



DEAL-MAKING IN THE
NEW ENERGY WORLD ORDER
2009

International Conference

October 18-21 • Bangkok, Thailand • Mandarin Oriental Hotel



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International Conference “Deal-Making in the New Energy World Order”

A **New Energy World Order** has emerged as a result of historic oil price swings; shifts in rent and power and changing relationships between IOCs, NOCs, governments and service companies; and a global financial crisis of proportions never previously seen. This conference will address the questions of “what lies ahead” for our industry and how the **New Energy World Order** will change the type of deals the industry makes, the resource holders they pursue, the alliances which are developed and the protections it will require to be successful in the ever changing energy world.

WHO SHOULD ATTEND

- Commercial advisors
- Negotiators/Dealmakers
- Investment bankers/advisors
- Government officials/NOCs
- Legal counsels and lawyers
- Portfolio, strategy and planning managers
- Accountants, economists
- Academics, students

NETWORKING OPPORTUNITIES

- Welcome Reception
The Dome at State Tower
- Networking Dinner
Sala Rim Naam, Mandarin Oriental Hotel
- Gala Dinner
Chomwang Hall, Royal Thai Navy Convention Grounds
- AIPN Golf Tournament
Thailand Country Club

CONFERENCE VENUE • MANDARIN ORIENTAL HOTEL, BANGKOK

Recognized as one of the world’s best hotels, the legendary Mandarin Oriental, Bangkok, has been chosen for the conference venue. Long famous for its service, style and grace, the hotel is located in the central Silom district of the city on the East bank of the Chao Phraya River. With complimentary shuttle boat service to the Saphan Taksin station of the Skytrain, Bangkok’s elevated metro system, the hotel provides access to several shopping districts, neighborhoods and famous sights that capture both the traditional and modern features of this international city. Reservations are available at a special AIPN group rate, providing its delegates a once in a lifetime opportunity to experience the magical world of luxury of the Mandarin Oriental, Bangkok.



\$150US single/double at the Mandarin Oriental Hotel | 48 Oriental Avenue | Bangkok, Thailand 10500

To reserve your room, visit www.mandarinoriental.com/bangkok and enter group code “AIPN2009”

2009 AIPN INTERNATIONAL CONFERENCE SPONSORS AND SUPPORTERS

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South East Asia Petroleum Exploration Society

Thailand

Petroleum Institute of Thailand



ASSOCIATION OF INTERNATIONAL PETROLEUM NEGOTIATORS

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International Conference

DAY 1 • SUNDAY, OCTOBER 18

16:00 - 18:00 • Royal Ballroom Foyer

Conference Registration

Business Opportunity Forum Registration

19:00 - 21:00 • State Tower

Welcome Reception

Drinks at Flute Bar (64th Floor, State Tower)

Followed by reception at State Room (67th Floor)

DAY 2 • MONDAY, OCTOBER 19

08:00 - 09:00 • Royal Ballroom Foyer

Conference Registration and Morning Coffee

09:00 - 09:15 • Royal Ballroom

Welcome Address

Official opening by conference co-chair and
2009 AIPN President Karen Krug

09:15 - 09:30 • Royal Ballroom

Keynote Address 1

Dr. Kurujit Nakornthap, Director-General, Department of
Mineral Fuels, Thailand Ministry of Energy

09:30 - 10:00 • Royal Ballroom

Keynote Address 2

Daniel Johnston, President, Daniel Johnston & Co.

10:00 - 10:45 • Royal Ballroom

Session 1: "Setting the Scene" - Global and Regional

Part 1: Activity overview (players, contracts, trends)
Joe Midgley, V.P. Business Dev., Wood MacKenzie

10:45 - 17:00 • Chao Phya Room

Business Opportunity Exhibition Opens

10:45 - 11:15 • Royal Ballroom Foyer

Networking/Coffee Break

11:15 - 12:00 • Royal Ballroom

Session 1: "Setting the Scene"- Global and Regional

Part 2 - "Above Ground Risks" (Geopolitical/economic
outlook and risks)

Fareed Mohamedi, Partner & Head of Markets and
Country Strategies, PFC Energy

12:00 - 13:30 • Hotel Outlets

Luncheon

13:30 - 14:15 • Royal Ballroom

Session 2: EP Business Development - Part 1

"Access - Playing the New Game"

Bob Fryklund, VP Industry Relations, IHS

14:15 - 15:00 • Royal Ballroom

Session 2: EP Business Development - Part 2

"The State and Investor's Shared Interests in the
New Energy World Order"

John Bowman, Partner, King & Spalding LLP

15:00 - 15:30 • Royal Ballroom Foyer

Networking/Coffee Break

15:30 - 17:30 • Royal Ballroom

Session 2: EP Business Development - Part 3

IOC/NOC Panel of New Business Development Executives

Moderator: Wayne Ackerman, Shell

Speakers:

Guy Outen, Exec. VP New Bus. Dev., Shell

Jay Pryor, VP Corp. Bus. Dev., Chevron

Anon Sirisaengtaksin, CEO, PTTEP

(I) Pertamina

(TBI) Other IOCs and NOCs active in the region

19:00 - 22:30 • Sala Rim Naam Pavilion,

Mandarin Oriental Hotel

Networking Dinner

All locations listed are at the Mandarin Oriental Hotel, unless otherwise noted.

Please note: AIPN reserves the right to change the program and speakers unannounced at any time

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DAY 3 • TUESDAY, OCTOBER 20

08:00 - 09:00 • Royal Ballroom Foyer
Coffee and Tea

08:00 - 17:00 • Chao Phya Room
Business Opportunity Exhibition

09:00 - 09:30 • Royal Ballroom
“Deal-Making in Times of Global Financial Crisis” - Part 1
Keynote Address
Martin Lovegrove, Vice Chairman, Oil & Gas, Standard Chartered Bank

09:30 - 11:00 • Royal Ballroom
Session 3: “Deal-Making in Times of Global Financial Crisis” - Part 2
1) Effect on fiscal terms & government positions - Dr. Pedro van Meurs, Founder, Van Meurs Corp.
2) Islamic financing - Mohammad Faiz Azmi, Global Islamic Finance Leader, PricewaterhouseCoopers
3) Insolvency: How to protect yourself when the contractor/buyer/joint venturer goes bankrupt - David Cowling, Partner, Clayton Utz

11:00 - 11:30 • Royal Ballroom Foyer
Networking/Coffee Break

11:30 - 12:30 • Royal Ballroom
Session 3: “Deal-Making in Times of Global Financial Crisis” - Part 3
“State Investment Disputes: Issues & Strategies”
Panel Discussion
Chair - Tim Martin, Independent Arbitrator
John Bowman, Partner, King & Spalding LLP
Nigel Blackaby, Partner, Freshfields, Bruckhaus, Deringer

12:30 - 14:00 • Hotel Outlets
Luncheon
“Changing Design in the Auto World - Impacts on Energy Industry”
(I) Stephen Carlisle, General Motors

CONCURRENT SESSIONS:
Session 4: Business Opportunity Forum

14:00 - 15:30 • Royal Ballroom
Ministry/Company presentations
held in conjunction with SEAPEX

15:30 - 16:00 • Royal Ballroom Foyer
Networking/Coffee Break

16:00 - 17:30 • Royal Ballroom
Ministry/Company presentations (continued)

CONCURRENT SESSIONS:
Session 5: Student/Young Professional Program

14:00 - 15:30 • Embassy Room
“Overview of AIPN” - Karen Krug, AIPN President
“Review of Selected Model Agreements” - Skip Maryan, Partner, Thompson & Knight

15:30 - 16:00 • Royal Ballroom Foyer
Networking/Coffee Break

16:00 - 17:30 • Embassy Room
Speakers:
Dr. Pedro van Meurs, Founder, Van Meurs Corp.
Daniel Johnston, President, Daniel Johnston & Co.

18:30 - 23:00 • Chomwang Hall, Royal Thai Navy Convention Grounds
Gala Dinner
Transportation provided by shuttle boat from the Mandarin Oriental Hotel to the Royal Thai Navy Convention Grounds