# 3-day Workshop (15<sup>th</sup> -17<sup>th</sup> August 2016) Tehran-Iran

<mark>هتل بزرگ تهران، ۲۵–۲۷ مرد</mark>اد ۱۳۹۵



**Creative Business Consultancy** 





Association of Petroleum Industry Engineering and Construction Companies

3-day Workshop (15<sup>th</sup> – 17<sup>th</sup> August 2016) Tehran Grand Hotel هتل بزرگ تهران، ۲۵–۲۷ مرداد ۱۳۹۵



### **Instructor:**



John Symons Independent Oil and Gas Economics and Fiscal Regime Consultant

John Symons has been active for 20 years within international oil companies and for a further 20 years more broadly in the oil and gas industry, consisting of training, university teaching and consultancy. He has extensive experience of modeling project economics throughout the oilfield life cycle from exploration to operation and also of modeling the impact of a wide range of fiscal regimes world on company economics and on host government revenue.

John has worked in BP's corporate downstream and in Shell's UK upstream division. Upstream economic evaluation included UK North Sea license block exchanges, pipeline tariffs, polymer flooding, evaluating broad UK offshore exploration provinces, capital projects in mature fields, annual budget exercises, contractual arrangements for marine support vessels and the hire of drilling equipment, and due diligence and valuation for the potential purchase of mature fields. As a BP sponsored student John also worked in a petrochemical plant, a refinery and a research laboratory and following 30 weeks of Shell's residential petroleum engineering training he spent 18 months as a wellsite petroleum/ operations engineer in the UK sector of the North Sea.

John's training experience is in both public and inhouse courses. In-house clients included British Gas/Transco, Enterprise Oil (now part of Shell), Pemex, SOCAR, Qatar Petroleum and BP Angola. He has taught in both universities in Aberdeen, United Kingdom and in Agostinho Neto University, Luanda, Angola. Apart from assignments for Marathon Oil U.K., Venture Petroleum (now part of Centrica) and Nordic Energy, John's consultancy work has been for host countries. He has advised the governments, national petroleum agencies or state oil companies of Sao Tome and Principe, New Zealand, Tanzania, Cambodia, the Falkland Islands, Lebanon and Angola. Work for host countries has consisted of designing fiscal regimes that would be attractive to international oil companies while giving an appropriate tax take to the nation.



### UPSTREAM ECONOMIC MODELING AND FISCAL REGIME 3-day Workshop (15<sup>th</sup> – 17<sup>th</sup> August 2016) Tehran Grand Hotel ۱۳۹۵ متل بزرگ تهران، ۲۵–۲۷ مرداد ۱۳۹۵

# Who should attend?



- ✓ CEOs
- ✓ Contracts Managers
- ✓ Proposal Managers
- ✓ Planning Managers
- ✓ Business Development Managers
- ✓ Project Managers
- ✓ Operations Managers

- OF
- ✓ NIOC
- ✓ E&P Companies
- ✓ EPC Companies
- ✓ Service Companies
- ✓ Banks
- ✓ Insurance Companies
- ✓ Consultants



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# Agenda:

### Iranian Oil and Gas – Professional training

Topic: Upstream Economic Modeling and Evaluation in the Context of Iran Petroleum Contracts Iranian oil and gas, and service, companies have the opportunity to partner international oil companies (IOCs) in petroleum contracts (IPCs) with NIOC. To take advantage of this they need to decide which IOC to cooperate with, for which type of contract to apply (Explore and Produce, Develop and Produce or Enhanced/Improved Oil Recovery) and for which prospect, field or other contract area. In order to make these decisions they need the kind of economic models used by the IOCs. Complete sharing of information by IOC partners will not be possible, if only because antitrust legislation in the IOCs' home countries forbids the discussion of oil and gas price assumptions with other companies. Also partners will have different costs of money and Iranian companies will not be exposed to additional taxation in their home country. Where negotiation of contract terms is possible, economic modeling permits the impacts of alternative terms to be assessed. This workshop will show how to build comprehensive but efficient economic models and how to use them in decision making and in negotiation.

### **Schedule:**

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8:00 AM: Registration 8:45 AM: Opening Remarks

9:00 AM to 10:30 AM: Project economics and accounting. Building a project cash flow

10:45 AM to 12:15 PM: Economic/risk measures 1

12:15 PM to 1:45 PM: Lunch

1:45 PM to 3:15 PM: Economic/risk measures 2

3:30 PM to 5:00 PM: Dealing with inflation, multiple currencies and taxation

5:15 PM: End of session



9:00 AM to 10:30 AM: Sensitivity analysis and efficient modeling

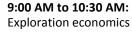
10:45 AM to 12:15 PM: Incremental projects and enhanced oil recovery

12:15 PM to 1:45 PM: Lunch

1:45 PM to 3:15 PM: Improved oil recovery

3:30 PM to 5:00 PM: Introduction to exploration and appraisal methods and objectives

5:15 PM: End of session



10:45 AM to 12:15 PM: Appraisal economics

12:15 PM to 1:45 PM: Lunch

1:45 PM to 3:15 PM: Economic modeling for negotiations

3:30 PM to 5:00 PM: Choosing IOC partners, contract types and contract areas

5:15 PM: Closure of the workshop

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Upstream economic modeling and evaluation will be presented in the context of Iran Petroleum Contracts. There will be a 15 minute break between morning and afternoon sub-sessions. On a flexible basis there will be an average of 30 minutes spent on an exercise or a discussion by groups of delegates in each 90 minute sub-session. Exercises will be interpretive, comparing two printed economic models and drawing conclusions from them. Exercises will be based on Develop and Produce contracts on Day 1, Enhanced/Improved Oil Recovery contracts on Day 2 and Explore and Produce contracts on Day 3.

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- Venue: Tehran Grand Hotel-Iran
- The course will be conducted in English
- Certificate of workshop participation will be issued
- Deadline for registration: 4<sup>th</sup> August 2016

Registration Form	To be sent to: razieh@cbcoilandgas.com	
	Session date : 15 <sup>th</sup> – 17 <sup>th</sup> August 2016	
	Location: Tehran Grand Hotel, No.391, Motehari St, Valiasr St, Tehran, Iran.	
	Participant Details	
	Mr./Ms. :	
	Position:	
	Years of Experience:	
	Company:	
	Address:	
	Phone:	
	Email:	
	<ul> <li>I acknowledge receipt of CBC general sales conditions for public courses and I accept them</li> </ul>	
	Signature:	

### هزينه كارگاه

هزینه برای هر نفر شرکت کننده ۲٫۹۵۰٬۰۰۰ تومان میباشد که در صورت ثبت نام بیش از یک شرکت کننده از هر سازمان به مجموع هزینه <u>۱۰٪ تخفیف</u> تعلق خواهد گرفت. نحوه پرداخت: پرداخت هزینه کارگاه از طریق واریز وجه به حساب شرکت ایران پایپینگ (شماره ثبت۱۷۰۷)، نماینده شرکت CBC هلند در تهران، انجام پذیرد: واریز به شماره حساب: ۵۶۴۳۰۱۰۸۵۷۰۳ شماره شبا: 0357 0350 0000 0056 4301 مدیر عامل: آقای مرتضی محمدی شماره شبا: 0451 0857 0350 0000 0056 4301 بانک سپه تهران شعبه انتصاریه کد ۵۶۴ به نام: شرکت ایران پایپینگ کیش



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# **Terms & Conditions:**

#### Enrolment

All enrolments are considered as accepted orders as soon as the enrolment confirmation issued by CBC has been received and implies the client's full commitment to these Terms & Conditions which prevail over all other Customer documents, including general purchasing conditions.

The number of participants is limited to 50 persons.

Enrolment will be confirmed once the organization center receives a fully complete enrolment form via email, fax or mail. Incomplete enrolment forms will not be accepted.

Enrolment will be final once payment has been received in full, or once an acceptance certificate from a sponsoring organization has been received.

If the entire cost of the session is not paid 3 days before the workshop begins, CBC reserves itself the right to reopen to registration the places booked by the customer, after having informed them. If full payment is received, CBC will, at least 3 days prior to the start of the session, send a letter to the customer designated on the form to confirm their enrolment.

#### Payment

Enrolment fees cover training (teaching, practical activities, simulators and other IT tools, documentation, supplies) as well as break-time related costs (refreshments). They do not cover transport and accommodation. The price on the order form is indicated in Euros, tax not included. VAT at the current rate will be added to the indicated price plus any other withholding taxes. All training sessions, once started, have to be paid in full. Upon request, CBC may decide to apply reduced enrolment fees for job seekers.

### The training session will only be accessible to the customer once the training fee has been paid in full to the account specified by CBC.

Late fees: If CBC exceptionally agrees to a payment after the session begins, any amount not paid on time will result in increased late fees set at three (3) times the legal interest rate. These late fees can be requested by right until full payment has been made.

The paid invoice is sent to the Customer at the end of the training session. A duplicate is available provided that the customer requested it on the enrolment form.

#### Payment by a sponsoring organization

If the customer wishes to pay using a sponsoring organization, the following procedures should be followed:

- Before the start of the session, a request for direct billing should be issued and accepted;
- This shall be indicated explicitly on the enrolment form.
- The customer ensures the completion of payment by the designated organization.
- CBC will provide the customer with all documents needed to make a sponsoring request.
- If the sponsoring organization only bears part of the training cost, the remaining amount will be charged to the customer.
- Only payments by sponsoring organizations before the deadline of training will ensure enrolment and access to the training.
- If, for whatever reason, the sponsoring organization doesn't pay, the Customer will be charged the full training amount.
- At the end of the session CBC or its assigned parties will provide the sponsoring organization with an invoice along with a copy of the certificate of attendance signed by the participant.



#### Cancellation

#### By the Customer:

Cancellation by the customer shall be notified in writing to CBC.

In the eventuality of a cancellation, even due to force majeure, less than 5 calendar days before the beginning of the session, 50% of the enrolment fee will be charged, except if a participant from the same company takes the participant's place. Such a replacement must be communicated to CBC and confirmed by sending a new enrolment form.

In case of non-cancelled enrolments (including absenteeism or dropout), 100% of the enrolment fee will be charged. In case of an unforeseen departure, justified by the Customer, the participant may be authorized to take part in a later session with the prior consent of CBC.

#### By CBC:

CBC reserves the right to cancel or postpone a session, especially if there are an insufficient number of participants. The customer will be notified by telephone at least 1 week before the session was due to begin. The cancellation will be confirmed in writing.

The payments received will be fully refunded. No compensation on behalf of CBC will be given to the Customer due to cancellation or postponement of a session.

#### Force Majeure

The party prevented from carrying out its obligations due to force majeure shall inform the other party in writing via registered mail with acknowledgement of receipt, providing all relevant justifications, and will do its utmost to reduce any damage caused to the other party as a result of this situation. This excludes a party's internal strikes, methods of payment and payment capacities of each party. The obligations of a party affected by a Force Majeure are suspended, without penalties, until the effects of this cause disappear. Each party will bear the cost of all fees incumbent upon them, as a result of the Force Majeure.

In the case of a Force Majeure lasting over thirty (30) consecutive days, the party impacted by the force majeure may terminate the order immediately, by right and without compensation.

#### Termination

If the customer does not comply with the aforementioned obligations, CBC will send a letter of formal notice via registered mail with acknowledgment of receipt, demanding compliance within five days of the date of dispatch. After this deadline, if the customer has not met the requests of the formal notice, CBC may terminate the order and request compensation.

#### Insurance - Responsibility

The customer will take out and maintain all insurance policies at his own cost and for the entire duration of the workshop covering risks, responsibilities, direct or indirect damage and any illness contracted by the participant(s), with reputedly solvent insurance companies. The customer will compensate CBC for any loss, damage or harm caused by its participants to the workshop, instructors or partners.

Each party remains liable for damages made to its property and for personal injuries suffered by its employees, regardless of the cause or reason of that damage, during the undertaking of the training session, except gross negligence or willful misconduct by this aforementioned party, or one of its employees.

In any case, CBC shall not be liable for any indirect or consequential loss as a result of financial, commercial or any type of prejudice caused directly or indirectly by the use of the information transmitted within the framework of its training sessions.

#### Confidentiality and property rights of training documents

The customer is subjected to confidentiality obligations concerning all documents and information communicated during the session, regardless of their medium, which are indicated as confidential. The customer shall ensure that all their staff and more generally speaking all people in contact with CBC comply with this obligation. More specifically, CBC may provide participants with documents on various formats (e.g. paper, audio, audiovisual, IT or multimedia). Any direct or indirect reproduction, adaptation, alteration, representation or distribution by the customer, regardless of the format, of all or part of the training documents created by CBC and/or the information contained in them, for staff not taking part in training sessions or third parties, will require CBC's prior written agreement. Under no circumstances shall the customer make any copies, in any shape or form, with the aim to sell, organize or conduct training sessions.



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# **CBC - bridging Iran & Europe**

CBC is a client driven, independent consultancy firm liaising between Europe and Iran by providing in-depth market intelligence and strategic advice for Oil & Gas projects. CBC provides a comprehensive range of consultancy services in the Oil & Gas industry



Lisa Compter Administrator

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