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International Petroleum Management

INTRODUCTION

- Oil and gas are considered among the world's most critical resources and therefore play a
 pivotal role in driving the global economy. The exploration, production, refining, and distribution
 of oil and gas involve the most complex and capital-intensive processes and require state-of-theart technology.
- This accelerated 10-day International Petroleum Management training seminar has been
 designed to enable participants to learn more about oil & gas production technologies, the
 chemistry of petroleum and the refining processes, the oil & gas exports and imports business,
 and best business practices.
- This international petroleum management training seminar will provide a more efficient understanding of the international oil and gas business value chain.

The delegates will also learn:

- The critical success factors of oil & gas operations Seismic, wireline services, drilling, fracturing, well completion, production and processing for export
- Recoveries through the primary, secondary and enhanced oil recovery techniques
- Shale oil and gas production potential in different regions of the world
- Renewable energy sources and their comparative costs
- Energy economics, project evaluation and decision-making skills
- Crude oil and gas supply, transportation, marketing, trading and storage

OBJECTIVES

 To provide delegates with the understanding, knowledge and strategies that oil & gas management must make for success.

By the end of this training seminar, delegates will be able to:

- Have an understanding of the ways the oil & gas and energy industries have organized to operate effectively and efficiently
- Recognize the latest Game-changing technologies seismic, well logging, horizontal drilling, fracking, gas to liquid, etc.
- Distinguish the renewable sources of energy and the future trends in Solar, Wind, Wave, Hydro, Geothermal, Nuclear, and the methodology to compare the costs of energy of each source
- Understand the benefits of integrating refineries with petrochemicals
- Gain an understanding of the ways the oil and gas industries have organized to operate effectively and efficiently



TRAINING METHODOLOGY

- This hands-on training seminar is a highly interactive stimulating learning experience, with
 opportunities to advance the opinions and ideas of the delegates. Participation is encouraged in
 a supportive environment that ensures the concepts introduced during the seminar are
 understood and reinforced. This is achieved through a mix of learning methods, including
 lecture style presentation, open discussion and case studies.
- PowerPoint slides and videos will be used during the seminar and will be augmented by business
 case studies and facilitated discussions. The delegates will be engaged and encouraged to
 exchange ideas. Short videos will also be used to reinforce specific technical and operational
 points and to relate the material to real-world experience.

WHO SHOULD ATTEND?

- Corporate Planners
- Senior Oil and Gas Managers
- Earth Scientists and Engineers
- Investment Bankers and Fund Managers
- Investment Analysts
- Media Analysts and Commentators
- Government Agencies Regulators
- Anyone requiring a broad understanding of the structure, operations and economics of the oil and gas industries

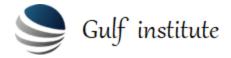
Course Outline

Sources, Origin and Nature of Petroleum

- Introduction
- Industry Overview
- Chemistry of Fossil Fuels
- Origins of Hydrocarbon Deposits
- Basic Petroleum Geology
- Exploration Methods & Activities

Well Evaluations & Drilling Operations & Reservoir Management

- Types of Wells
- Well Evaluations
- Drilling Operations
- Well Completions
- Oil & Gas Reserve Estimates
- Volumetric Calculations Original Oil & Gas In-Place
- Reservoir Depletion Mechanisms
- Declining Curve Analyses
- Case Study: Oil Reserves Estimation



Conventional & Unconventional Production

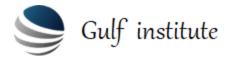
- Unconventional Oil & Gas
- Shale Oil & Gas, Tight Gas, and Heavy Oil Recovery
- Oil Recovery Methods
- Primary, Secondary and Tertiary
- Enhanced Oil Recovery Techniques
- Reservoir Management maximize ultimate recovery of oil

New Oil & Gas Field Development and Economic Evaluation

- Typical Decision Yardsticks
- Petroleum Economics Analysis
- Net Present Value
- Internal Rate of Return
- Profitability Index
- Unit Tech Cost
- Economic Limit

Oil & Gas Contracts & Joint Ventures

- Need for Collaboration between Parties NOC's and IOC's
- Alignment of Interests
- Oil & Gas Contracts
- Types of Contracts
- Concession Agreements
- Production Sharing Agreement / Contract (PSA / PSC)
- Technical Service Contract / Agreement (TSA)
- Joint Venture and Service Agreements



Petroleum Fiscal Regimes

- Comparison of Fiscal Regimes
- Auction Theory and Methods
- Similarities among Fiscal Systems
- Accounting Aspects of Fiscal Systems
- Division of Revenues and Profits
- Concession
- Concession Rentals
- Unitisation Agreements
- Royalties
- Profit Tax
- Corporate Tax
- Ring Fencing
- State Participation
- Signature Bonus
- Production Bonus
- Bidding for Leases

The Chemistry of Petroleum and the Refining Processes

- · Crude and Product Quality
- Crude oil Refining Operations
- Crude Oil Fractions
- Crude Oil Refinery Products & Processes
- Refinery Configurations separation, conversion and treatment
- Refining Complexity
- Pipelines
- Storage
- Treatment & Blending
- Utilities

Refining Economics – Environmental Aspects

- Refinery Economics
- Benefits of Integrating with Petrochemicals
- Global Oil Reserves, Production & Trade Movements
- Crude Oil and Refining Gross Product Worth (GPW)
- Freight
- Netback and Refining Margin
- Vessel Chartering
- Environmental Aspects
- Case Study: Netback Pricing Calculation



Oil & Gas Exports and Imports Business

- Organization of Petroleum Exporting Companies (OPEC)
- Other International and Multi-national Organizations
- International Energy Agency (IEA)
- Oil Markets Crude Pricing Regimes
- Transportation Logistics Pipelines, Terminals and Storage
- Crude Oil Tankers
- World's Major Pipelines
- World's Major Terminals, Refineries
- Transportation Logistics Losses
- Bottle necks and Chokepoints

Pricing, Trading, Markets, Risk Management

- Crude oil Benchmarks
- Crude Price Assessment
- Oil Trading
- Total Barrel Economics
- Oil Markets Futures
- Exposure Price
- Hedging Risk Management
- Pricing Management Considerations
- Derivatives
- Course Summary

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