

# Oil and gas industry fundamentals

21-23 September 2010, London, UK



El member £1,880.00 inc VAT Non-member £2115.00 inc VAT\*

\*includes complimentary Affiliate membership to the Energy Institute

This course comprehensively covers the oil and gas supply chains from exploration through field development, valuation and risk, production, transportation, processing and refining, marketing, contracts, trading, retailing, logistics, emerging markets and competition with alternative energies. As such, it provides understanding and insight to the processes, drivers, threats and opportunities associated with the core industry activities.

The course will benefit personnel from a range of technical, non-technical and commercial backgrounds with varying levels of experience. For example, new industry entrants and those with expertise in one area wishing to gain a broader perspective of all industry sectors will be provided with a concise knowledge base.

It also provides a valuable industry overview for those employed by financial, commercial, legal, insurance, governmental, service, supply and advisory organisations who require an informed introduction to the economic and commercial background and general trends within the oil and gas industry.

Participants will gain an appreciation of the principal activities in the international upstream and downstream petroleum industry and an understanding of how these inter-relate, as well as an awareness of the impact of external influences and the ways in which the industry is adapting to increase its competitiveness and to meet new challenges.

## The 3-day intensive course will cover:

### Day one

- Descriptions of the distinct oil and gas supply chains
- Origin and distribution of oil and gas
- Upstream production, reserves and price trends
- Petroleum product consumption trends
- Supply, demand licensing and bidding
- Seismic and drilling technologies
- Applying exploration and production technologies
- Sub-surface and above-ground risks and opportunities
- Economic evaluation of field developments
- Project planning and managing field developments
- Upstream fiscal terms, contractual and project finance
- Costs, timing, efficiency and benchmarking the industry

### Day two

- Natural gas: pipelines, storage, LNG and GTL
- Global gas trading, gas-to-power, co-generation and CHP
- Gas supply contracts, distribution networks and liberalised markets
- Range of crude oil compositions and evolving product barrel

- Basic processes of refining and product outputs
- Refinery management and optimisation operations
- Refinery economics, gross product worth, net profit margins
- Pipelines, marine transportation and costs (worldscale)
- Petrochemical industries – trends and forecasts
- Syncrudes and heavy oil technologies and economics

### Day three

- Physical oil markets and crude pricing
- The major oil and gas markets and trade movements
- Oil trading and supply operations
- Price exposure: the need to hedge
- Trading instruments: forwards, futures and swaps
- Product marketing and distribution logistics
- Wholesale, aviation, marine and LPG markets
- Retailing fuel: competitive techniques and market trends
- Evolution of C-stores and unmanned forecourts
- Renewables and alternative energies: threats or opportunities?

## Who should attend?

- Those seeking a broader knowledge of the oil, gas and energy industry and markets
- New recruits to oil, gas and energy companies
- Analysts, planners, traders, sales, marketing, engineering, refining, communications and commercial personnel
- Those requiring an understanding of the oil, gas and energy value chain
- Bankers and lawyers supporting the industry, together with management consultants providing services to oil, gas and energy companies
- Ministerial, governmental, industry bodies and development agency staff

## Delegates will:

- Identify where petroleum comes from and how and where it accumulates.
- Understand exploration and production techniques and their associated risks.
- Gain insight to petroleum economic, fiscal and project planning issues.
- Become aware of development, transport and market options for oil and gas.
- Recognise the ability of refining processes to balance product market demand.
- Perceive the importance of the trading, hedging and retailing functions to modern, integrated oil and gas companies.
- Be able to evaluate the threats and opportunities offered by non-conventional petroleum sources and alternative fuels.



# Registration form

To register, by post or fax, please complete this registration form in BLOCK CAPITALS and return it to the address below, together with payment of all fees.

Nick Wilkinson, EI Oil and Gas Training, Energy Institute, 61 New Cavendish Street, London W1G 7AR, UK  
 f: +44 (0)20 7255 1472

To register by email, please provide the same contact details (shown below), together with the relevant course details and send to: [nwilkinson@energyinst.org](mailto:nwilkinson@energyinst.org) To book online, visit: [www.energyinst.org](http://www.energyinst.org)

I am/my employer is a member of the EI and entitled to the EI member's rate. EI Membership Number: .....

Family name: ..... Mr/Mrs/Miss/Ms/Dr/Other: .....

Given name(s): ..... Name to be used on badge: .....

Job title or present position: .....

Company/Organisation: .....

Name and address against which an invoice should be raised: .....

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t: ..... f: .....

e: .....

Mailing address for joining instructions (if different to invoice address above): .....

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Please indicate if you have any particular dietary requirements: .....

I confirm that I have read and agree to the conditions of registration as specified in the General Information section.

Signature: ..... Date: .....

**Under UK Excise Regulations, delegates from all countries are required to pay VAT on any course taking place in the UK.**

Course Title: .....

Course date: ..... Cost of course: £ .....

Course Title: .....

Course date: ..... Cost of course: £ .....

Less 10% discount for each **subsequent** delegate from the **same** company attending the **same** course on the **same** date £ .....

TOTAL PAYMENT £ .....

The total amount may be paid by Sterling Cheque or Draft drawn on a bank in the UK.

I enclose my remittance, made payable to the Energy Institute, for: £ .....inc VAT

To pay by Credit or Charge Card, circle appropriate card name and give card details below:



Card No: \_ \_ \_ \_ / \_ \_ \_ \_ / \_ \_ \_ \_ / \_ \_ \_ \_ Start Date \_ \_ / \_ \_ Expiry Date \_ \_ / \_ \_

Please enter your 3-digit\* security code above. This will be deleted upon authorisation. \*4-digits for Amex users.

Credit/Charge card holder's name and address: .....

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Signature: ..... Date: .....

# General information

## Payment

Full payment must be received before a place can be guaranteed. Under UK Excise Regulations, delegates from all countries are required to pay VAT on any event taking place in the UK. Please note that VAT may be liable to amendment. All prices are correct at the time of going to press, but may be subject to change without prior notice.

## Acknowledgement of registration

Confirmation of registration and a VAT receipt will be sent to all delegates. Joining instructions will be sent out prior to the start date of the course. If you have not received your acknowledgement seven days prior to the start date of the course, please contact EI Oil and Gas Training at the Energy Institute to confirm your booking.

## Language and course materials

All presentations, course materials and supporting documentation will be presented in English.

## Cancellation

In the event of a delegate cancelling, a refund of the registration fee less a 20% administration charge will be made provided that notice is received in writing at least 28 days before the date of the course. No refunds will be paid after that date. However, course papers, as supplied to attendees, will be provided after the event.

## Substitution

If you are unable to attend, a substitute delegate may attend in your place, provided that EI Oil and Gas Training is notified in advance.

## Enquiries

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London W1G 7AR, UK  
t: +44 (0)20 7467 7100 f: +44 (0)20 7255 1472  
e: [nwilkinson@energyinst.org](mailto:nwilkinson@energyinst.org)  
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## About the course provider

The Energy Institute (EI) is the leading professional body for the energy industries, representing almost 12,000 professionals both nationally and internationally.

A Royal Charter membership organisation, the Energy Institute serves society with independence, professionalism and a wealth of expertise in energy matters, creating a home for energy professionals and a scientific and technical reservoir for industry. It is licensed by the Engineering Council (UK) to offer Chartered, Incorporated and Engineering Technician status to engineers.

The Energy Institute (EI) cannot accept any liability for any loss, cost or expense suffered or incurred by

any person arising from reason of war, including threat of war, riots and civil strife, terrorism or threats thereof, natural disaster, weather, fire, flood, drought, technical, mechanical or electrical breakdown within any premises visited by delegates in connection with the course, non provision of services provided by hotel companies or transport operators, industrial disputes, governmental action, regulations, or technical problems which may affect the services provided in connection with the event. The right to exclude any delegate, guest or substitution and to reject any application for registration is reserved. The Institute reserves the right to make any changes to the courses as considered necessary.

## DATA PROTECTION ACT

The EI will hold your personal data on its computer database. This information may be accessed, retrieved and used by the EI and its associates for normal administrative purposes. If you are based outside the European Economic Area (the 'EEA'), information about you may be transferred outside the EEA. The EI may also periodically send you information on membership, training courses, events, conferences and publications in which you may be interested. If you do not wish to receive such information, please tick this box

The EI would also like to share your personal information with carefully selected third parties in order to provide you with information on other events and benefits that may be of interest to you. Your data may be managed by a third party in the capacity of a list processor only and the data owner will at all times be the EI. If you are happy for your details to be used in this way, please tick this box