

# COMMERCIAL GAS CONTRACTS

**2-Day Training Course: A Best Practice Guide to Understanding & Negotiating Gas/LNG Agreements**

Don't miss this unique opportunity to build your confidence & competence with 3 of the most widely used gas industry agreements.

Receive specific insights & guidance on the myriad of commercial terms, clauses, conditions & pricing/ negotiation scenarios coupled with tips, tricks & traps.

**19 - 20 November 2020 • Brisbane | 26 - 27 November 2020 • Perth**



**Our Expert  
Course  
Instructor**



**Craig Langford**

Craig is a recognised expert in the Australian gas industry spanning over 18 years, including the commercial executive team at Santos & now as consultant specialising in the development of gas market business strategy & gas contracts.

## Key Learning Objectives

- ▶ Understand the unique mix of analytical, commercial and interpersonal skills required to be a competent negotiator
- ▶ Analyse and interpret contractual terms, legal obligations, risks and liabilities
- ▶ Determine the economic value of various contract terms and what's important for both sides
- ▶ Negotiate and assess the value of contractual terms and how to close the deal
- ▶ Examine and assess the structure, components, key clauses, pros and cons of specific gas agreements in domestic and export markets, including:
  - Gas Sales Agreements (GSAs)
  - Gas Transportation Agreements (GTAs)
- ▶ Joint Operating Agreements (JOAs)
- ▶ Gain tips and tricks with the negotiation of contractual terms through structured, guided and facilitated negotiation scenarios

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## ABOUT THE COURSE

Participating in commercial activities such as contract negotiation requires a unique mix of analytical, commercial and interpersonal skills coupled with an appreciation of legal obligations, analysis, commercial terms, risks and liabilities.

The course will demonstrate how to undertake economic analysis, think strategically, get a deal over the line and develop negotiation tactics. It also reviews contract law basics/contract structures and the philosophy behind commercial negotiation – understanding this will help provide logic and clarity to your commercial negotiations.

Skills such as getting internal approval for decisions is covered, along with a walk through of the various stages of negotiation, key items in a commercial terms sheet, what's important for buyers and sellers and how to close a deal. No other training program will offer such specific insights into gas/LNG agreements to help achieve individual objectives.

There is also the opportunity to participate in life-like negotiation sessions where you will be exposed to various techniques, tools and tactics from both sides of the fence, while receiving feedback and advice.

Concepts are also applicable to LNG sales contracts.

## WHO WILL BENEFIT

This is an extremely useful course for anyone dealing with the negotiation and management of gas industry agreements in domestic and export (LNG) markets.

Managers, commercial advisors and managers, analysts, traders, trading analysts, negotiators, procurement functions and all those who are involved with negotiating, administering, reviewing, managing, analysing, directing and overseeing contracts between buyers/sellers, users/operators, governments and suppliers/contractors.

## WHAT OUR CLIENTS SAY

*"An exceptional knowledge of the gas industry in Australia and beyond."*

Snr process Improvement, **Jemena**

*"Knowledge of the industry and preparedness to share his personal experience in working with a number of industry participants."*

Manager- Resource Adoption, **CSIRO**

## EXPERT COURSE INSTRUCTOR



**Craig Langford**

Craig Langford is director of MDQ Consulting which provides strategic and commercial energy advice to a range of upstream, industrial and power generation companies. MDQ Consulting specialises in the development of gas market business strategy, negotiation and execution of the full range of gas industry agreements.

MDQ Consulting's project work has included:

**Gas Price Reviews** - Commercial settlement of an east coast gas price review, delivering over 10% additional contract value to the client

**Asset Transactions** - Sale of a client's PNG upstream gas interests to a major international oil and gas company, \$3m over the prevailing asset book value, farm down of Australian oil and gas interests and gas supply and transport portfolio due diligence for an intermediate gas fired power station transaction

**Project Commercialisation** - Gas marketing for upstream clients in Queensland and Victoria; Marketing of pipeline transportation and gas storage services; and development of new gas supply and transportations models for low merit peak power stations across eastern Australia

**Strategic** - Development of gas market and company growth strategies for upstream and major downstream companies

Prior to MDQ Consulting, Craig worked for over 12 years at Santos in a number of senior strategic and commercial roles. During the last 5 years, he was responsible for leading the commercial activities for Santos' east Australian gas business. This has provided him with a unique 'hands on' experience of being an industry leader during major developments in the east coast gas market.

As member of the Santos' commercial executive team, Craig's east Australian gas responsibilities involved long term strategy development, gas marketing, short term operational management, major contract price reviews, gas tolling/swaps, joint venture management, and business development.

Craig was also responsible for Cooper Basin, eastern Queensland oil infrastructure and third party access and management of Santos' retail and wholesale trading business in Victoria.

Craig's experience also included negotiating and documentation of 60+ joint venture, operating, LNG sale, gas transportation, LNG technology licensing and new company agreements, associated with Santos's investment in the \$8b Bayu Undan/Darwin LNG project.

Craig has in depth operational understanding and market experience across the Australian gas industry and has represented Santos and APPEA on a number of government and industry groups, including APPEA's representative on the Gas Market Leaders Group (responsible for development of the wholesale spot markets in Sydney and Adelaide) and a Santos committee member on the South Australian branch of the Institute of Energy.

He holds a Bachelor of Engineering from the University of Queensland and Masters of Business from QUT.



Book online

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+61 (02) 9080 4395



Book via email

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## 2-Day Intensive Course Outline

### Introduction to commercial activities

Course introduction and objectives

- Commercial overview and skills required
  - Strategic skills
  - Execution skills – technical, analytical, legal, negotiation
- Strategic thinking – developing strategic skills
- Technical basics
  - Upstream, pipelines and downstream customers

### Key commercial skills

- Analytical skills
  - Key analytical tools used to make investment decisions
- Legal basics
  - Contract structure
  - Key legal clauses in any contract
  - Ethics
- Negotiation skills
  - How to negotiate an oil and gas contract
  - Commercial philosophy
  - Negotiation process – different stages and how to control the timing
  - Preparation and negotiation tactics
- Getting internal approval

### Gas sale agreements

- Key GSA terms and actual examples
- Insights into how to negotiate a GSA
- Critique good and bad ones
- Tips, tricks and traps of GSA negotiations
- Tutorial on commercial GSA arguments and negotiations:  
The course will divide into buyers and sellers and participate in facilitated discussion on key GSA commercial and legal terms:
  - Buyer's arguments/views on key commercial terms
  - Seller's arguments/views on key commercial terms
- Set parameters of the group negotiation

### GSA negotiation exercise

The group will break into groups of 2 or 3 and will participate in a real-life negotiation situation:

- Learn how to negotiate the best price
- Traps and tricks of negotiating GSA agreements
- Review and discussion of exercise

### Commercial terms sheets and negotiation

- Key items in a commercial terms sheet
  - What is important for buyers and sellers
  - How to close the deal

### Term sheet negotiation exercise

The group will break into groups of 2 or 3 and will participate in a real-life negotiation situation:

- Learn how to negotiate a commercial terms sheet
- Review and discussion of exercise

### Gas transportation agreements (GTA'S)

- Key commercial, technical and legal issues in gas transportation agreements
- Critique good and bad ones
- GTA structure and preparation for GTA negotiations
- Tutorial on GTA arguments and negotiations: The course will divide into owners and shippers and participate in facilitated discussion on key GTA commercial and legal terms:
  - Pipeline owner arguments/views on key commercial terms
  - User's arguments/views on key commercial terms
- Traps and tricks of negotiating GTA agreements

### Joint venture agreements (JOA'S)

- Key commercial, technical and legal issues in JOAs
- Critique good and bad ones
- JOA structure and preparation for JOA negotiations
- Tutorial on JOA arguments and negotiations:

The course will divide into operators and non-operator partners and participate in facilitated discussion on key JOA commercial and legal terms:

- Operator's arguments/views on key commercial terms;
- Non Operator arguments/views on key commercial terms
- Traps and tricks of negotiating JOAs

### Would You Like To Run This Course On-Site?

#### Informa Corporate Learning: On-site & Customised Training

If you have **8+** interested people, an onsite course can be an ideal solution. Speak with **Anton Long** or **Holly Baldwin** on **+61 (02) 9080 4455** to discuss your customised learning solution, or email [training@informa.com.au](mailto:training@informa.com.au)

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## Easy Ways to Register

**1 Web**  
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**2 Telephone**  
+61 (02) 9080 4395

**3 Email**  
[training@informa.com.au](mailto:training@informa.com.au)

## Stay Connected



## Commercial Gas Contracts

Course Codes	Location	Course Dates	Super Early Bird price valid until		Early Bird price valid until		Standard price valid after		4+ Dels Discount	
			BR - 9 Oct 20	BR - 16 Oct 20	BR - 30 Oct 20	BR - 6 Nov 20	BR - 30 Oct 20	BR - 6 Nov 20		
P20GR27BR	Brisbane	19-20 Nov 20	\$2,595 + \$259.50 GST	<b>\$2,854.50</b>	\$2,895 + \$289.50 GST	<b>\$3,184.50</b>	\$2,995 + \$299.50 GST	<b>\$3,294.50</b>	\$2,316 + \$231.60 GST	<b>\$2,547.60</b>
P20GR27PE02	Perth	26-27 Nov 20	\$2,595 + \$259.50 GST	<b>\$2,854.50</b>	\$2,895 + \$289.50 GST	<b>\$3,184.50</b>	\$2,995 + \$299.50 GST	<b>\$3,294.50</b>	\$2,316 + \$231.60 GST	<b>\$2,547.60</b>

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### Informa Corporate Learning – On-site & Customised Training

Informa Corporate Learning has a long-standing track record of delivering very successful customised learning solutions achieving real and measurable value for our clients through our senior training consultants.

If you have 8+ interested people, an on-site course can be the ideal solution – giving you the opportunity to customise our course content to your specific training needs, as well as attracting significant savings compared to public course costs.

### Why Choose On-site With Informa Corporate Learning?

- 1. Custom design** – Together, we will identify the best blended learning solution for your culture, your people and your training objectives.
- 2. Quality Assured** – We design market-leading training programs, concepts and methodologies, with a 400+ course portfolio. Our rigorously selected 900+ instructor faculty are recognised experts in their field. Quality of their content and delivery methods is assured through continuous monitoring and evolution.
- 3. On-site training** is a cost effective way to train your people and achieve your defined outcomes.

### Our Long Standing Clients Include:

ActewAGL, Ajilon, Ambulance Victoria,, ANU, Arrow Energy, Australian Super, Barrick, BHP, Chevron Australia, Coffey International, ConocoPhillips, CSIRO, Dalrymple Bay Coal Terminal, Department of Education, Department of Planning, Electricity Generating Authority of Thailand (EGAT), ENI Australia, EY, Fortescue Metals Group, Health Purchasing Victoria, IBM, IP Australia, Jemena, Litmus Group, Metro Trains, Office of the National Rail Safety Regulator, Origin Energy, Pacific National, PT Freeport, Public Transport Authority – WA, QGC – BG Group, Queensland Rail, Rio Tinto, Romgaz, SA, South Australia Health, Telstra, Transport & Infrastructure, UBS, Woodside and more...

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