



Association of International
Energy Negotiators

July 22 - 24, 2025

AIEN Gas Course

From PSC to LNG

InterContinental Hotel
Kuala Lumpur, Malaysia



www.aien.org



COURSE PROGRAM

Tuesday, July 22, 2025

Role of Natural Gas to Supply Global Energy Demand with Reduced Environmental Impact

08:30 - 08:45	Registration and Coffee
08:45 - 09:30	Welcome Safety briefing, overview of AIEN and course content, and review of instructors backgrounds and course expectations.
09:30 - 10:30	Global Primary Energy Supply/Demand This session will review primary global energy and recent changes in supply and demand resulting from pandemics and civil conflicts.
10:30 - 11:00	Coffee Break
11:00 - 12:00	Energy Outlooks: Current Policies vs Net Zero Carbon Scenario This session will examine the role of natural gas in meeting increased demand for primary energy resulting from global economic growth while supporting efforts to reduce GHG emissions.
12:00 - 13:00	Networking Luncheon Serena Brasserie
13:00 - 14:00	Natural Gas & Renewable Energy This session will explore the limitations of current clean technologies, the environmental aspects of natural gas development and use, and gas's ability to facilitate the transition to green technologies.
14:00 - 15:00	Natural Gas Value Chain and Importance of Having a Gas Plan The session will discuss operational and commercial requirements and associated risk management strategies necessary for the development and use of natural gas from production to ultimate use.
15:00 - 15:30	Coffee Break
15:30 - 16:30	Natural Gas Value Chain - A Local and Regional Perspective This session is designed to explain the structure and participation of public and private sector institutions in the establishment and operation of the natural gas value chain within the local economy.
16:30 - 17:00	Natural Gas Exercise - What Would You Do?
17:00 - 19:00	Welcome Reception Sakura & Lotus Rooms

Wednesday, July 23, 2025

Legal and Commercial Elements of Natural Gas Development and Use

08:30 - 09:00	Registration and Coffee
09:00 - 09:15	Day 1 Recap and Questions
09:15 - 10:15	Natural Gas Issues in Granting Instruments This will discuss operational and commercial differences between natural gas and crude oil upstream developments, and the special considerations and best practices found in granting instruments to incentivize upstream natural gas investments.
10:15 - 10:45	Coffee Break
10:45 - 12:00	Legal & Commercial Natural Gas Aspects of Joint Operating Agreements This session will review and explain the options and purpose of specific natural gas-related clauses found within the AIEN Model Form Joint Operating Agreement.
12:00 - 13:00	Networking Luncheon Serena Brasserie
13:00 - 14:00	Natural Gas Pricing Theory The session seeks to establish reasonable expectations of natural gas prices based on regional and global market conditions. Contains a review of variations of pricing models/mechanisms and a discussion of unintended consequences of non-market related price policies.
14:00 - 15:00	Legal & Commercial Aspects of Natural Gas Marketing This session will highlight important concerns regarding natural gas commercial transactions. They include interactive discussions of a variety of options to buy and sell natural gas.
15:00 - 15:30	Coffee Break
15:30 - 16:00	Gas Balancing Exercise
16:00 - 17:00	Natural Gas Marketing Sales Agreement This session will review the key clauses in natural gas sales contracts, including references to provisions of the AIEN Model Form Natural Gas Purchase and Sale Agreements.



COURSE PROGRAM

Thursday, July 24, 2025

Fundamentals of LNG Manufacture, Purchase and Sale

08:30 - 09:00	Registration and Coffee
09:00 - 09:15	Day 2 Recap and Questions
09:15 - 10:00	<p>LNG Industry Overview & Critical Success Factors</p> <p>This session will include a summary of the LNG industry including growth of trade, status of new import/export facilities and a forecast for LNG trade growth as impacted by environmental policies and global conflicts. Includes discussion of strategic marketing options for a regional producer. It will also include a review of project development critical success factors and environmental and commercial challenges faced by current and potential new projects.</p>
10:00 - 10:30	Coffee Break
10:30 - 12:00	<p>LNG Sale & Purchase Agreements</p> <p>This session will provide an examination of key provisions found in typical LNG sales contracts and will refer to the AIEN Model Form LNG Sales and Purchase Agreement and the AIEN Master LNG Sales Agreement. The perspectives of both the Buyer and Seller will be examined.</p>
12:00 - 13:00	<p>Networking Luncheon</p> <p>Serena Brasserie</p>
13:00 - 13:30	<p>Introduction to Fluxana Natural Gas Negotiation Exercise</p> <p>Background explanation and formation of teams to represent government and industry to seek agreement on a term sheet for development of an offshore natural gas discovery using lessons learned from previous sessions.</p>
13:30 - 16:00	<p>Fluxana Natural Gas Negotiation</p> <p>This session examines various project structure options to optimize tax positions and improve project competitiveness.</p>
16:00 - 16:30	Teams Present Result from Fluxana
16:30 - 17:00	Course Summary
17:00	Course Adjourned

Course Faculty

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

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 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.

Robert M. Lesnick, Senior Petroleum Advisor, The World Bank (retired)

Robert M. Lesnick is an Executive Advisor to the highest levels of governments and businesses seeking to develop policy and projects in the energy sector. Mr. Lesnick fashioned a successful 30-year career in the private sector before leading the World Bank's Petroleum Advisory Services Practice until 2013. He has extensive experience in energy-related businesses, including petroleum commodity trading, natural gas pipeline and Liquefied Natural Gas (LNG) project development, and gas processing operations management. Robert has over 25 years of international experience as a country manager and lead negotiator for the development of energy infrastructure projects and has conducted business in more than 100 international locations in 87 countries on 6 continents.

