



PROFESSIONAL TRAINING  
FOR THE OIL & GAS INDUSTRY

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## HYDROCARBON SALES

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**Navigate the world of hydrocarbon sales and marketing to  
maximise your revenue potential**

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# Hydrocarbon Sales

Managing the value of hydrocarbon sales is critical to ensuring you can maximise the value of product streams.

In this training, we will give background on the key hydrocarbons and how and where they are sold and their associated trading fundamentals together with an explanation of the associated commercial and operational processes associated in getting hydrocarbons to market.

## **TRAINING DESIGNED FOR:**

Oil and gas company staff including those working in commercial, financial or legal functions. Investment Banks and Law Firms.

## **DURATION:**

Approximately 3-4 Hours in-house with standard or tailored content.

## **PRESENTERS:**

Andy Giles / Sam Reed

## **SUBJECTS COVERED INCLUDE:**

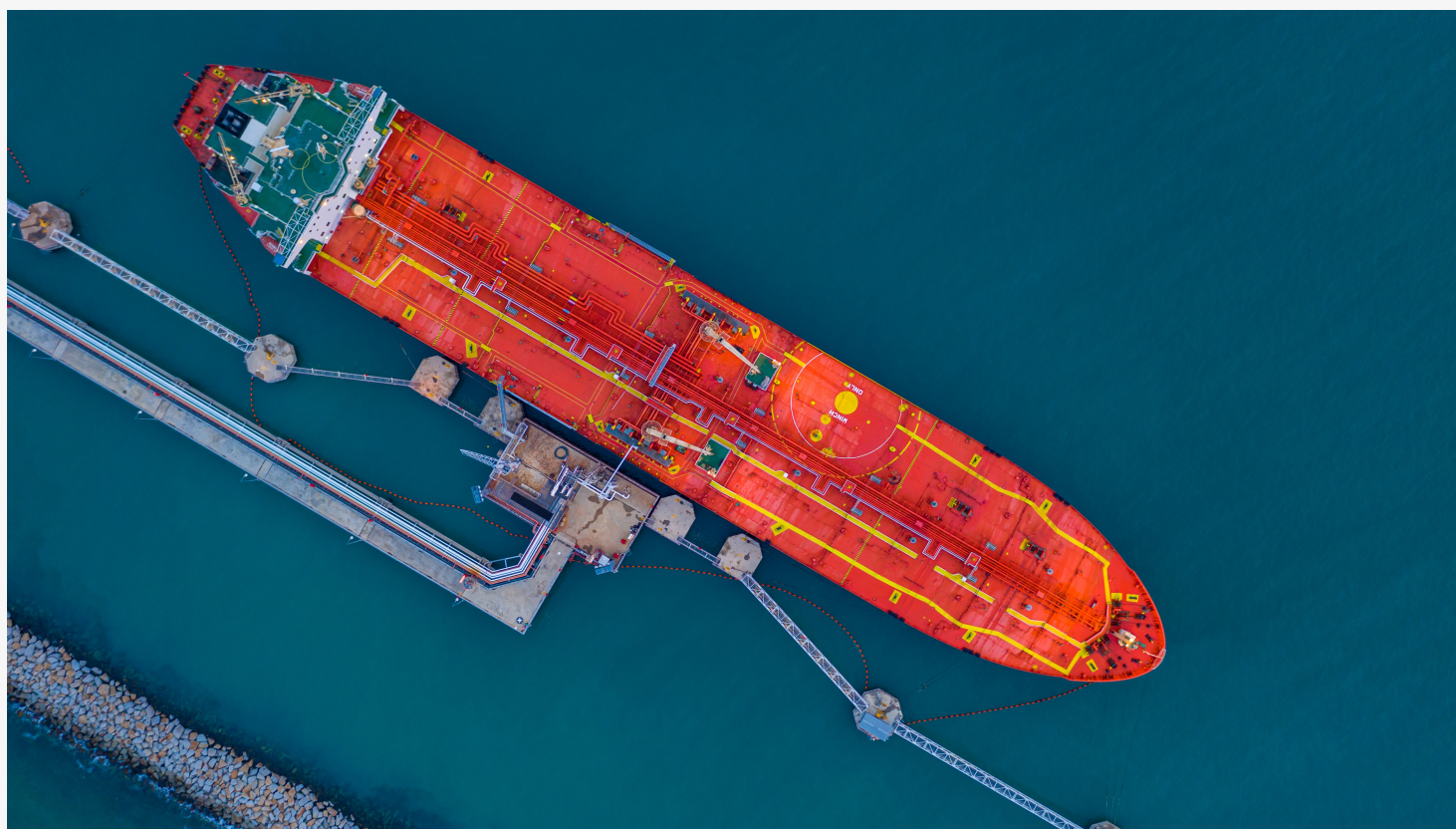
- What makes up a barrel of oil
- Refining Overview
- Oil Supply, Demand and OPEC
- Global Oil Markets
- Oil Pricing Fundamentals
- Oil benchmarks and valuation
- Oil Marketing
- Pipeline vs Offshore Loading
- Oil Shipping and Transportation
- What are NGLs and how to sell them
- Energy Market Hedging
- The main types of hydrocarbons
- Gas Pricing Fundamentals
- Gas Production v Gas Sales
- How Gas is sold
- Gas Specifications and key components
- Deregulation and the Network Code
- Gas Sales Agreements and Key Terms
- UK Gas Infrastructure
- NTS Entry Capacity
- Nominations Process and CVA Reporting
- Global LNG Market



# Hydrocarbon Sales

"The aim of this course is to give candidates a basic overview of how to sell hydrocarbons, with a strong element of hands-on experience. Having both worked predominantly for Producers, we understand the processes needed to market, set up and run sales contracts for all the product streams . The course can be run either as a general overview or can be tailored to cover the client's main areas of interest."

Sam Reed, Director of Hydrocarbon Sales, Holt Energy Advisors Ltd



# Our Training Programs

## THE FARMOUT AGREEMENT

A detailed review of the classic deal document / when and why it is used / "Equity First" and "Equity After" variants / how the carry works / consideration / damages / relationship with JOA and more

## KNOCK-FOR-KNOCK CLAUSES, INDEMNITIES AND EXCLUSIONS

An analysis of the vital role of indemnities and exclusions in oil and gas docs / reviewing LOGIC K4K / Carve-outs and Carve-ins / "Negligence", "Gross Negligence" and "Wilful Misconduct" / English law compared to the Deepwater Horizon decision and Brazil, and more.

## MAXIMISING ECONOMIC RECOVERY (MER)

The UKCS has undergone a regulatory revolution with the 2016 advent of MER - In this training, we look at original MER (2016) and amended MER (2021) / who owes MER duties to whom / the principal MER duties / the effect of MER on private contracts / the impact of Net Zero / Loach v OGA and more

## THIRD PARTY ACCESS TO OFFSHORE INFRASTRUCTURE (TPA)

Covering issues such as TPA provisions of Energy Act 2011 / our negotiated access system / powers of the NSTA / impact of MER / ICOP / TPA Guidance / Nelson-Howe dispute and more.

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## PETROLEUM ECONOMICS FOR M&A

This training we seek to demonstrate how key Petroleum Economics concepts are used in M&A and farmout transactions in a practical way to value assets being acquired but also to structure commercial structures to give the best chance of buyer and seller alignment on deals.

Holt Energy  
Advisors HEA

MORE INFORMATION:

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**Sam Reed and Andy Giles** have combined experience of over 60 years predominantly spent in hydrocarbon sales in upstream E&P organisations before joining **Holt Energy Advisors Ltd** where they provide a range of hydrocarbon marketing and tendering services to clients as well as general sales and commercial operations advice and marketing studies covering oil, gas and NGLs.

