apply:

- [ ] Attorney
- [ ] Landman
- [ ] CPA
- [ ] Management
- [ ] Consultant
- [ ] Other (please specify): ___________________________

**CLE credit** requested for the following states: ___________________________

**Other credit** requested from: ___________________________

### 2. Which Course Will You Attend?

- [ ] PART 1 From Concept to Discovery
- [ ] PART 2 From Discovery to Decommissioning

### 3. Registration Category
Please select the applicable registration fee.

<table>
<thead>
<tr>
<th></th>
<th>Thru July 9, 2018</th>
<th>10% Discount Both Courses</th>
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<tbody>
<tr>
<td>Non-Member</td>
<td>$2,950</td>
<td>$5,310</td>
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<tr>
<td>Member (Check all that apply):</td>
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<tr>
<td>RMMLF</td>
<td>$2,675</td>
<td>$4,815</td>
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<td>AIPN</td>
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<td>IEL</td>
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### 4. Materials
You can only purchase materials to the course(s) for which you are registered.

<table>
<thead>
<tr>
<th>Course</th>
<th>Download Only ($0)</th>
<th>Hard Copy ($70)</th>
</tr>
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<tbody>
<tr>
<td>PART 1 From Concept to Discovery</td>
<td>Electronic materials only</td>
<td>Receive manual at conference</td>
</tr>
<tr>
<td>PART 2 From Discovery to Decommissioning</td>
<td>Electronic materials only</td>
<td>Receive manual at conference</td>
</tr>
</tbody>
</table>

### 5. Payment Information
Prepayment Required – Please pay in U.S. Dollars

- [ ] Check drawn on a U.S. bank in U.S. Dollars (Payable to RMMLF)
- [ ] VISA
- [ ] MasterCard
- [ ] American Express

Credit Card # ___________________________

Name on Card ___________________________ Exp. Date ____________

Signature ____________________________

- [ ] Electronic Funds Transfer: Contact the Foundation at info@rmmlf.org

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The Rocky Mountain Mineral Law Foundation is a non-profit, tax-exempt corporation (Tax ID #84-6037688).
General Information

Room Reservations: The Westin Galleria Hotel, 5060 W. Alabama, Houston, TX 77056, USA, has blocked rooms for these courses until September 11 at the discounted rate of $196 per night. Ask for the special rates for International Oil & Gas Law registrants. For reservations, contact the Westin at:

- Online http://tinyurl.com/rockym128
- Toll Free +1 800-627-8514

Trouble making room reservations? Contact us at info@rmmlf.org

Car Rental: Hertz is offering special discounts by referencing Meeting CV#03NJ0013 and Rocky Mountain Mineral Law Foundation. Make reservations at http://tinyurl.com/hertz2018 or call 800-654-2240 (U.S.); 800-263-0600 (Canada); or 405-749-4434 (Intl).

Registration Fees: Include 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.

Registration Cancellations: Refunds, less a $200 administrative fee, will be given for cancellations received by 3:00pm on Monday, August 20, 2018. 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@rmmlf.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.

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.