

OVERVIEW

This five-day program is designed for individuals who wish to obtain a comprehensive understanding of today's international gas business. This intensive program covers the complete gas and gas-liquids value chain - upstream, midstream and downstream - including the technical, economic, commercial, regulatory and market fundamentals that drive the industry today. The instructional format consists of a careful balance of lectures by experienced experts and a proprietary "business game" that allows participants, working in teams, to internalize the learning.

WHO SHOULD ATTEND

This program will benefit management, administration, government, operational and technical personnel who wish to broaden their knowledge of the international gas business and "best practices" of the natural gas business, especially the commercialization of gas projects.

INSTRUCTIONAL FORMAT

This intensive program has a balanced lecture and integrated gas business "game" format that continues to receive "rave" reviews from participants as an excellent way to maximize the learning and "have fun."

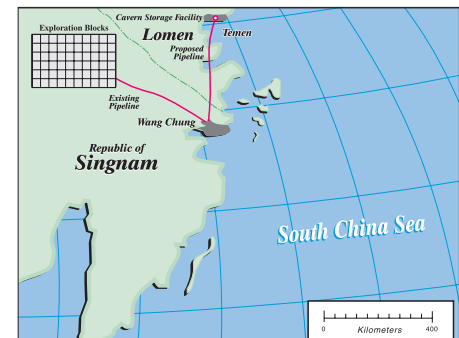
LECTURE CONTENT:

The International Gas Market Structures
Host Government Agreements
Exploration Methods
Drilling and Well Completions
Cost of Gas Supply and Energy Project Economics
Estimating Resources and Reserves
Surface and Gas Processing Facilities and the Markets for Gas Liquids
Load Balancing and Underground Gas Storage Facilities
Gas Pipeline Systems
Gas-Fired Power Plants
Gas Distribution
Ammonia, Methanol and GTL Monetization Opportunities for Gas
LNG Project Fundamentals and Transportation
Gas Field Design and Development
Measuring Company Financial Performance
Industry Regulation, Deregulation and Convergence
Project Financing: Commercial Debt Structuring
Gas Trading and Risk Management

WORKSHOP

The International Gas Business Game

This gas business workshop allows participants, working in teams, to participate in a challenging "business game." For Asia programs the game takes place in the **Republic of Singnam**, a country in the South China Sea and, for Atlantic Basin programs, the setting is the **Republic of Expetra**, a island in the Caribbean. In each case teams negotiate the first exploration agreement ever with the host country and then explore for, develop and produce gas and gas liquids that satisfy the most favorable market opportunities, both domestic and international. In order to make the best decisions the teams analyze the cost of supply and the economics of each gas market and then commit resources to build their own value chain. In so doing they learn the commercial contributions of each sector of the industry and how they are all interrelated. The business game has a simulated time span of 20 years during which the teams, by being challenged to achieve the best overall financial performance, have extensive discussions before making decisions, which causes them to internalize the learning and "have fun."



The sessions include:

- Workshop Overview
- Negotiating the Host Government Agreement
- Exploration, Drilling and Reserves Estimation
- Surface Facilities and LPG Plant Decision
- Export Pipeline Market Decision
- Gas Distribution Market Decision
- Gas-fired Power Plant Market Decision
- Ammonia and Methanol Project Decisions
- Integrated Field Development & Market Decisions
- Supplemental Field/Market Decisions
- Team Presentations of Overall Performance

INSTRUCTORS



JOHN B. (JACK) KING, is an expert in the developing and marketing of natural gas, both in pipeline natural gas and LNG, with over 26 years experience in Mobil and ExxonMobil Corporations. Jack began his career as a production engineer in the Gulf of Mexico. He then progressed through a number of senior executive natural gas marketing positions for both Mobil and ExxonMobil affiliates in the United States, Indonesia, Qatar, Peru, Venezuela, Japan and Russia. From Indonesia, he participated in successful long-term LNG sales contract negotiations with gas consumers in Japan, South Korea and Taiwan. In Qatar, he was instrumental in leading the successful LNG sales negotiations to kick-off the RasGas LNG project with Korea Gas Corporation, as well as the lead negotiator in Mobil's contract negotiations with Japanese buyers in the QatarGas project. He was instrumental in initiating LNG sales contract negotiations with LNG consumers in Thailand, Turkey, Taiwan, India and Italy. He led both Mobil Corporation's efforts in the Camisea gas project in Peru and ExxonMobil's participation in the Venezuela LNG project. As Project Executive for the Sakhalin-1 project, he concluded a successful feasibility study to bring pipeline natural gas from ExxonMobil's Sakhalin-1 project, in Russia, to Japanese utilities and concluded a successful long-term agreement to bring pipeline natural gas to China from the Sakhalin-1 project. Jack received a B.S. in General Engineering and Military Art from the United States Military Academy at West Point, New York, and earned a Masters in Business Administration from Tulane University.



MAHER HABBAL is Manager, Business Simulators Development/Applications for IHRDC. He is responsible for developing and implementing the business simulation models used in IHRDC management programs and workshops. To date he has built five such simulators: one for the oil industry, two for gas, and two for power. His other responsibilities include internal financial reporting, analysis and forecasting. Before joining IHRDC, Mr. Habbal worked three years with Arthur D. Little, Inc. as a Senior Financial Analyst in financial reporting and modeling. Also, as a member of the teaching staff at the Arthur D. Little School of Management Master of Science in Management Program, he taught Finance, Economics and Accounting. Mr. Habbal holds a M.S. degree in Management from Arthur D. Little School of Management and a B.S. in Business Economics from the Lebanese American University.

PROGRAM LOCATION & SCHEDULE

The program will begin on the first day with registration at 7:30am and end mid-afternoon on the last day. Participants may be asked to stay later on some of the first few evenings to complete workshop sessions. Hotel details will be provided upon registration.

Enrollment Fees: Bali, Indonesia: US\$3,500 Doha, Qatar: US\$3,950

**IHRDC will provide a discount to companies who enroll five or more participants in one program.*

PLEASE ENROLL ME IN: **INTERNATIONAL GAS BUSINESS WORKSHOP**

BALI, INDONESIA **DOHA, QATAR**

Name _____

Title/Position _____

Company _____

Address _____

City/State _____ Country _____

Telephone _____ Fax _____

E-mail _____

PAYMENT METHOD

Fee Enclosed Please Invoice Send to the attention of: _____

Mastercard Visa American Express Discover

Card Number _____ Exp. Date _____

Signature of Cardholder _____

**TO REGISTER PLEASE CONTACT IHRDC AT:
REGISTRAR@IHRDC.COM; Fax: 1.617.536.4396 or Phone: 1.617.536.0202
WWW.IHRDC.COM**

ADDITIONAL 2010 OFFERINGS:

LNG Business Workshop

KUALA LUMPUR JANUARY 18-20, 2010
DOHA MARCH 7-9, 2010
PERTH JUNE 21-23, 2010

Negotiating Successful LNG Sales & Purchase Agreements

KUALA LUMPUR JANUARY 20-22, 2010
DOHA MARCH 9-11, 2010
PERTH JUNE 23-25, 2010

Human Resource and Competency Management Workshop

DOHA MARCH 14-18, 2010

International Power Business Workshop

KUALA LUMPUR JUNE 28-JULY 1, 2010