

第1回 ICEP 石油開発ビジネスセミナー開催案内

ICEP では、賛助会員各社を初めとする石油開発に携わる皆様を対象に、石油開発に関する産油国情報や技術情報の提供の場として各種セミナーを開催しています。

今般、石油開発マネジメントに関するノウハウや知識にも着目し、「石油開発ビジネスセミナー」を開催することとし、下記のとおり、セミナー参加者の募集を致します。

記

1. セミナー概要

今回のセミナーは、「石油開発ビジネスセミナー」のタイトルの元、下記の3テーマを、一日1テーマ完結で、3日間にわたりレクチャーするものです。テーマ名と開催日は以下のとおりです（講演内容は参考資料（1）参照）

- (1) Global Business Dealmaking : 2020年2月18日（火）
- (2) Risk-based Decision Making for International Resource Projects : 2020年2月19日（水）
- (3) Oil and Gas Farmins and Farmouts : 2020年2月20日（木）

レクチャー時間はいずれの日も10:00～17:00の予定です（コーヒープレークと昼食休憩を含みます。）

2. 講師：Mr.Peter Cockcroft（講師略歴は参考資料（2）参照）

使用言語は英語（通訳なし）

3. 会場名：エッサム神田ホール1号館9階901号室

<http://www.essam.co.jp/hall/>

- ・住所： 〒101-0045 東京都千代田区神田鍛冶町3-2-2
- ・電話： 03-3254-8787（受付時間09:00～18:00）
- ・アクセス： JR 神田駅東口徒歩1分、
東京メトロ銀座線神田駅3番出口前

4. 参加費： 賛助会員：無料
一般参加：30,000 円/日
(税込み、申込者には別途送金情報をお知らせします)
5. ネットワーキング交流会
セミナー参加者と講師他による情報交換、講義内容に関する追加コンサルテーション等を目的としたネットワーキング交流会を、最終日 2020 年 2 月 20 日のセミナー終了後に開催します。
第1日または第2日のみに参加される方々にも出席いただければ幸いです。
6. 参加申し込み
(1) 添付の申込用紙に必要事項を記入いただきファックスでお申し込みいただくか、その内容をメールに添付いただきお申し込みください。
- ・ メール返信先： support@icep.or.jp
 - ・ ファックス送り先： 03-4520-8667 or 03-5244-4499
- (2) 申込受付期限は、2020 年 1 月 29 日 (水) 12:00 です。
申込受領時に、ICEP 担当者より参加登録確認のご連絡を折り返しメールで差し上げますので、この確認メールが来ない場合は、お手数ですが申込アドレスないし ICEP 研究部 (電話：03-4520-8666/8663) までご一報願います。
- (3) セミナーは 3 日間連続で開催しますが、テーマは毎日異なりますのでご希望のテーマのセミナーに参加申し込みをお願いいたします。
お一人様当たりの参加テーマ数に制限は設けません。なお、各回の制限人数 (約 20 名) に達した場合には参加者を調整させていただくことがあること、また、参加申し込み者が予定人数を大幅に下回る場合は、セミナー全体もしくは一部の開催を見送ることがありますのでご予め了承ください。

添付資料

- (1) 参考資料 1：「講演内容概略」
- (2) 参考資料 2：「講師略歴」

第 1 回 ICEP 石油開発ビジネスセミナー参加申し込み用紙

第 1 回 ICEP 石油開発ビジネスセミナー	
ご芳名	和名: 英名:
ご所属法人名 ・部署名	和名: 英名:
役職	和名: 英名:
電話 (内線番号)	
メールアドレス	
参加を希望されるセッション (番号を○で囲んでください)	<input type="checkbox"/> ① Global Business Dealmaking : 2020 年 2 月 18 日 (火)
	<input type="checkbox"/> ② Risk-based Decision Making for International Resource Projects : 2020 年 2 月 19 日 (水)
	<input type="checkbox"/> ③ Oil and Gas Farmins and Farmouts : 2020 年 2 月 20 日 (木)
	<input type="checkbox"/> ④ ネットワーキング交流会 : 2020 年 2 月 20 日 (木) 17:00~

注 1 : セミナー当日は、名刺 2 枚を持参いただき、会場受付にお越しく下さい。

注 2 : 本セミナーに関してご不明の点等がありましたら、ICEP 研究部 (電話 : 03-4520-8666/8663) にご照会願います。

注 3 : 参加申し込み後、ご都合によりご欠席となる場合は、お手数ですが申込アドレスないし ICEP 研究部 (電話 : 03-4520-8666/8663) までご一報願います。

注 4) セミナー参加者に、PC 等、持参をお願いするものではありません。

「講演内容概略」

Day 1 (February 18):

Global Business Dealmaking

Dealmaking for International Managers: Unique course to show how to negotiate international deals with Governments, partners, contractors, investors and offtakers.

Outline

Making deals globally is a fact of life in modern business. Today's globalization requires professionals to deal with their counterparts in countries with different economic, cultural, legal, and political environments. You may need to resolve a dispute with a supplier, finalize a counterproposal for a state-owned enterprise, or lead a multicultural team.

Who is this course for?

This unique Global Business Dealmaking workshop has been prepared for all those who negotiate globally: managers, lawyers, government officials, and diplomats.

What will you get

The participants will join in an international case study that includes cultural and team negotiation techniques, and will receive an exclusive detailed checklist that is applicable for any international deal negotiation.

Day 2 (February 19):

Risk-based Decision Making for International Resource Projects

Decision-making under uncertainty: Risk management and scenario analysis for managers in today's uncertain world

Why Choose this Course?

This course was developed initially for two major international energy companies and has been modified to fit multi-cultural organizations, from SMEs to State-Owned enterprises. In the international energy and resource sector, the failure to manage project risk effectively can lead to catastrophic events occurring. Project Managers need to use tried and accepted techniques for managing identified risks and have access to practical strategies for dealing with issues as they emerge. Using a mixture of presentations, discussions and practical exercises related to the Oil and Gas industry, this course addresses these issues in a concise and pragmatic manner.

What You will Learn:

How to establish and implement an effective framework for risk management/ How to prepare for and facilitate risk assessment and risk treatment that ensures good business outcomes/ How to integrate risk management into business planning/ How to integrate risk management into project definition, development and execution/ How to define the key controls in your business and how to assure them to make sure you achieve your objectives. All participants will receive a book that will serve as a reference for future activities.

Who is this Course for?

This course is suitable to a wide range of professionals (Project Management Team members/ Operations Managers/ Project Managers/ Investors/ Regulators) and is applicable to all personnel involved in project development from M & A, to Business Development to operational units. This is particularly applicable to LNG, power generation and Exploration and Production professionals.

Day 3 (February 20):

Oil and Gas Farmins and Farmouts

How to negotiate farmout and farmin deals: A real world case study between a big oil company, independent, and state oil company.

ARE YOU GETTING THE BEST DEAL?

A unique workshop explaining the commercial tips and tricks of Farmins and Farmouts

WHAT WILL YOU GET?

This hands-on practical workshop will explain the different ways to structure Farmout and Farmin deals that best suit your objectives and prevent future problems.

You will receive a signed copy of "Successful Farmins and Farmouts".

▶ AGENDA ◀

<ol style="list-style-type: none"> 1. Overview of the international farmout process 2. Deal options <ul style="list-style-type: none"> o Promote <ul style="list-style-type: none"> • What does promote mean? • What levels of promote are reasonable? o What is the real value of sunk costs - the difference between different fiscal regimes o Farmout obligations (performance) <ul style="list-style-type: none"> • Seismic options • Drilling Farmins <ul style="list-style-type: none"> • Substitute wells • Multiple well agreements o Farmout obligations (financial) <ul style="list-style-type: none"> • Depth vs spend (\$) 3. Earn-ins vs Farmins 4. What is the value of the project? <ul style="list-style-type: none"> • Using EMV as a methodology 5. Swaps 6. Assignment <ul style="list-style-type: none"> o Pre-emption (ROFR) o Timing o Approvals o Access to data 	<ol style="list-style-type: none"> 7. Operatorship vs "contracting" <ul style="list-style-type: none"> • Who spends the farmines' money - the perils of giving a blank cheque 8. The importance of the Joint Operating Agreement <ul style="list-style-type: none"> • Managing the JOA • The importance of alignment 9. How to be a productive non-operator - remember that 10% equity gets you 100% of the data 10. Other Deal Structures <ul style="list-style-type: none"> • Turnkey Farmouts • Development Farmouts 11. Negotiation tips and tricks <ul style="list-style-type: none"> • The importance of leverage • Leverage changes after signing • Participants will receive a newly-published handbook on international negotiation - "Negotiating with Governments" 12. Tricky questions <ul style="list-style-type: none"> • work first or wait for all approvals? • Who pays any taxes and when? 	<p>Practical Case Study and Class Simulation</p> <p>Real world class simulation where participants represent three different companies - BigOil, Smallco and StateoilCo, with each company having different objectives.</p> <p>This simulation has been taught on every continent - the participants are broken up into three groups, representing BigOil (a major trying to expand into a new country), Smallco (a small cap public company that doesn't have enough funds to drill the offshore exploration well), and StateoilCo (the host country's national oil company).</p> <p>The three groups need to negotiate a draft term sheet after their negotiation, which will be presented to the class.</p>
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講師紹介

Peter Cockcroft, originally a Production/Development Geologist and very experienced petroleum industry veteran, has taught this popular course all over the world, including London, Houston, Middle East and Asia. He has been in charge of about 50 farmins and farmouts during his international career. In 2017 he also wrote a book on Farmouts and Farmins, which will be distributed during the course. He was a Distinguished Lecturer on Risk and Uncertainty for the Society of Petroleum Engineers in 2004-5. He has held executive positions with major oil companies, national oil companies, power companies and has also advised various countries.

