



Association of International  
Energy Negotiators

## AIEN Seminar at NAPE

Tuesday, February 4, 2025

### Speakers:

Eric Fry, International Oil & Gas Consultant, FI Investment

Harry W. Sullivan, Jr., Assistant General Counsel, Kosmos Energy & Executive Professor, Texas A&M School of Law

Others To Be Named

### Agenda:

8:30 am - 9:00 am Registration

9:00 am - 10:30 am **Session 1: Negotiating the International Deal in 2025 - How is it Different than Domestic U.S.?**

We all negotiate many things in our daily lives. Negotiations in the international oil and gas industry can be much more complicated and difficult than negotiating in the U.S. oil and gas industry for a number of reasons, including the facts that the negotiations involve governments, different legal systems and diverse cultures. Join **Eric Fry** and **Harry Sullivan** as they discuss the differences they have observed and experienced in negotiating international oil and gas deals.

**1.5 CLE hours applied for**

10:30 am - 10:45 am Coffee Break

10:45 am - 12:15 pm **Session 2: An Update on Hydrogen**

Hydrogen is often mentioned as one of the world's new energy sources. Join the speakers for an update on where Hydrogen is now and where it is expected to go in the future.

**1.5 CLE hours applied for**

12:15 pm - 1:45 pm Lunch (on your own)

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1:45 pm - 3:15 pm **Session 3: The 2023 AIEN Model JOA - A Year or So On**

Join the speakers for a review of the updated AIEN 2023 Model Form JOA. In 2023, AIEN approved a revised version of its Model Form JOA. This is the first update in a decade. This discussion will focus on what has changed from the AIEN 2012 Model Form JOA and the rationale for such changes.

**1.5 CLE hours applied for**

3:15 pm - 3:30 pm Coffee Break

3:30 pm - 5:00 pm **Session 4: CCUS – What’s the Latest?**

Carbon capture is tipped to be an important element in the world’s response to climate change. Join the speakers for an update on carbon capture efforts and projects.

**1.5 CLE hours applied for**

**Speaker Bios:**

**Eric Fry** is the Vice President of Education for the Association of International Energy Negotiators and a founding Director of its Foundation. He was most recently engaged as a Senior Business Advisor for Lapis Energy in Dallas, a CCS solution developer. He also has served as an Executive in Residence for the Energy Management Program at UT Austin’s McCombs School of Business and has 40 years of experience in the domestic and international upstream oil and gas business. Prior to the UT engagement, he was with Anadarko Petroleum Corporation as Director, International Negotiations where he led a negotiations group, responsible for all non-U.S. negotiation activities within Anadarko’s international exploration portfolio. Previous to his experience at Anadarko, he was Director of Worldwide Negotiations for Pioneer Natural Resources, responsible for negotiating business development and commercial transactions relating to Pioneer’s international and domestic portfolio, including a three-year stint with Occidental Oil and Gas Corporation as Manager of Business Development. He started with a 12-year career with Phillips Petroleum, working first as a Landman, and later as Senior International Negotiator, and Commercial Team Leader for the Unitization of the Bayu-Undan Fields (later to become the Darwin LNG Project). He has conducted negotiations and performed business development activities in North America, South America, Europe, Africa, Asia, and Australia. Mr. Fry graduated from the University of Texas, graduating with degrees in Finance and Petroleum Land Management. Since joining the AIPN in 1989 (now AIEN), he has held many Committee and Officer Positions and was AIEN President 2000-2001. He has been instrumental in initiating and participating in the AIEN Student Outreach Program for over twenty-five years, along with conducting many AIEN Faculty Presentations at various conferences and workshops.

**Harry Sullivan** is an International Energy Attorney based in Dallas, Texas, where he is an Executive Professor at Texas A&M School of Law and an Adjunct Professor at SMU’s Dedman School of Law. He also is an Assistant General Counsel for Kosmos Energy in their West Africa exploration activities. His

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previous experience includes fourteen years as Senior Counsel-International in the International E&P Legal Group of ConocoPhillips, Of Counsel with Thompson & Knight LLP, fifteen years as Chief Counsel-International and Senior Counsel for Atlantic Richfield Company and five years as Senior Counsel for Sun Oil Company. Mr. Sullivan has a J.D. degree from Louisiana State University School of Law and an LL.M. degree from Southern Methodist University's Dedman School of Law. He is licensed to practice law in the states of Louisiana and Texas and before the Supreme Court of the United States, and he is Board Certified in Oil, Gas and Mineral Law in Texas. He is also admitted as a Solicitor in England and Wales. His practice and experience focus on the upstream and midstream oil and gas industry, both in the U.S.A. and internationally.

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