

International Upstream Petroleum Industry: Trends, Fiscal Systems and Technology

Tuesday, June 17, 2008
Sheraton Hotel, Maslak, İstanbul
Preceding the 31st IAEE International Conference
www.iaee08ist.org

CONTENT

Evaluating upstream investment opportunities is a very demanding task. Exploration projects are intrinsically risky as quantity and quality of the hydrocarbons are uncertain. Project risks increase due to volatility of prices and costs, and geopolitical developments. Fiscal regimes should ideally balance geologic as well as other risks. In this one-day workshop, we will cover some of the recent industry trends, analyze various fiscal systems via models and case studies, discuss importance of good faith negotiation of contracts, dissect a petroleum contract and look at a technology case study.

AGENDA

9:00 – 10:00 Background

- ❖ Creating value across the petroleum value chain
- ❖ Global oil and gas industry organization (IOCs and NOCs), hydrocarbon regulation
- ❖ Upstream investment trends

Coffee Break

10:30 – 12:00 Fiscal Regimes

- ❖ Fiscal terms and their impact on the bottom line (model-based analysis)

Lunch

13:30 – 15:30 Dissecting Oil & Gas Contracts

- ❖ International petroleum agreements – overview
- ❖ Practical considerations in negotiation – goals and objectives
- ❖ Specific considerations for negotiation
- ❖ Fiscal terms and conditions in contracts
- ❖ Work programs and performance

Coffee Break

16:00 – 17:00 Upstream Technology and Value Creation

- ❖ Technology case study – heavy oil value realization

FACULTY

Al Boulos, Boulos International, 30+ years of international contract negotiation experience; past president and active member of the Association of International Petroleum Negotiators (AIPN)

Michelle Foss, Center for Energy Economics, Board Member of AIPN

Gürcan Gülen, Center for Energy Economics

Bhamy Shenoy, Senior Advisor, Center for Energy Economics, 20+ years with Conoco, oil industry consulting in Central Asia and Caucasus, former Board member of Georgian National Oil Company.

OTHER INVITED RESOURCE PERSONS

Fisoye Delano, Managing Director, Nigerian Petroleum Development Corporation

Mariano Gurfinkel, Center for Energy Economics, past experience in PDVSA, national company in Venezuela, active member of the Society of Petroleum Engineers

CONTACT

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FEES & Registration

\$475 for individual

Special Registration Rates and Discounts:

- **30%** discount for groups of 3 or more from the same organization (discount code: CEE-TR). Participants must be registered at the same time.
- **\$165** - discounted registration rate for registered delegates of the IAEE conference (please contact CEE to receive a discount code)

To register, please click [here](http://www.beg.utexas.edu/energyecon/iupi/) or visit <http://www.beg.utexas.edu/energyecon/iupi/>