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4th Annual Congress on

Successfully Negotiating & Renegotiating

LONG TERM GAS SUPPLY CONTRACTS



2nd & 3rd July 2014

NH Berlin Friedrichstrasse
Germany

Benchmark your Contracting and Arbitration Strategies with over 25 Outstanding Speakers and Leading Gas Experts:

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The industry-leading Long Term Gas Supply Contracts Congress remains the only event focused exclusively on this critical issue: your essential guide to successfully negotiating and renegotiating long term gas supply contracts in 2014.

Written in consultation with the arbitrators, legal counsel and expert witnesses involved in key pricing arbitrations, walk away with comprehensive and practical advice on:

- Creating robust long term supply contracts that are reflective of current contractual trends, arbitration awards, and shifting global markets in 2014
- How to conduct commercial negotiations persuasively, realistically and creatively in order to achieve your goals
- Proven strategies for successfully navigating the potential roulette of gas price arbitrations
- Incorporating the growing influence of Asia, LNG and Shale gas in your pricing constructs

Enhance your Congress experience by attending our expert-led and interactive pre-Congress workshop on July 2:

The A to Z of Drafting Hub-Based and LNG Contracts

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Long Term Gas Arbitrations Show No Sign of Slowing Down

What Are The Key Lessons You Need To Learn?

With landmark arbitration decisions on long-term gas supply contracts continuing the market trend towards adjusting price structures away from oil indexation, what are the critical issues that these arbitrations have raised and how can you apply the lessons learned to your current contract negotiations and arbitration strategies?

Uncompromising, relevant and hard-hitting, dispensing the latest insights, best practice and 'need to know' information, the 2014 agenda delivers unrivalled opportunities for practical learning, knowledge sharing and benchmarking

Now in its 4th year, C5's Congress on Long Term Gas Supply Contracts delivers advanced and practical insights on the latest arbitration awards and market contracting trends, providing a new level of clarity for suppliers and buyers alike re-negotiating their existing contracts and drafting future long term gas supply contracts.

NEW interactive discussions and real-time lessons on:

- The growing influence of supply and demand dynamics in the Asian gas markets
- Re-evaluating critical contractual terms and price formulae in light of market forces and arbitration awards in 2014
- The rise of LNG and Shale and their impact on the global energy market
- Dealing with the impact of issue preclusion and res judicata in price revision disputes

Reserve your place at this invaluable congress today! **Register now** by calling +44 (0) 20 7878 6888, by faxing your registration form to +44 (0) 20 7878 6885 or by registering online at www.c5-online.com/GasContracts



"It revealed many items that were not so evident in the clauses of long term contracts"

— Commercial & Logistics Manager, Promgas / Gazprom Group

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— Partner, Mannheimer Swartling



Who Should Attend?

From oil and gas companies, utilities and industrial purchasers:

- Legal counsel
- Commercial managers
- Heads of negotiation
- Heads of supply and portfolio development
- Purchasing managers
- Corporate treasury managers
- Heads of origination
- Risk managers
- Energy procurement personnel

Attorneys practicing in the areas of:

- Energy / commercial litigation / arbitration

Advisors and consultants in the oil and gas sector

Arbitrators and representatives from arbitration centres

From banks:

- Commodities traders and analysts

Industry Leading Insight From Our Expert Faculty



Alberto Hernández García-Gallardo
VP Gas Supply, Endesa S.A.



Alexis Mourre
Partner, Castaldi Mourre & Partners



Angelica Nuñez-Anico
Director of Logistics (LNG & Maritime Transport), Gas Natural SDG S.A.



Boaz Moselle
Senior Managing Director, FTI Consulting



Brian Little
Principal, Global Gas, Nexant Ltd



Brian Ob
General Counsel, KoGas



Carlos Lapuerta
Principal, The Brattle Group



Chikako Ishiguro, Senior Analyst, Research and Planning Team, Energy Resources & International Business Unit, Osaka Gas



Christopher Goncalves
Director, Berkeley Research Group



Daniel Muthmann, Partner & Managing Director, Global Gas Partners



David Milton QC
Barrister, Essex Court Chambers



David Viduna
Head of Long-term Origination, ČEZ



Francisco de la Flor
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Niall Trimble, Managing Director
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Nick Perry
Senior Advisor, Timera Energy



Patrick Heather, Senior Research Fellow
The Oxford Institute for Energy Studies



Paul Griffin
Partner, Allen & Overy



Philipp Jäger
Legal Advisor, GasTerra B.V.



Rachel Lidgate
Senior Associate, Herbert Smith Freehills



Sergey Komlev, Head of the Contract Structuring and Pricing Directorate
Gazprom Export*



Steven Finizio
Partner, WilmerHale LLP



Takao Kasumi, Deputy General Manager,
Paris Representative Office, Tokyo Gas



Ulf Hårdeman
Partner, Delphi



Veijo Heiskanen
Partner, LALIVE



Vladimir Drebentsov
Head of Russia & CIS Economics, BP



Wolfgang Peter
Partner, Python & Peter



Wolfgang Peters
Chairman of the Board of Directors,
CEO, RWE Supply & Trading CZ, a.s.

DAY ONE: 2 JULY 2014

PRE-CONGRESS WORKSHOP (8:00 – 10:00)

The A to Z of Drafting Hub-Based and LNG Contracts

Niall Trimble

Managing Director, The Energy Contract Company Ltd

As the move away from oil-indexation continues, the question arises of how hub-based deals are being structured as distinct from traditional oil-indexed long-term gas supply contracts. This masterclass will provide you with an essential guide to drafting hub-based and LNG contracts that reflect changing risk ownership in the gas value chain. The in-depth analysis of key practical considerations when drafting these contracts includes:

- Pricing terms: which hub indices to use, how to review, how to incorporate?
 - “Plus” and “uplift” components
- Length of the contract
- Volume flexibility
- Penalties
- Indemnities
- Termination clauses

Unique LNG considerations:

- Diversions and re-loads after delivery
- Transportation factors

MAIN CONGRESS DAY ONE

9:45 Registration and Coffee

10:15 **Opening Remarks from the Chair**

10:20 **Has Oil Indexation Reached the Point of No Return?: Discussing the Future of Long Term Gas Supply Contracts**

Moderator: *Brian Little*, Principal, Global Gas, Nexant Ltd

Wolfgang Peters, Chairman of the Board of Directors, CEO, RWE Supply & Trading CZ, a.s.

Vladimir Drebenstov, Head of Russia & CIS Economics, BP

Alberto Hernández García-Gallardo, VP Gas Supply, Endesa S.A.

David Viduna, Head of Long-term Origination, ČEZ

Sergey Komlev, Head of the Contract Structuring and Pricing Directorate, Gazprom Export*

In this engaging and insightful roundtable discussion, hear what all sides of the market think the future holds for long term gas supply contracts in light of recent high profile arbitrations and settlements. All sides will put their cards on the table and set the scene for the rest of the congress to follow.

Buyer perspective:

- Are buyers confident with a liquid hub based market, or do they still see a benefit of having long-term supply agreements?
- What is important for buyers in terms of the functionality and features of future agreements? How and why is this different from their traditional needs?
- How will risks and rewards be divided?
- If industry moves to complete hub pricing, what point do buyers see in having a long term contract?

Supplier perspective:

- What is their view on the current round of price revisions in North-West Europe and the development towards hub-based pricing?
- With liquidity on hubs, what is the current value of flexibility of volume uptakes under a long term gas supply contract?
- What other contractual clauses do sellers believe represent value for buyers?
- Does this value warrant a premium for the seller?
- If industry moves to complete hub pricing, do sellers still need wholesale gas companies to act as a middle man to reach the end user?

* = Speaker to be confirmed

11:30 **The Rise of Shale Gas, LNG Trade, and Implications for Prices and Price Review**

Christopher Goncalves, Director, Berkeley Research Group

No longer an isolated gas market, Europe is increasingly integrated in global markets through LNG trade. Over the last several years shale gas production in North America, and demand fluctuations in Asia before and after the Fukushima accident have had far-reaching implications for global LNG trade and gas prices in Europe. LNG and natural gas are increasingly global market commodities although regional variations persist. With a focus on shale gas production, North American LNG exports, emerging delay and cost bottlenecks with the Panama Canal expansion, what will be the global LNG trade implications and how might the emerging global dynamics affect Europe? And how might this impact your forthcoming price negotiation and/or dispute resolution efforts?

LNG:

- Balancing current and forecasted supply and demand of LNG in light of:
 - North American LNG export volumes
 - Australian, East African, and East Mediterranean production
 - Nuclear Policy and LNG demand in Japan and Korea
 - Emerging market demand in China, India, SE Asia, and the Americas
- How does the growing LNG import trade affect the dynamic of long term gas supply contracts?
 - Regional market impacts in the Pacific and Atlantic
 - Possible impact of the Panama Canal dispute
 - Possible implications on European gas prices

Shale:

- North America and European shale gas production forecasts
- What impact will developments in shale gas exploration and production in Europe have on the market?
 - How did the shale gas revolution affect the US market and to what extent will it be followed in Europe?
 - What is the global impact of the US now exporting shale gas?
- What represents the most likely source of future long term gas supplies in Europe: new pipelines, shale production, and/or LNG?

12:15 Networking Lunch

1:30 **The Impact of Fukushima, LNG Diversions & Regional Hub Developments: Assessing the Growing Influence of Supply & Demand Dynamics in the Asian Gas Markets**

Moderator: *Paul Griffin*, Partner, Allen & Overy

Brian Ob, General Counsel, KoGas

Chikako Ishiguro, Senior Analyst, Research and Planning Team Energy Resources & International Business Unit, Osaka Gas

Takao Kasumi, Deputy General Manager Paris Representative Office, Tokyo Gas

- Will the recent developments around long term contracts and arbitrations in Europe have any flow-on effect in Asia, and if so, how much and how quickly?
- What does an Asian pricing construct look like in 2014?
 - What are some of the typical contract structures being seen across Asia?
- The possibility of developing a stand-alone gas market in Asia not reliant on crude
- What effect has slowing growth in China and India had on prior global demand forecasts?
- Assessing the impact of post-Fukushima Japan on the global LNG market
- The importance of flexibility, and the value US LNG provides in this regard

2:30 **Comprehensive Overview of the European Hub Markets**

Patrick Heather

Senior Research Fellow, The Oxford Institute for Energy Studies

This session will examine in detail the status, characteristics and prospects for further development of the key European gas hubs. After providing the background for how these hubs have evolved in the recent past, it will provide insight on their role in the future development of the European gas market as it moves from oil to hub indexation on long term gas supply contracts.



- Comprehensive overview of the status, characteristics and developmental stages of the individual European traded gas hubs of today as well as the proposed new hubs
 - To what extent have the hubs correlated?
 - Trading liquidity: volume trade, churn ratio, difference between bid and offers, detail level of network information and the number of trading parties
- Role of the exchanges
- Is there still need for proxy pricing?
- Which hubs are suitable to benchmark to?
- To what extent can the hubs be used as a reliable basis for pricing in long term gas supply contracts?
- What does the future hold for the hubs in a spot-priced gas market?

3:15 **The Role of Gas Infrastructure in the Price Formation**

Francisco de la Flor, Director of Regulation, Enagas

- Is there enough infrastructure?
- The role of interconnections in price convergence
- Infrastructure services cost vs. commodity cost
- Infrastructure networks and virtual trading

3:45 **Afternoon Refreshments**

4:15 **Re-evaluating Critical Contractual Terms and Price Formulae in Light of European Market Developments and Arbitration Awards in Recent Years**

Johannes P. Willheim, Partner, Willheim Müller

Daniel Muthmann

Partner & Managing Director, Global Gas Partners

With much of the language used in long term contracts signed over 20 years ago no longer fit for purpose in light of recent arbitration awards and market movements, the time has come to re-examine the terms under which the original contracts were entered. Focusing on situations where the original bargain has changed, and considering the commercial and legal avenues to revise the price formulae structurally instead of mere price reductions, how is outdated contract terminology in long-term gas supply contracts to be interpreted in 2014, and how can you make a case to arbitrators where the original bargain entered into is no longer reflective of the current gas market.

- The powers of arbitral tribunals to revise the pricing terms of long-term contracts and their limitations
- Are there any Continental European standards or trade usages which apply to all long-term contracts?
- Proving and determining price revision criteria
- Limitations of price revisions to adopt existing contractual long-term obligations to changed circumstances
- What commercial solutions have been found to reflect new market realities in long-term contracts?
- Commercial and strategic implications from a changed contractual landscape in Europe?
- Alternative bases for amendments (hardship, changed circumstances, competition law etc.)

5:15 **How to Conduct Commercial Re-Negotiations Persuasively, Realistically and Creatively in Order to Achieve Your Goals & Avoid Costly Arbitration**

Nick Perry, Senior Advisor, Timera Energy

- Assessing the strength of your position and likelihood of success to establish your strategy
 - Drivers of contract renegotiation
 - Intelligent anticipation of commercial tensions
 - Civil Code vs Common Law legal contexts
 - Mapping the commercial space between the parties
- Making your case
 - Analysing successful arguments on both sides
 - Utilising expert evidence: what role can experts play in commercial re-negotiations?
- Getting creative to avoid stalemate
 - The benefits of win-win / added value, vs win-lose / zero-sum
 - Where to find scope for win-win solutions
- What it takes to conduct renegotiations constructively

6:00 **Chairs' Closing Remarks**

Networking Drinks Reception

MAIN CONGRESS DAY TWO: 3 JULY 2014

8:15 **Registration and Coffee**

8:45 **Opening Remarks from the Chair**

9:00 **Panel Discussion: Establishing an Effective Arbitration Agreement and Overcoming the Hurdles of Price Review Arbitrations to Ensure a Timely & Successful Process**

Moderator: *Steven Finizio*, Partner, WilmerHale LLP

Philipp Jäger, Legal Advisor, GasTerra B.V.

Jasmin Kaboni-Voit

Senior Legal Counsel, RWE Supply & Trading GmbH

Angelica Nuñez-Anico, Director of Logistics

(LNG & Maritime Transport), Gas Natural SDG S.A.

- The distinct roles of in-house counsel and external counsel in arbitrations
- Critical procedural issues encountered in price reviews and what you can do to get them right
- Drafting the arbitration agreement
 - Mechanisms to ensure efficiency and predictability of the process
 - Restricting the parameters of a price review arbitration
 - Submission of written statements and documents
 - Confidentiality provisions
 - Procedural rules including discovery, burden of proof and cost allocation
- Typology of arbitration agreements, including: institutions, agreed time-frames (binding and not binding), and disputes arising from connected/related contracts
- Pitfalls to avoid when making the critical choice of arbitrator and arbitration rules
- How to incorporate and protect confidential business information during proceedings, particularly sensitive pricing information
- Enforceability of the award, including cross-border enforcement

10:00 **How to Prove a Clear Trigger Event For a Price Reopener**

Veijo Heiskanen, Partner, LALIVE

- Key elements in determining whether or not the trigger event has occurred
- What constitutes "significant", "material" and "substantial" changes in circumstances?: reaching objective decisions based on subjective interpretations
 - "Economic" vs. "market" circumstances
- How to distinguish short-term fluctuations and lasting events
- Balancing the buyer and supplier perspectives of what constitutes the relevant "market"
- Determining the effect of the market changes on the value of the gas supplied under the contract, and the causal link between the two
- Are trigger provisions necessary in the first place?

10:45 **Morning Refreshments**

11:15 **The Arbitrator's Assessment: Insider Insight on What You Can Do to Improve Your Chances of Success in Arbitration**

Moderator: *Ulf Hårdeman*, Partner, Delphi

Alexis Mourre, Partner, Castaldi Mourre & Partners

Wolfgang Peter, Partner, Python & Peter

Kaj Hober, Partner, Mannheimer Swartling

Long term gas supply contract arbitrations are highly complex drawn-out procedures with settlements at stake that have a material impact on a company's bottom line. Arbitrators are tasked with negotiating a difficult path of minimal guidance in the original contract, and little in the way of legal 'precedent', when re-writing pricing formulas. In this revealing panel discussion, leading arbitrators from across Europe share their insights from the process and provide clear cut insight as to what they are looking for from counsel to help the tribunal and achieve a successful arbitration.

12:30 Networking Lunch

1:30 **Crossing the Pond: Price Review Arbitrations Under English and New York law**

James Baily, Partner, [Herbert Smith Freehills](#) (London)

Laurence Shore, Partner, [Herbert Smith Freehills](#) (New York)

Rachel Lidgate

Senior Associate, [Herbert Smith Freehills](#) (London)

- Similarities and differences in the approach to price review arbitrations under agreements governed by English and New York law
- Key differences in contractual interpretation relevant for the purposes of triggering price reviews, including possible arguments based on “good faith” and “trade usage”
- Strategic and practical issues as a result of the procedural differences between English and New York law

2:30 Afternoon Refreshments

2:45 **Dealing With The Impact of Issue Preclusion and Res Judicata in Price Revision Disputes**

Michael Polkinghorne, Partner, [White & Case LLP](#)

David Mildon QC, Barrister, [Essex Court Chambers](#)

Res judicata, issue estoppel/preclusion and related concepts exist in various forms under most systems of law. They may prevent a party from further disputing a previously adjudicated issue. Where periodic review mechanisms under long-term gas supply contracts provide for the possibility of successive arbitrations involving similar issues, questions can arise as to what arguments are open on subsequent price reviews. This session will shine a light on a particularly grey area of the law, and examine how the doctrines might apply to arbitration awards and how they may practically apply in gas price dispute scenarios

- Issue estoppel/preclusion: an overview of the concepts in both common law and civil law jurisdictions
- Decisions on the interpretation of the review clause
- Decisions on the facts
- Decisions involving an element of discretion

3:45

Practical Guidance on Creatively Utilising Your Experts and Evidence to Persuade the Arbitration

George von Mehren, Partner, [Squire Patton Boggs](#)

Carlos Lapuerta, Principal, [The Brattle Group](#)

Boaz Moselle, Senior Managing Director, [FTI Consulting](#)

Experts:

- Tailoring the expert to the evidence: how many experts to employ and who to use?
 - Economists, surveyors, intermediaries, market analysts
- Taking advantage of less onerous evidentiary rules and discovery requirements in selecting your experts
- Drafting the expert report and focusing their opinion
 - Choosing the most effective method of presenting expert evidence: panels, affidavits, written reports
 - Carefully handling issues of legal privilege
 - Examination and cross-examination of witnesses

Evidence:

- How to meet key evidential issues:
 - Burden of proof
 - Limitations on public sources of data
 - The use of legal “precedents”
- Commanding a range of different types of evidence to support your position: independent research, expert witnesses, analytical support
- Economic evidence commonly utilised in arbitrations:
 - Giving economic context to contracts: the interface between economics and the law
 - Defining market value in the context of the dispute
 - How to infer the value of gas via reference to downstream prices
 - Statistical analyses and market data
- Overcoming the challenges of assembling data applicable to the price review clause in the contract

5:00

Chairs’ Closing Remarks & End of Forum

“Very useful. I would recommend to any commercial or legal people dealing with contracting”

— Commercial Advisor, BP

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LALIVE LALIVE is an international law firm, with offices in Switzerland and Qatar. Our expertise in the field of energy covers construction, projects and dispute resolution, including several high-value disputes relating to gas supply contracts and energy investments.



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Date: 2nd & 3rd July 2014

Time: 8:00 am – 6:00 pm

Venue: NH Berlin Friedrichstrasse Hotel

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