A three-day practical applied training course for Oil and Gas Industry Professionals

Project Finance in the Oil and Gas Industry

Get to grips with financial and economic analysis techniques, sources and structures to ensure you deliver financially robust and watertight financial solutions unique to the oil and gas industry

Key learning points include:

- Core principles and practice of project finance unique to oil and gas industry projects
- Geographical, economic and political drivers for growth and demand to highlight opportunities
- Different approaches to finance for partnerships, joint ventures and other collaborating agreements
- Key financial risks and cost benefit risk analysis to limit exposure
- Structuring Reserve Base and Borrowing Base loan facilities
- Successful financing options for green projects
- Main legal risk considerations in project finance and loans
- Key techniques for project estimates and cash flow models to ensure economic viability
- Assessing the environmental and social risk through the Equator Principle
- Essential financial documentation relevant to oil and gas projects

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In association with:
Securing finance in today’s challenging and volatile markets is difficult; the oil and gas sector is one area that has remained sustainable for project finance opportunities over the past few years and will continue to do so. In order to take advantage of the opportunities available within this unique market you need to understand the key drivers for growth, areas of economic opportunity and combine this with a sound understanding of how to structure and secure project finance to deliver commercially viable solutions.

This dynamic and interactive programme reviews qualitative and quantitative project finance assessment, mechanisms for arranging investment participation and the related risk analysis in the context of the oil and gas industry, ensure you leave with the ability to deliver maximise opportunities and deliver watertight project financings. It is designed to help participants acquire a practical working knowledge and appreciation of the key delivery issues, parameters and pitfalls relevant to the petroleum industry supply chain.

Key benefits of attending

• Review the oil and gas industry supply chain to identify potential project opportunities
• Get to grips with key techniques for project estimation and cash flow models to ensure your proposal is commercially viable
• Access over 40 years industry experience in delivering commercially viable projects, with an exceptional ability to deliver information in a dynamic and practical format
• Analyse the legal risks to effectively protect your organisation against dispute
• Identify key documentation and process steps required to structure and secure sustainable project finance
• Examine how to apply project estimation and cash flow modelling techniques to ensure your solution is commercially viable
• Evaluate project finance techniques in the context of cases from E&P, refining, pipelines, transportation, LNG, NGL and petrochemical plants to understand the pitfalls specific to the industry

Who must attend

• Project Managers, Project Engineers
• Commercial and Contract Managers
• Purchasing and Procurement Managers
• Project Sponsors and Managers
• Financiers involved in project finance, investment analysis and syndicated lending
• Government and joint venture owners involved in sponsoring/assessing project finance deals
• Representatives from financial institutions involved in financing projects in the energy sector
• Contractors and consultants contributing to projects
• Accountants and lawyers

Course director
Dr Abe Abrahimi

Dr Abe Abrahimi has over 20 years’ experience working in industry negotiating agreements with suppliers and governments for organisation.

He has worked on innovative oil and gas projects in the North Sea and elsewhere in the world and with leading oil & gas companies such as Shell, British Gas, and others. One of these highly innovative and exciting projects was Shell’s UMC (Underwater Manifold Centre) – the first of its kind in the world

Today he is one the industry’s most well respected trainers, having helped oil and gas organisations save or gain in excess of £200 million. He has written over 70 papers, including three award winners, and published four books. He is also a winner of the UK 2010 Green Apple award for energy conservation, among other achievements.
Three easy ways to register

Visit
www.clariontraining.com

Email
bookings@clariontraining.com

Telephone
+44 (0)20 7384 8186

Three-day course schedule

• Registration on first day 8.30am
• Days one and two 9am to 5pm
• Each day has two 15 minute refreshment breaks and one hour for lunch

Key information

• Price £2,950 In certain locations VAT will be applicable but can be claimed back. Please contact us should you have any queries.
• Special offers Multiple Course, Group Booking and Yearly Pass offers are available. Please contact us for more information.
• Venue Each course will take place in a central city hotel. Participants will be provided with lunch and refreshments on each of the three days.
• Course materials Each participant will be given a complete set of course materials to reference throughout the course and to keep after the course has finished.
• Accommodation Participants are responsible for arranging their own accommodation. Clarion Training has special rates with certain hotels so please contact us for further information.

Agenda at a glance

Day one
• Oil Project Finance in Today’s Challenging Markets
• Natural Gas Project Finance in Today’s Unpredictable Conditions
• LNG Project Finance in Today’s Unpredictable Conditions
• Structuring and Financing Oil and Gas Field Development Projects

Day two
• Financing Oil and Gas Rigs, Platforms, Pipelines, Shipping and Related Facilities
• Crude Oil Refining Project Finance
• Natural Gas Treatment Project Finance
• Carbon Dioxide Tax, Credits and Trading, and Associated Gas Flaring

Day three
• Developing Project Estimates and Cash Flow Models
• Working with Banks, Loans and other Project Finance Providers
• Key Legal Issues in Project Finance, Summary and Conclusion
• Project Risk Equator Principle (EP)

Bespoke training solutions

• Consultancy
• In-House
• Online Coaching

All of our training programmes can be tailored, developed and delivered to focus on the challenges your business faces.

The programmes can be customised around your people, documentation and information to ensure it is business specific. In this format you will benefit from the intensive, practical and challenging development programme unique to Clarion Training, which will provide you with the essential skills and techniques your business requires.

For a bespoke training programme developed specifically to reflect your company’s corporate culture and current business issues, simply:

• Email contactus@clariontraining.com
• Or telephone + 44 (0) 207 384 8186

About us

Clarion Training is part of the international conference and exhibitions company, Clarion Events. Our Synergy, Spintelligent, Energy Exchange and World Refining Association brands have all achieved worldwide recognition for conferences and exhibitions in upstream and downstream oil and gas, energy trading, metering, transmission and distribution sectors.

We are now pleased to launch Clarion Training and have produced our training courses with a real understanding and enthusiasm for the energy industry. We are committed to delivering dynamic and sector specific training solutions that provide practical development in the context of the energy industry to ensure that the learning outcomes are directly transferable to the business challenges faced.
Project Finance in the Oil and Gas Industry

Detailed agenda

Day one

Oil Project Finance in Today’s Challenging Markets
- Oil price volatility and raising project finance
- Related costs volatility and raising project finance
- Environmental issues and project finance
- Oil project finance risk analysis and management
- Economic, political and geographical factors and risks

Natural Gas Project Finance in Today’s Unpredictable Conditions
- Natural gas price volatility and raising project finance
- Related costs volatility and raising project finance
- Environmental issues and project finance
- Natural gas project finance risk analysis and management
- Economic, political and geographical factors and risks

LNG Project Finance in Today’s Unpredictable Conditions
- LNG economic viability and raising project finance
- Related costs volatility and raising project finance
- Environmental issues and project finance
- LNG project finance risk analysis and management
- Economic, political and geographical factors and risks

Day two

Financing Oil and Gas Rigs, Platforms, Pipelines, Shipping and Related Facilities
- Exploration drilling project finance
- Upstream oil and gas production finance
- Midstream and downstream transportation and refining project finance
- Facilities finance risk analysis and management
- SWOT (Strengths, Weaknesses, Opportunities, Threats) analysis

Crude Oil Refining Project Finance
- Essence and process of hydrocarbons refining
- Economic viability of hydrocarbons refining
- Crude oil quality in relation to refining costs and ROI
- Crude oil refining project risk analysis and management
- SWOT (Strengths, Weaknesses, Opportunities, Threats) analysis
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Natural Gas Treatment Project Finance
• Essence and process of natural gas treatment
• Economic viability of natural gas treatment
• Natural gas quality in relation to treatment costs and ROI
• Natural gas treatment project risk analysis and management
• SWOT (Strengths, Weaknesses, Opportunities, Threats) analysis

Carbon Dioxide Tax, Credits and Trading, and Associated Gas Flaring
• What are carbon tax, credits and trading?
• How do they impact project finance?
• Relevant legislation and compliance regulations
• Oilfield associated gas flaring avoidance and reduction
• Economic, political and geographical considerations

Day three

Developing Project Estimates and Cash Flow Models
• PrMS™ – Project/Programme Management Structure
• Using PrMS™ to create CTR™ (Cost, Time, Resource) estimates
• Creating and using project cash flow templates
• Monte Carlo probabilistic risk analysis and mitigation
• Economic, political and geographical considerations

Working with Banks, Loans and Other Project Finance Providers
• The role of banks and financial institutions
• The role of other finance providers
• Preparing a project finance proposal
• Negotiating and agreeing a loan or a grant
• Loan types (e.g. Reserve Base – RBL, and Borrowing Base – BBL)

Key Legal Issues in Project Finance, Summary and Conclusion
• Main types of project agreements and contracts
• Key issues and risks in project finance arrangements
• Risk analysis, avoidance, mitigation and management
• Monte Carlo probabilistic simulation technique
• SWOT (Strengths, Weaknesses, Opportunities, Threats) analysis

Project Risk Equator Principle (EP)
• Minimum standard for due diligence and responsible risk decision-making
• The International Finance Corporation Performance Standards on social and environmental sustainability
• The World Bank Group Environmental, Health, and Safety Guidelines (EHS Guidelines), and European Bank for Reconstruction and Development
• Understanding and application of the 10 principles
• OECD 12 common approaches, carbon emission and climate change
Project Finance in the Oil and Gas Industry

Three easy ways to register

1 Website: www.clariontraining.com/energy
2 Email: bookings@clariontraining.com
3 Phone: +44 (0) 207 384 8186

Completing this form

Please complete this brief form, then simply scan and email it to bookings@clariontraining.com. To register for multiple courses, or for a group booking, please mention this in your email and one of our team will call you immediately to arrange everything for you.

COURSE LOCATION DETAILS

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DELEGATE DETAILS

- **Mr**
- **Mrs**
- **Miss**
- **Dr**
- **Other**

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PAYMENT DETAILS

- Please send me an invoice to the address above or please send me an invoice to the address below or

I wish to pay

- **£2,950** by **Visa**
- **Mastercard**
- **Amex**

EARLY BOOKING: I wish to pay **£2,655** by **Visa**

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**BY SIGNING THIS FORM YOU ACCEPT THE FOLLOWING TERMS AND CONDITIONS**

- **PAYMENT** of the full delegate fee is due 14 days after the invoice date, or immediately, if the registration is made within one month of the event. Our invoice will show your registration fee in British Pounds or US Dollars. Our full bank account details are on the invoice. Please note your booking is a valid only after full payment is received. We recommend you check with your Finance Department that payment has been made before traveling to the course. All **Early Bird** and other discounts require full payment at the time of registration and before any cut-off date in order to receive the discount. Should payment not be made, a subsequent charge will be applied to bring the registration fee up to the full rate. CANCELLATIONS: made one month prior to the start of the conference will be refunded less a 50% administrative charge. Refunds will be made after the conference. Cancellations made within one month of the start date of the conference will receive no refund. TRANSFERS: made up to one month before the date of the course will be charged a 10% administrative fee on payment of the difference if transferring to a higher value event or course. A maximum of one transfer is allowed, after that transfer no cancellations or further transfers can be accepted and the full fee will be charged. No transfers can be accepted one month or less before the course and the full fee will be charged. Substitute participants may be named at any time. PLEASE NOTE Clarion Training reserve the rights to change the content and timing of the programme, the speakers, the date and venue due to reasons beyond their control.

- **FORCE MAJEURE** Please note that in cases of force majeure Clarion Training is relieved of all obligations. Force majeure includes any circumstances beyond the will of Clarion Training, that impede permanent or temporary compliance with the obligations, such as Acts of God’ including war, danger of war, government regulations, riots, strikes, transportation difficulties, fire or severe disturbances affecting the conference organization or its suppliers. MULTIPLE COURSE AND GROUP BOOKING OFFERS are at the sole discretion of Clarion Training and may not be used in conjunction with any other offers.

- **REGISTRATION FEE** The registration fee covers attendance at all sessions, refreshments, lunches, and documentation containing the presentations. Please note it may be necessary to alter the content or timing of the programme or in speakers.

- **LANGUAGE** The course will be presented in English. CUSTOMER SERVICES For questions concerning your registration, attendance, visa support and invoice payments, please contact our Customer Services Department, Tel: +44 (0)20 7384 8074, Fax: +44 (0)20 7384 8007. DATA PROTECTION Clarion Events are committed to protect your personal information which is processed in accordance with our Privacy Policy which can be found at www.clarionevents.com. Clarion Events would like to keep you informed about our events and services. Please tick this box * if you do not wish to receive information from Clarion Events by email. We may share our information with other carefully selected organisations who may contact you for marketing purposes by mail or telephone. Please tick this box if you do not wish to hear about offers from our event marketing partners. If you do not wish to receive information from selected third parties about their products/services and special offers by email, please tick this box.

*Note: This form is for the registration of a single course.*