

THANK YOU FOR MAKING AFRICA GAS & LNG SUMMIT 2010  
A HUGE SUCCESS!

# Post-Conference Report

MAIN CONFERENCE

## Africa Gas & LNG Summit 2010

Southern Sun Grayston Sandton Hotel, Johannesburg, South Africa  
27 - 28 July 2010



PRE & POST-CONFERENCE WORKSHOP

### Pre-Conference Workshop

**“Strategic Partnership, Negotiation & Risk  
Management for Successful LNG Business”**

by Dr. S.N. Ebrahimi, Chief Negotiator of Oil & Gas  
Projects, National Iranian Oil Company (NIOC)

### Post-Conference Workshop

**“Mastering Current Gas & LNG Pricing”**

by Anthony Way, Director & Managing Partner,  
Energy Contract Company, UK

Organized by:



**GOLD & COCKTAIL SPONSOR:**

The Energy Contract Company, UK



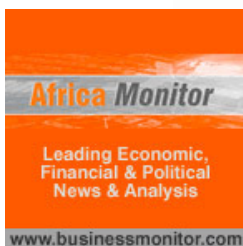
**EXHIBITORS:**



**ENDORISING PARTNER**



**MEDIA PARTNERS**



## Testimonials

*"This is to testify that Neoedge offers and co-ordinate oil & gas industry resource programmes that add-knowledgeable value to your professional life" - DM Mech Facilities, NAPIMS*

*"The conference workshop are in-depth relevant issues of our time being addressed" - DM Plant Monitoring & Maintenance, NAPIMS*

*"Neoedge has been wonderful in providing key knowledge and skills to the natural gas and LNG industries" – Anonymous*

*"This was excellent participatory summit. I would recommend it to all those involved in LNG" - GM Regulation, ECB*

*"The company was prepared to consider pricing options that made it possible to attend and is most appreciated" – Manager, Banzi Geotechnics*

*"They were excellent!" - Director Coal Gas Policy, Department of Energy South Africa*

*"The workshop was great and highly informative" – GM, ECB*

*"This is my first encounter with Neoedge and they have been wonderful with their organizational skills & hospitality" - NNPC*

*"This exposes Neoedge as an experience company in organizing beneficial workshops / seminars & courses for the oil & gas industry" - GM Materials, NAPIMS*

*"The Africa Gas & LNG was well package with good industry facilitators. Very educational for Africa Gas & LNG operation and government policy formulation" - Chief Project Engineer, NNPC/NAPIMS*

*"It has been a knowledge filled conference and it was worth while to attend" – Engineer, iGas*

*"This programme is well organized and very relevant to the operations of NNPC/NAPIMS. Please contact management for further participation"- Chief Project Engineer, NNPC/ NAPIMS*

*"Great conference and much information. Quality of speakers provided were very good" - Compliance & Dispute Analyst, NERSA*

*"In-depth materials and relevant issues addressed on gas & power business in Africa" - DM Plant Monitoring & Maintenance, NAPIMS*

*You are a client oriented business system – DM Reservoir Management*

It was indeed a fruitful year for Neoedge to run the Africa Gas & LNG Summit, with a total of **140 delegates** gathered to which are key decision makers from various backgrounds within the gas & LNG industry. It was proven that the Africa gas & LNG market is growing exponentially with an increasing energy demand and many discoveries being made in various countries within the continent. The best strategies approaches, techniques and innovations in the market have been discussed during the summit. Together with our panel of top notch experts and consultants, participants learned and benefited from the ideas and experiences of these practitioners.

Here are some highlights at the event:

### **Main Conference**



Africa's most celebrated and influential professionals were all gathered in one place to discuss the latest issues, trends and developments in the gas & LNG industry.

Some of the most interesting topics and case studies that were brought into the table are:

**iGas Pty, South Africa, Chief Operating Officer, Chairman of Conference - Mike de Pontes** presented a paper on **Identifying the Challenges and the Changing Market Demands in Southern African Gas & LNG amid Fast Changing Worldwide Markets**. He highlighted the changing world wide gas supply and the possible effects on Southern Africa.





Shell Nigeria, Business Development Manager (Special Projects) – Nath Oyatogun presented a paper on [Taking Advantage of the Evolution of Gas & LNG Market in Africa](#).

The Energy Contract Company, UK, Director & Managing Partner – Anthony Way presented a paper on [Latest Developments in LNG Regasification Terminal Agreement](#)

Sasol Technology, South Africa, Manager for Technology Management – Theo Pretorius presented a paper on [Gas to Liquids Technology & Commercialization](#)

National Iranian Oil Corporation, International Chief Negotiator – Dr. Seyed Ebrahimi presented a paper on [Assessing the Best Methods to Negotiate Successful Sales, Purchase, Joint Operation, Concession, Storage & Transportation Agreement](#)

Bowman Gilfillan, South Africa, Partner – Barrisford Petersen presented a paper on [Strategies in Overcoming Challenges/Problems in Partnership and Joint Ventures](#)

INP, Mozambique, Senior Geologist and Exploration Manager – Carlos Zacarias presented a paper on [Institution, Framework, Strategy & Updates on Ongoing Exploration Activities in Mozambique](#)



## Panel Discussions



**“Are big IOC’s the right partner for African gas developments”**

Moderator: **Mike de Pontes**

Panellists: **Anthony Way, Dr. Seyed Ebrahimi and Nath Oyatogun**



**“Gas to Liquid vs. LNG Projects in Africa”**

Moderator: **Dr. Seyed Ebrahimi**

Panellist: **Charles Omujuni, Darryl Hunt and Anthony Way**

**Pre-Conference Workshop Conducted by Dr. Seyed Ebrahimi**

***Strategic Partnership, Negotiation & Risk Management for Successful LNG Business***



Workshop leader Dr. Seyed Ebrahimi, an International Chief Negotiator for the National Iranian Gas Company is an outstanding negotiator in international oil & gas projects. He has delivered many lectures and presentations inside and outside the country and in international forums. Just to name a few of his outstanding track record in negotiation are for CNPC China, ENI Italy, GAZPROM, INPEX Japan, ENOC UAE, PDVSA Venezuela , Lukoil Russia, ONGC Videsh India, Indian Oil Corporation, Ministry of Oil & Gas Oman and the list goes on.

The Africa Gas & LNG pre-conference workshop was a success with **25 delegates** learning from one of the top negotiator in the world. Many of which requested for him to consult them in their contracts negotiation.

Some of the key issues being addressed with case studies during the pre-conference workshop are:

- LNG Supply Chain
- Main Risk in the LNG Supply Chain: A Producer's Perspective
- Strategic Partnership / Alliances / Joint Ventures
- Negotiation & Risk Management: Producer's Perspective
- Risk Management via Contractual Provisions



Post-Conference Workshop Conducted by [Anthony Way](#)

### *Mastering Current Gas & LNG Pricing*



Workshop leader Mr. Anthony Way, Director & Managing Partner of the Energy Contract Company in the UK. He is one of the top world experts in the successful negotiation of contracts in the LNG and gas industry with over 25 years of experience. He has worked extensively as an advisor to several major oil & gas companies and on a large number of energy projects worldwide. In his time spent in the industry, he has led the negotiation team of more than fifteen LNG and gas projects in Asia and Europe, and been involved in a senior role in many project financings.

Anthony Way is one of Neoedge's leading workshop leaders with great reviews about his training on gas & LNG pricing as well as negotiation of contracts. The Africa Gas & LNG post-conference workshop was indeed a success with [35 delegates](#) present.

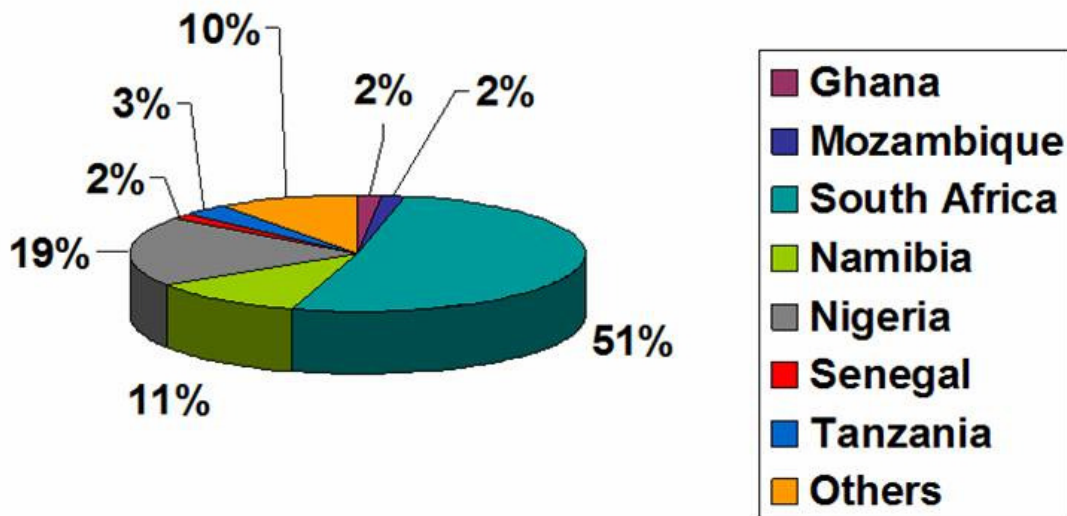
Some of the key issues being addressed with case studies during the pre-conference workshop are:

- Pricing Fundamentals in Global Gas & LNG Markets
- Market Trends in the Gas & LNG Industry and The Impact of European Deregulation
- Pricing in Long term Agreements for the Sale and Purchase of Gas & LNG
- The Market Value of Gas in the End-User Market of the Buyer
- International Arbitration of Price Review Disputes

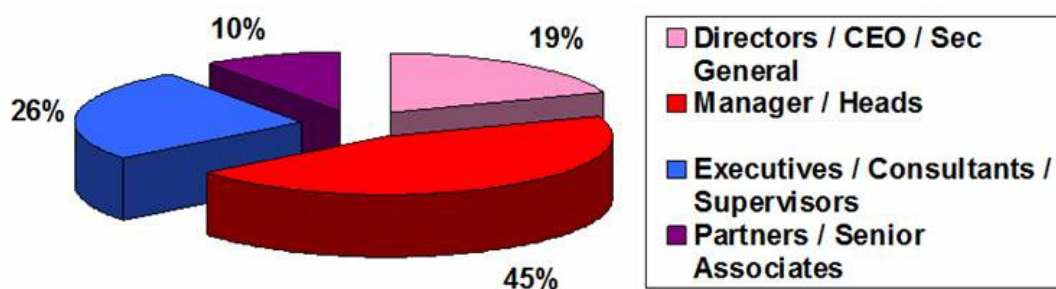


## Graphical Presentation of the Attendees of the Event:

### Geographical Breakdown



### Job Title Breakdown



Companies that attended the Africa Gas & LNG Summit 2010 will be invited to join us for the upcoming **Global Gas & LNG Summit 2011 - Dubai UAE, 8-9 March 2011**. The list of companies that have attended the Africa Gas & LNG Summit 2010 includes but not limited to:

Banzi Geotechnics; Bentsi-Enchill, Letsa & Ankomah; BKS (Pty) Ltd; Bowman Gilfillan Attorneys; Deneys Reitz; Department of Energy SA; Electricity Control Board; H. Gamito, Couto, Gonçalves, Pereira, Castelo Branco & Associates; iGas; Industrial Development Corporation; Marsh (Pty) Ltd; Murray & Roberts Projects; NAMCOR; NamPower; NAPIMS; NERSA; NIPLEX; OMVS; Ophir Tanzania Block 1 Limited; Petroleum Agency SA; PetroSA; SAPPI; South African National Energy Research Institute; Tanesco; Tullow Oil; Webber Wentzel; SASOL Synfuels

For 2011, **Neoedge** next "BIG BANG" in the World Energy Market will be on the global perspective of gas & LNG market today and the future. Don't miss out on the upcoming **Global Gas & LNG Summit** from the **08-09 March 2011** at **Dubai, UAE!**



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