

 **Spring**  2010
Conference

April 21 - 23, 2010
San Luis Resort
Galveston, Texas USA

“Where to Now? Current Events and Future Trends in the World’s Hydrocarbon Hotspots”



ASSOCIATION OF INTERNATIONAL PETROLEUM NEGOTIATORS

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CONFERENCE PROGRAM*

Wednesday, April 21, 2010

4:00 PM – 6:00 PM	Registration	Mainsail Ballroom Foyer
1:00 PM – 6:00 PM	AIPN Golf Tournament Bus will leave hotel at noon	Moody Golf Course
2:00 PM – 5:30 PM	AIPN Tennis Tournament	San Luis Resort
7:00 PM – 9:00 PM	Welcome Reception	San Luis Resort, Poolside

Thursday, April 22, 2010

7:30 AM – 8:30 AM	Continental Breakfast & Registration	Mainsail Ballroom Foyer
8:30 AM – 8:45 AM	Conference Welcome and Opening Remarks Karen Krug, Outgoing President, AIPN Chris Moyes, Incoming President, AIPN Scott Barber, Devon Energy Corporation, <i>Conference Co-chair</i>	Mainsail Ballroom
8:45 AM – 10:00 AM	Law of the Sea/Arctic Pieter H.F. Bekker, Partner & Head of Public International Law, Crowell & Moring LLP, New York, N.Y., USA Coalter G. Lathrop, President, Sovereign Geographic Inc., Asheville, N.C., USA This presentation will address such questions as, will the US join UNCLOS; what significant impact will this have on the rights of the US to develop hydrocarbon resources; and how will the development of oil and gas resources in the Arctic be organized.	Mainsail Ballroom
10:00 AM – 10:30 AM	Morning Coffee Break	Mainsail Ballroom Foyer
10:30 AM – 12:00 PM	International New “Frontiers” Robert Fryklund, IHS, Houston, Texas, USA Glen Sansom, General Manager Continental Europe, Schlumberger, Bucharest, Romania Martin Schuepbach, President, Schuepbach Energy, Dallas Texas, USA The development of unconventional gas in North America has led to a complete change in the outlook for natural gas markets, supply, and price. This session will describe current efforts to identify and develop similar unconventional gas resources in Europe.	Mainsail Ballroom
12:00 PM – 1:30 PM	Networking Luncheon	Grand Ballroom A-B

CONCURRENT SESSIONS: Commercial Issues

Elissa Room

1:30 PM – 3:00 PM	Angola and Indonesia Debbie Chastity, Commercial Legal Coordinator, ConocoPhillips Indonesia, Houston, Texas, USA George Cornelis, Indonesian attorney, Legal Counsel (contract), ConocoPhillips Company, Houston, Texas, USA Richard D. Quay, Senior Legal Counsel, Angola LNG Project, Houston, Texas, USA Ricardo Silva, Partner, Miranda Alliance, Lisbon, Portugal Angola has rapidly become one of West Africa’s hotspots for oil and gas-related projects, frequently overtaking Nigeria as Sub-Saharan Africa’s main oil producer. With the seemingly never-ending successes of its offshore oil fields, its new pre-salt play, and recently launched LNG and refinery projects, Angola is increasingly attracting the attention of both oil companies and service providers. This session will explore the numerous opportunities that Angola has to offer, and some of the legal and commercial challenges investors are frequently faced with.
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The session will also address the special challenges of the Angola LNG Project, specifically those arising from the project's complex governance structure and from "the superior bargaining power" of the State and Sonangol. These challenges include the expansion of local content requirements beyond what the governing legal regime requires.

This panel will also address Indonesia's potential to come back under a new hydrocarbons policy.

3:00 PM – 3:30 PM **Afternoon Coffee Break** Mainsail Ballroom Foyer

3:30 PM – 5:00 PM **The Legal Meaning and Scope of the New Procurement Policies for PEMEX: Analysis of the 2008 PEMEX Law and the Administrative Procurement Guidelines of 2010**
George Baker, Managing Principal, Mexico Energy Intelligence, Houston, Texas, USA
Sergio Guaso, Vice President New E&P Contracts, Petroleos Mexicanos (Pemex), Mexico City, Mexico
Jaime A. Ramirez Navarro, Attorney at Law – International Law / Foreign Investment Projects with Martin & Drought P.C., San Antonio, Texas, USA

This presentation will address what Pemex will do under the new procurement regulations and amendments to petroleum legislation as well as its role in the Mexican deep water.

CONCURRENT SESSIONS: Legal Issues Mainsail Ballroom

International Compliance Law Impacting International Oil & Gas Business

The Journal of World Energy Law & Business (JWELB) will publish four leading articles in its Spring 2010 issue on international compliance law that significantly impact the international O&G business. The articles and their authors will be featured in the afternoon concurrent sessions on legal issues. Tim Martin, former AIPN President and Editor of this Special JWELB Issue, will moderate the four panels. The topics and descriptions of these panel discussions appear below:

1:30 PM – 3:00 PM **Panel Discussion 1: Human Rights and the Extractive Industries: Litigation Trends and Compliance Solutions**
Jonathan Drimmer, Partner, Steptoe & Johnson LLP, Washington, D.C., USA
Tim Martin, International Arbitrator, Calgary, Canada, *Panel Moderator*

This panel will discuss the growing trend of human rights lawsuits against O&G companies under the Alien Tort Statute in the U.S. and in other international venues. Compliance solutions to help companies meet human rights standards and protect themselves from this litigation trend will also be discussed.

Panel Discussion 2: Corruption & Anti-Corruption Laws: Managing the Risk in the Energy Sector on a Global Basis
Lucinda Low, Partner, Steptoe & Johnson LLP, Washington, D.C., USA
Milos Barutciski, Partner, Bennett Jones LLP, Toronto, Canada
Tom Sprange, Partner, Steptoe & Johnson LLP, London, UK
Tim Martin, International Arbitrator, Calgary, Canada, *Panel Moderator*

This panel will review the increasing corruption risks faced by O&G companies in their international operations and the relentless upward ratcheting of penalties and imprisonment for breaking a growing number of anti-corruption laws. They will discuss how best to manage this risk from a multi-jurisdictional perspective, with particular attention on the financial markets where O&G companies raise capital, which thus establish legal nexus and jurisdiction for prosecutors.

3:00 PM – 3:30 PM **Afternoon Coffee Break** Mainsail Ballroom Foyer

3:30 PM – 5:30 PM **Panel Discussion 3: Trade Sanctions & Export Controls: A Multi-Jurisdictional Analysis for the O&G Industry**
Nicholas Coward, Partner, Baker & McKenzie, Washington, D.C., USA
Sylwia Lis, Associate, Baker & McKenzie, Washington, D.C., USA
Sunny Mann, Associate, Baker & McKenzie, London, UK
Paul Burns, Partner, Baker & McKenzie, Toronto, Canada
Eugene Lim, Partner, Baker & McKenzie, Hong Kong

Tim Martin, International Arbitrator, Calgary, Canada, *Panel Moderator*

O&G companies must apply the most advanced technology in their international operations to maximize success. However, in doing so, they may run afoul of a bewildering (and sometimes contradictory) array of trade sanctions, export controls and anti-boycott laws imposed by numerous countries. This panel identifies where the risks lie and how companies can navigate their way through this complex minefield.

Panel Discussion 4: Managing Environmental and Social Risks in International O&G Projects: Legal and Policy Perspectives

Kit Armstrong, Senior Advisor, Plexus Energy, Carmel, Calif., USA

Robert Wasserstrom, Ph. D., Terra Group, Houston, Texas, USA

Tim Martin, International Arbitrator, Calgary, Canada, *Panel Moderator*

This panel focuses on key environmental and social issues that affect the international E&P sector and the driving forces underlying them. O&G companies that fail to understand these trends and how to manage these risks will also fail to acquire the license to operate needed to succeed in the international O&G business. The panel will provide credible and effective environmental and social performance tools to improve companies' access to new opportunities in an increasingly hostile world and to gain competitive advantage.

6:30 PM – 10:00 PM **AIPN Gala Cocktail Reception and Dinner** Galveston Island Convention Center, 2nd Floor

Friday, April 23, 2010

7:30 AM – 8:30 AM **Continental Breakfast & Registration** Mainsail Ballroom Foyer

8:30 AM – 10:00 AM **Iraq** Mainsail Ballroom

Robert B. Lydecker, International Oil and Gas Consulting, Dallas, Texas, USA

David Evans, Senior International Negotiator & Business Development Advisor, BP Exploration Operating Company, UK

William Cline, Gaffney Cline & Associates, Houston, Texas, USA

This presentation will address the effect of the March elections in Iraq, possible new hydrocarbons law and the results of the second bid process; how IOCs are responding and security will be discussed.

10:00 AM – 10:30 AM **Morning Coffee Break** Mainsail Ballroom Foyer

10:30 AM – 12:00 PM **Brazil Pre-salt** Mainsail Ballroom

Renato Bertani, President & CEO, Thompson & Knight Global Energy Services, LLC, Houston, Texas, USA;

Panel Moderator

Ambassador Antônio José Rezende de Castro, Consul General Brazil, Houston, TX, USA

Gustavo Amaral, E&P Vice President, Petrobras America Inc., Houston, Texas, USA

Marilda Rosado, Partner, Doria, Jacobina, Rosado e Gondinho Advogados, Rio de Janeiro, Brazil

Andrew Derman, Senior Partner, Thompson & Knight, Dallas, TX, USA

This panel will cover the reserves potential, and technical and economic challenges of the pre- salt region in Brazil, the new proposed production sharing contract model, and how IOCs are responding.

12:00 PM – 12:15 PM **Close of Conference** Mainsail Ballroom

Chris Moyes, Incoming President, AIPN

Elizabeth Eljuri, Vice President of Conferences, AIPN

Michael Josephson, Vice President of Model Contracts, AIPN

The conference will close with an update on upcoming AIPN conferences, model contracts and education initiatives.

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