



**DIGITAL ENERGY ASIA
TRAINING COURSE**

2018

• DEATC-205 •

NEGOTIATING SUCCESSFUL FARMINS AND FARMOUTS IN DIGITAL ERA (For Oil and Gas Industries)

Instructors :

**Peter Cockcroft
Salis S. Aprilian, Ph.D.**

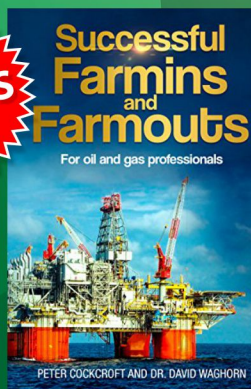
**16 - 18 October 2018
at JS Luwansa Hotel, Jakarta**



Course Fee :

Rp. 12.000.000,-

(Call Us for Discount 20% !!)



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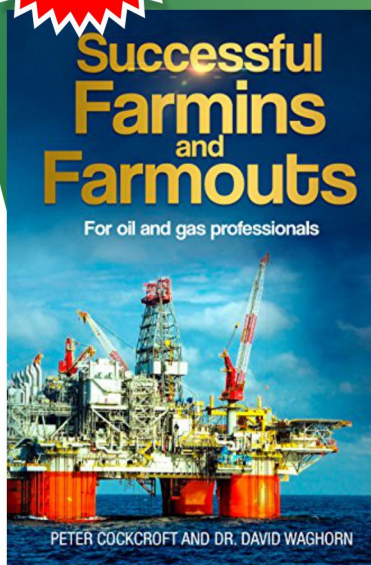
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BONUS



DIGITAL ENERGY ASIA
INTEGRITY . INNOVATIVE . INCLUSIVE

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or please fill in

the **DEATC-205 Registration Form** at :

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What are Farmins and Farmouts in Oil and Gas Industries in Digital Era •
Why participate the process •

DAY 1

Reviewing Data-Room •
Detail making Joint Ventures (JV) and Joint Operating Agreement (JOA) •

DAY 2

Negotiating tips •
Farmins and Farmouts economics •
Class negotiating results (Case Studies) •

DAY 3

About Instructors

Peter Cockcroft, a 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, and is co-author of "Successful Farmins & Farmouts for Oil & Gas Professionals".

Salis S. Aprilian, Ph.D., before he took early retirement from Pertamina on April 2018, he was Technical Expert/Strategic Adviser to Gas Directorate, PT Pertamina (Persero). He joined with Pertamina on September 1989, and has been assigned in various technical and managerial key positions in Pertamina Upstream and Downstream business. He published the book with a title of "MEMBANGUN(KAN) PERUSAHAAN ENERGI NASIONAL" in 2012. He has shared and taught various subjects in reservoir engineering, production optimization, oil/gas field development, gas & LNG, new renewable energies, and practical/strategic management.

Course Description

With the recent increase in global oil and gas activity, and the resulting more intensive acquisition and divestment (share-down) "deal flow", this course on the real-world aspects of farming-in and farming-out (FIFO) will appeal to explorationists, commercial and legal personnel, even bankers. Emphasis is on the practical aspects of the FIFO process, including the negotiating and dealing with joint venture partners and Governments. Simulations between "buyers" and "sellers" as well as representatives of NOC's are a popular feature of this course.

This unique 3-day workshop is designed to enable all oil & gas professionals involved in the FIFO to maximize their company's commercial position while minimizing future operation downtime. Attendees at this course will walk away with a practical knowledge of initiating, the ensuing process, the economics, and negotiating the FIFO of exploration and production assets in Digital Era.

Course Objectives

DEVELOP a farmout strategy best suited for your organization's interest.

NEGOTIATE Econtract clauses, terms and conditions strategically in farmin and farmout agreements.

GET a clear picture of the roles and obligations of the relevant parties involved in farmin and farmout negotiations.

DUE DILIGENCE of data rooms.

ANALYZE the economics of farmins and farmouts.

MINIMIZE legal disputes and operational downtime due to contractual disagreements.

MAXIMIZE profitability for your organization's benefits within oil & gas contract negotiations.

CROSS-CULTURAL NEGOTIATION TECHNIQUES are examined with appropriate classroom role-playing.

SIMULATION of real world negotiations.

Why You Should Attend

- Learn the key attributes of Farmins-Farmouts structures as well as the risks and benefits of forming joint ventures
- Discover the tools and techniques required to maximize the benefits of joint ventures for your company
- Learn important influencing and negotiating skills to deliver desired commercial outcomes

Who Should Attend

- All operating oil company managers and C-Suite executives
- Owners of resource assets (including mining)
- Asset and business unit managers
- Lawyers
- Accountants
- Geoscientists and engineers
- M&A specialists
- Potential investors in oil and gas assets
- Bankers
- Regulators

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(For Oil and Gas Industries)

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TITLE : NEGOTIATING SUCCESSFUL FARMINS AND FARMOUTS IN DIGITAL ERA (For Oil and Gas Industries)
INSTRUCTORS : Peter Cockcroft & Salis S. Aprilian, Ph.D.
DURATION : 3 Days, 16 - 18 October 2018
VENUE : JS Luwansa Hotel, Jakarta
COURSE FEE : Rp. 12.000.000,-

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COURSE AGENDA

DAY 1

1. **INTRODUCTION**
 - ❖ The importance of Government approvals
 - ❖ The Joint Bidding Agreement
2. **DIGITAL OIL FIELDS**
3. **THE ASSET ACQUISITION AND DIVESTMENT OPTIONS**
 - ❖ Reasons for Farming out
 - ❖ Reasons for Farming In
 - ❖ "Farmins" vs "Earn-ins"
 - ❖ The importance of Government approvals
4. **THE AIPN MODEL FARMOUT AGREEMENT**
5. **THE CRITICAL ELEMENTS OF THE FARMOUT PROCESS**
 - ❖ "Farmins" vs "Earn-ins"
6. **DATA ROOMS**
 - ❖ The benefits of a virtual data room
 - ❖ The physical data room
 - ❖ A due diligence checklist for data rooms
7. **THE FARMOUT DOCUMENTATION**
8. **TEAM CLASS EXERCISE (PART 1): BIGOIL, SMALLCO AND STATEOIL NEGOTIATION**

DAY 2

9. **A STEP-BY-STEP PROCESS FOR FARMING OUT**
 - ❖ Pre-JOA Arrangements
 - ❖ Model Form Contracts
10. **A TECHNICAL AND COMMERCIAL CHECKLIST FOR THE FARMINEE**
11. **THE PRINCIPAL COMMERCIAL DRIVERS OF FARMOUT AGREEMENTS**
12. **THE TAX COMPONENT – IS THERE ANY TAX, AND WHO PAYS ?**
13. **JOINT VENTURES (JV)**
 - ❖ What is a JOINT VENTURE?
 - ❖ Reasons why Oil Companies enter into JOA
14. **JOINT OPERATION AGREEMENTS (JOA)**
 - ❖ The importance of Joint Operation Agreements
 - ❖ The importance features of the Joint Operation Agreements
 - ❖ Dealing with joint venture partners
 - ❖ The voting "passmark"
 - ❖ The thorny issue of sole risk and pre-emption
15. **CLASS EXERCISE (PART 2): BIGOIL, SMALLCO AND STATEOIL NEGOTIATION**

DAY 3

16. **A PRIMER ON NEGOTIATION**
 - ❖ The negotiation process
 - ❖ Planning and preparation
 - ❖ Interaction with the other parties
 - ❖ Tips and Tricks
 - ❖ Closing
17. **THE ECONOMICS OF FARMOUTS**
 - ❖ Dealing with uncertain outcomes
 - ❖ The EMV approach
 - ❖ Class exercises on valuing farmins and farmouts
18. **TEAM CLASS EXERCISE (PART 3): BIGOIL, SMALLCO AND STATEOIL NEGOTIATION**
19. **PRESENTATION OF TEAM FARMIN/FARMOUT NEGOTIATIONS BETWEEN BIGOIL, SMALLCO AND STATEOIL**