

FINANCING OIL AND GAS FIELD DEVELOPMENTS

Duration 3 days

DATE: 23-25 SEP 2017, TEHRAN, IRAN

۱-۳ مهر ماه ۱۳۹۶

● PURPOSE

Make your Upstream Exploration & Production project bankable, by choosing the most appropriate and attractive Financing strategy and Funding options. The most suitable Funding providers are then identified and contacted. In the final exercise, participants build a bankable Business Case and 'Plan of Attack' to approach Funding providers.

● AUDIENCE

CEOs, Finance Managers, Commercial Managers, Business Development Managers, Bankers, Financial Advisors

● INSTRUCTOR



Meb Somani

Meb Somani has 35 years experience in the oil sector including 15 years in investment banking, financing and advisory roles. He is currently advising a state oil company in the Middle East on their investment and financing plans. He was previously Managing Director and Global Head of Oil & Gas Investments at Barclays Natural Resource Investments based in Doha and London. Whilst there and during his previous assignment as Head of Oil & Gas at Actis Capital, he started up and financed several oil & gas companies and guided their growth as an active board member or chairman. Prior to that he was Managing Director at Harrison Lovegrove (now part of Standard Chartered Bank) where he advised clients on acquisitions and divestments valued at several billion dollars mainly in the Middle East, Africa and Asia. Before that he spent 20 years with Shell and Texaco in senior petroleum engineering, commercial and asset management roles. Meb is a Chartered Petroleum Engineer, a member of the Institute of Directors and a number of industry associations. He holds a First Class Honours degree in Petroleum Engineering from Imperial College London and an MBA from Henley Management College.

● LEARNING OBJECTIVES

- To get a broad vision on Financing strategies. Basic concepts including Capital Structure, Debt, Equity and Mezzanine financing;
- Introduction to all Funding options available in the oil and gas sector;
- Current Challenges and State-of-the-art examples of Funding in 2016 and 2017;
- Introduction to Funding providers, including Financial Institutions, Publicly traded companies (IPOs), Private Equity, Venture Capital, Infrastructure players, Sovereign Wealth Funds, and others;
- Due diligence including technical, economic, financial, legal and compliance;
- Building a bankable Business Case and 'Plan of Attack';
- Each Learning Objective is addressed by the Instructor, then collectively discussed, followed by a short exercise in smaller groups

● AGENDA

● FINANCING STRATEGY AND OPTIONS 0.5 day

Definition and overview of Capital Structure and Financing strategy, basic concepts explained-Funding options - contrary to common belief there are many different options available-These range from simple equity and bank loans to complex Mezzanine finance instruments with specific rights

● PROJECT AND MACRO FACTORS, CURRENT CHALLENGES, RECENT EXAMPLES 0.5 day

Current challenges and solutions; oil vs gas projects A few interesting 2016 and 2017 Funding examples are given and jointly analysed Identify suitable Funding options for your project/company

● EQUITY 0.5 day

What Equity investors are looking for; When Equity is suitable/necessary; Providers of Public & Private Equity Industry Funding Mezzanine Finance

● DEBT 0.5 day

What Lenders are looking for; Types of Debt (RCF, Term Loan, Pre Export Finance, Project Debt); security; covenants, grace period Bank due diligence Bank lending assumptions (oil price, reserves, costs), Debt sizing, Hedging, Providers of Debt (Banks, Multi Laterals, ECAs, other)

● BUILDING A BANKABLE BUSINESS CASE 0.5 day

Asset, project and company fundamentals (technical, financial); Borrowing vehicle and structure; security Operating capability/partner; Joint venture and other agreements Management and Governance

● PLAN OF ATTACK 0.5 day

Each individual company needs to define its strategy and funding options given the current and future projects. Once strategy and options are properly defined the funding providers can be narrowed down and targeted. In the final exercise each participant will build a bankable Business Case 'Plan of Attack'

Language	Location	Date	Fee(Euro)	Registration Contacts
 English	Tehran-Iran	23-25 September 2017 ۳-۱ مهرماه	750 یورو	مدیر برنامه کامران جوادی ۰۹۱۲۸۳۸۳۹۹۸ ۰۲۱۸۸۵۵۸۷۵۰ kamran@cbcoilandgas.com