# GAS SALES AND GAS TRANSPORTATION AGREEMENTS PRINCIPLES AND PRACTICE THIRD EDITION

PETER ROBERTS

## GAS SALES AND GAS TRANSPORTATION AGREEMENTS: PRINCIPLES AND PRACTICE

### THIRD EDITION

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### **FOREWORD**

Our energy world is currently facing a dual challenge. On the one hand there is an ever-increasing demand for secure supplies of energy as the global population grows, economies expand and individual prosperity increases. At the same time, mankind continues to struggle with the impact of growing energy usage on our climate. There is no silver bullet solution which can reconcile these conflicting aims. However, access to abundant and affordable supplies of natural gas offers the best chance of delivering energy security in a low-carbon economy going forward. There is always the hope that renewables and other decarbonised energy sources might be able to deliver the energy solutions the world requires but without game-changing innovation these technologies are marginal, expensive, inefficient without subsidy and relatively unreliable.

In the short to medium term natural gas will meet our energy needs, and over the longer term this could especially prove to be the case. The true extent of undeveloped gas resources, particularly unconventional gas, is the great unknown but the potential is enormous—some estimates of unconventional gas resources in-place worldwide are of over 1,000 trillion cubic metres (equivalent to more than 35,000 trillion cubic feet), which is nearly five times larger than the figure for global conventional gas reserves. This could prolong the present consumption rate of gas from 60 years to 250 years. Natural gas is a clean, affordable, reliable, efficient and secure energy source and is the responsible choice for achieving a sustainable energy future for ourselves and for our future generations. The development of unconventional gas resources worldwide, the emergence of numerous new LNG production and reception facilities and the rapid growth of the gas storage sector demonstrates how the versatility of gas has radically changed the industrial landscape for the global gas industry.

This, the third edition of this book, builds on the success of the previous two editions in systematically explaining the critical principles behind drafting and negotiating arrangements for the sale, transportation and storage of natural gas, in all its forms. This book gives legal and commercial practitioners an essential insight into the universe in which our natural gas industry operates. It is an indispensable guide to understanding and explaining the principles underlying the agreements which so many of us use on a day-to-day basis.

The International Gas Union is committed to promoting the continued technical and economic progress of the global gas industry, besides emphasising sustainable performance worldwide. I, as the current President of the International Gas Union, have the greatest pleasure in recommending this third edition of this book to the reader as part of that commitment.

Datuk (Dr) Abdul Rahim Hashim President, International Gas Union

### **PREFACE**

This is the third edition of this book. Apart from a general overhaul and update, in comparison with the second edition (2008) this edition includes specific consideration of the mechanics of gas storage and gives more attention to issues such as the rights of third party access to infrastructure and applicable competition law principles. The precedent agreements in Section II have not been radically changed (my experience of seeing them used in practice tells me that they work well enough as is) but some additional drafting has been suggested. A glossary of the various technical and operational terms used in this book has also been included.

Natural gas is increasingly viewed as the solution to the demand for a secure, reliable, long-term supply of clean energy and this is as much the case for emerging economies as it is for historical gas-producing economies whose domestic reserves bases are in decline. Concerns about climate change and energy security of supply have given renewed impetus to the development of gas (or LNG) production and consumption projects, and have propelled natural gas to the forefront of the energy agenda. Significant undeveloped reserves of unconventional and conventional gas mean that there is a plentiful supply of energy for future generations to rely on.

The appeal of natural gas as a feedstock for power generation, principally due to gas's advanced thermal efficiency and clean combustion characteristics (particularly when viewed in comparison with coal or oil as a feedstock) is well known. The attraction of gas is further enhanced when considering the comparative mechanics of developing power generation portfolios based on alternative energy sources. Nuclear energy programmes are expensive, are founded on lead-times often measured in generations and require significantly centralised efforts so that the necessary economies of scale can be achieved, whereas power generation through single or combined cycle gas turbines can be developed quickly in response to more localised market conditions. The tragic events which unfolded in Japan earlier this year have caused many nuclear energy-dependent countries to think again about placing such a heavy reliance on that technology. As for renewable energy (in all its various forms), its inherent intermittence, low load factoring and inability to sustain itself in the energy mix without the benefit of significant artificial economic engineering continues to give it a relatively marginal position.

The preface to the first edition of this book (2005) included a section headed "The Problem with Gas"; since then I have become convinced that the real problem is with most other sources of energy. Gas is the solution, not the problem.

The law in this book is current to May 31, 2011.

Peter Roberts August 2011

Abandoned mine methane (AMM)

(AMINI)
Acid gas

Ad hoc arbitration

Additional loss payee

Adjusted ACQ

Adjustments

Administered arbitration Advanced reservation of capacity agreement (ARCA)

Aggregator

All events

Allocation

Allowed laytime

Alternative delivery point

Alternative dispute resolution

Amicable settlement

Analysis

methane deposits resident in redundant coalmining workings

see sour gas

an arbitration of a project agreement conducted in accordance with whichever procedural rules the

accordance with whichever procedural rules the parties wish to apply (cf. institutional arbitration)

see co-insured

in an annually-based take or pay calculation, the annual contract quantity after the adjustments

have been applied

in a take or pay calculation, a series of deductions

which reflect the circumstances in which gas (or LNG) was not delivered to a buyer or was not

taken delivery of by that buyer

see institutional arbitration

see capacities-based contract

a buyer of gas (or LNG) principally for onward resale to end users rather than for its own consumption

an obligation not capable of being relieved by force majeure (also called hell-or-high-water)

a mathematical arrangement which provides for gas delivered in a commingled stream to be allocated back proportionately to each input

source of that gas

a defined period of time for an LNG ship to load or unload (as appropriate), subject to certain

extensions (cf. used laytime)

a point specified in a GSA (or SPA) as an alternative delivery point to the primary delivery

point

a structured, mediation-based mechanism for the resolution of disputes in respect of a project

agreement

informal dialogue between the senior management of parties to a dispute in order to promote

settlement

the determination of gas (or LNG) quality (cf.

metering)

Annual contract quantity

(ACO)

the maximum quantity of gas (or LNG) which a seller is obliged to deliver to a buyer in any

contract year

Annual deficiency

in an annually-based take or pay calculation, the difference between a buyer's take or pay commitment and that buyer's actual offtake of gas (or LNG)

Annual programme

the annually-set programme for the delivery of

LNG in respect of each contract year

Annular capacity Aquifer reservoir

the total gas-carrying capacity of a gas pipeline

an underground geological formation for water storage which is capable of use as a gas storage

facility

Assignment

a unilateral transfer of rights under a project

agreement by a party

Associated gas

gas found in solution with associated liquids and produced only when those associated liquids are produced (also called casinghead gas and solution gas (cf. non-associated gas))

Associated liquids

crude oil or condensate deposits found in solution with, and produced with, associated gas

Atmospheric pressure

a base reference point for pressure, used for the determination of gas (or LNG) units and for the measurement of gas (or LNG)

Attributed order

an order of priority for the delivery of gas (or LNG), reflective of how different contractual definitions of gas (or LNG) are deemed to have been delivered within a single physical volume

Attribution

an operational arrangement which provides for the borrowing and lending of gas between shippers in a multi-shipper pipeline (also called

substitution)

Bank gas

see make up

Bankability

a determination of whether a gas (or LNG) project's development is capable of being debt financed by lenders

Bareboat charter

a charterparty where a ship is provided without

crew for a charterer

Base gas

see cushion gas

Base price

in pricing gas (or LNG), the foundation component of an indexation mechanism

Baseball arbitration

see pendulum arbitration

Basic term the period of time in respect of a project

agreement between the execution date and the

termination date

Beach 2000 UK-specific contract terms used for the delivery

of gas at the point of entry into the NTS

provision in an SPA whereby a seller and a buyer Benefit sharing

share the benefits achieved from a diversion

Bilateral investment treaty

(BIT)

an agreement between two states regarding the protection of general investments

Boil-off the natural vaporisation which occurs to any LNG cargo in ship (also called weathering)

Bottle gas see liquefied petroleum gas

Bottom stop see floor

British thermal unit (Btu) the imperial unit of measure of calorific value

Bundled price a single price for gas (or LNG) which contains variously commodity, transportation and/or

processing costs

Bunkers the fuel required for the operation of an LNG ship

Buyback a gas transportation formulation whereby a transporter buys a defined volume of gas from a

shipper at a defined point and sells an equivalent volume of gas back to that shipper at another

defined point

Buyer's downward flexibility

Buyer's nomination regime

quantity (BDFQ)

the right of a buyer to request a decrease in the ACO

a gas sales arrangement whereby a buyer

nominates the quantities of gas for delivery (cf. seller's nomination regime)

Buyer's upward flexibility quantity (BUFO)

the right of a buyer to request an increase in the ACO

Calorific value

the defined measure of heat output from the combustion of a given volume of gas (also called thermal value or energy content)

Capacities-based contract

a GTA founded on the principle of the reservation by a transporter, on a shipper's behalf, of a defined volume of capacity in a gas pipeline (also called an advanced reservation of capacity agreement (or ARCA) (cf. quantities-based contract))

Capacity payment

the fee payable by a shipper to a transporter in a capacities-based contract for capacity reserved in a gas pipeline by that transporter on that shipper's behalf

Captive insurance an insurance company affiliated to a party to a

project agreement which provides insurance cover

in respect of project risks

Carry forward any quantity of gas (or LNG) taken delivery of by

a buyer in excess of the take or pay quantity for a period which will count as an adjustment to the

following period's take or pay quantity

Cash-out recovery by a buyer of an accrued shortfall price

discount balance or make up balance through a

cash payment by a seller (cf. gas-out)

Casinghead gas see associated gas

Ceiling a defined point which a price or tariff cannot

escalate beyond (also called a top stop (cf. floor))

Change of control any change in the superior ownership of a party

which triggers protective rights in favour of a

counterparty in a project agreement

Charterparty a contract for the hire of a ship, entered into

between a shipowner and a charterer (as the hirer

of the ship)

Check metering measurement equipment which is relied upon to

give corroborative readings of gas (or LNG)

quality and quantity (cf. fiscal metering)

Circular liability a liability allocation regime in a project agreement

whereby a series of inter-party indemnities are applied to ensure the proper operation of a

mutual hold harmless regime

Coal bed methane (CBM) methane deposits which are adsorbed onto the

surface of unmined coal deposits (also called coal

seam gas)

Coal seam gas (CSG) see coal bed methane

Co-insured a person named as an additional beneficiary to a

policy of insurance, despite not being the

principally insured person

Collateral support financial or other support given by a third party as

security for a party's performance of its

obligations under a project agreement

**Commingling** a mixture of gas from more than one input source

within a gas pipeline

**Commissioning** the process of testing new facilities prior to their

becoming fully operational

Commissioning gas/LNG gas (or LNG) used for the commissioning of gas

(or LNG) facilities

Commissioning period the period defined in a project agreement during

which commissioning will take place (also called a

run-in period or a test period)

Common carrier pipeline see multi-shipper pipeline

Common stream an agreement for the common administration of

multiple project agreements (also called a whole

stream)

Composition the chemical composition of a quantity of gas (or

LNG)

Compressed natural gas (CNG) pressurised methane which is principally used as a

vehicle fuel

Condensate the heavier (pentane to octane) hydrocarbon

fractions which exist as a liquid at ordinary atmospheric temperature and pressure (but typically exist as a gas in sub-surface conditions)

(also called light liquid hydrocarbon)

Condition precedent a condition in a project agreement which, until

fulfilled or waived, precludes the full effectiveness

of that agreement

Conditions of use (COU) arrangements between a portowner and a

shipowner which govern the transit of LNG ships through a loading port or an unloading port

Confirmation a transaction-specific record of the key

commercial terms for the sale of gas (or LNG),

made ancillary to a master sales agreement

Construction and tie-in an agreement intended to regulate the agreement (CTIA) performance of tie-in works and the allocation

of liabilities between the relevant parties

Contract quantity (CQ) the maximum quantity of gas (or LNG) to be sold

under an agreement

Contract time the measure of time which is agreed between the

parties to apply to the chronology of a particular

agreement

Cost plus pricing the additive construction of a price for gas (or

LNG) generated by working upwards from a seller's revenue requirements as a starting point

(cf. netback pricing)

Cover standard damages damages payable by a seller to a buyer in respect

of a shortfall, intended to cover the incremental cost to the buyer of procuring replacement gas (or

LNG) quantities

Cubic metre (m<sup>3</sup>) the metric unit of measure of gas volume (cf.

standard cubic foot)

Cushion gas the volume of gas required in a gas storage facility

as a permanent inventory, to provide an essential operational buffer between the structure of the facility and the working gas (also called base gas)

**Custody** the physical possession of a particular quantity of

gas (or LNG)

Cycling the cycle of redelivering the total volume of

working gas from a gas storage facility and injection of a replacement volume (and cycle rate is the number of times a gas storage facility's working gas volume can be cycled during a provided time provided) (also called transparent)

specific time period) (also called turnover)

Daily contract quantity (DCQ) the quantity of gas which a seller will deliver to a

buyer on any day

Decline pattern the profile for the delivery of gas (or LNG) which

is set during a decline period

Decline period a reducing profile for gas (or LNG) production,

found typically in a depletion contract

Dedication contract see depletion contract

Deductible see excess

Deemed delivered amount payment by a buyer for a cargo of LNG which

that buyer has not taken delivery of

Deemed nomination a nomination implied on a buyer's behalf where

that buyer has omitted to make an actual

nomination

**Default interest** interest payable on a late payment under a project

agreement at a defined rate of interest

**Deliver or pay** an option for a seller not to deliver gas (or LNG)

in response to a buyer's requirements, in consideration of the payment of defined

compensation by that seller

Deliverability a measure of the volume of gas which can be

redelivered from a gas storage facility during a specific time period (and **deliverability rate** is the rate at which that deliverability can be completed)

Delivered ex ship (DES) an Incoterms formulation used in LNG deliveries

whereby delivery takes place at the unloading port and the seller bears the transportation obligation

Delivered sale a sale of gas where the delivery point is the point

of connection between a buyer's facilities and a

gas pipeline (cf. plant gate sale)

Delivery capacity the obligation of a seller to maintain gas (or

LNG) productive capacity to meet its gas (or

LNG) delivery obligations

Delivery period the period of time in respect of a project

agreement between the start date and the

termination date

**Delivery point** (1) the point in a gas (or LNG) sales arrangement

at which title to gas (or LNG) transfers from a seller to a buyer (also called the **sales point**); (2) the point on a gas pipeline at which a transporter will deliver custody of gas back to a shipper (also

called the redelivery point)

**Delivery pressure** a specification for the operating pressure at which

gas is to be delivered (by a seller to a buyer at the delivery point or into a gas pipeline by a shipper

or from a gas pipeline by a transporter)

Delivery tolerance the right of a seller to over-deliver gas against a

buyer's requirements, up to a certain level, which that buyer will still be obliged to pay for

Demurrage in the context of LNG shipping, compensation

due from a non-transporting party to a transporting party where used laytime exceeds

allowed laytime

Depleted gas reservoir a depleted onshore or offshore gas reservoir

capable of use as a gas storage facility

capable of use as a gas storage facility

an agreement for the sale of gas (or LNG) which is characterised by the dedication of a nominated source of supply to a buyer (also called a

dedication contract (cf. supply contract))

**De-risking** the process by which a party's risk profile under a project agreement is modified in exchange for a

financial incentive from the counterparty

Destination clause provision of an SPA whereby a buyer is

prohibited from selling its LNG outside of the

originally intended country of delivery

**Dewpoint** the point of temperature at which a gas will cool

sufficiently to condense to a liquid

Direct agreement see step-in agreement

Depletion contract

**Distribution pipeline** a pipeline used to transport gas from gas reception

facilities or LNG regasification facilities to end user facilities (also called a takeaway pipeline)

Diversion the redirection of an LNG cargo from the

unloading port to which it was originally destined

Downstream gas (or LNG) reception, processing, consumption

and related transportation

Dry gas gas consisting principally of methane and ethane

(cf. wet gas)

**Duration** a measure of the time taken to redeliver the total

volume of working gas from a gas storage facility

**Economic termination** the right of a party to terminate its participation

in a project agreement on the grounds that the agreement is no longer economically sustainable

for that party

EFET the European Federation of Energy Traders,

which has issued a model form master agreement used for non-physical gas trading

Effective date the date on which a project agreement becomes

fully effective between the parties (which could be

later than the execution date)

Effective pricing the real level at which gas (or LNG) is priced (cf.

nameplate pricing)

Energy content see calorific value

End user a secondary buyer of gas, regas or LNG from a

principal buyer

End user agreement (EUA) an agreement between a buyer and an end user for

the on-sale of gas, regas or LNG

Equity pipeline a gas pipeline which is owned and/or operated by

a person principally for the transportation of that

person's own gas

Equity storage a gas storage facility wherein a facility owner

reserves all of the capacity to meet its own

commercial needs (cf. storage service)

Evacuation the transportation of gas from the site of its

production to the point where the commercial

value of the gas is realised

**Evergreen** a project agreement (or a contractual entitlement)

which comes into force and thereafter subsists (without a defined end-date) unless and until

terminated by either party

**Exceptions** allocations of liability between a shipowner and a

charterer under a charterparty

Excess a monetary component in a policy of insurance

which will be met by the insured, rather than the

insurer (also called a deductible)

Excess gas (excess LNG) gas (or LNG) which is supplied by a seller to a

buyer, at the buyer's request, in excess of any agreed volume and/or operational constraints

Execution date the date on which a project agreement is signed

between the parties (but not necessarily the date on which that agreement becomes fully effective

between those parties)

Expert reference a method of resolving disputes in a project

agreement through reference by the parties to an independent but jointly agreed expert (or panel of

experts)

**Extension period** any period by which a project agreement's basic

term is extended beyond the envisaged termination date by agreement between the

parties

Extrinsic value the valuation of a gas storage facility based on

deliverability rates and short-term gas demand/

price volatility

Facilities obligation provision in a project agreement relating to the

installation, operation and maintenance of defined

facilities

Financing transfer a transfer by a party of its interests in a project

agreement to lenders as security

Firm rights a committed obligation to deliver gas for sale or

by transportation (cf. interruptible)

Fiscal metering measurement equipment which is relied upon as

the primary determinant of gas (or LNG) quality

and quantity (cf. check metering)

Fixed pipeline stock see linefill

Flat gas a commitment to deliver a defined quantity of gas

(or LNG) for a defined period and at a defined

price

Flexible gas the ability of a gas market participant to access

additional gas reserves when market conditions

make it attractive to do so

Floor a defined point which a price or tariff cannot go

below (also called a bottom stop (cf. ceiling))

Flow control the ability of a party to control the flow of gas

through a pipeline

Flowline see in-field pipeline

Force majeure a contractual device whereby a party is relieved

from liability for breach of a project agreement which would otherwise apply where the breach has been caused by an event beyond the control of

the affected party

Force majeure restoration

quantity (FMRQ)

the commitment of a seller to deliver, or a buyer to take delivery of, gas (or LNG) which was not delivered, or taken delivery of, because of a force

majeure event

Forecast predictions of a buyer's requirements for gas (or

LNG) deliveries or a seller's ability to deliver gas

(or LNG)

Forward delivery traded gas (or LNG) which is intended for

delivery in a month later than the month in

which the trade is made

Founding fathers' rights a rule of priority which applies in the curtailment

of gas pipeline capacity to give priority to certain

shippers

an Incoterms formulation used in LNG deliveries Free on board (FOB)

whereby delivery takes place at the loading port and the buyer bears the transportation obligation

Front month the first months of a three-month period

contained within a specific lifting schedule

Frustration a common law doctrine which relieves the parties

> from an obligation to perform a project agreement where supervening circumstances

render such performance impossible

Fuel gas gas used by a transporter as fuel for various

platform operation, gas processing and gas

transportation functions

Full cargo lot the LNG carrying the capacity of a particular

LNG ship

Funnel see window

Gas chromatograph a device used to analyse the chemical composition

of gas (or LNG)

Gas Laws a series of theoretical laws which together

> illustrate the behavioural inter-dependencies of volume, pressure and temperature in an ideal gas

Gas-out recovery by a buyer of an accrued shortfall price

discount balance or make up balance through provision by a seller of gas (or LNG) or other

hydrocarbon fractions (cf. cash-out)

Gas sales agreement (GSA) any agreement for the sale and purchase of gas

Gas storage the business of injecting, storing and redelivering

gas according to market demands (also called

inventory gas)

Gas transportation agreement

(GTA)

any agreement for the transportation of gas by gas

pipeline

Gathering line see in-field pipeline

Good faith nomination a limitation on the range of a buyer's nomination

where a seller has declared operational problems (also called an honourable nomination)

Grab sampling

gas chromatography which is operated on an

intermittent basis

the determination of calorific value which takes Gross calorific value

account of latent heat produced during combustion by water vapour (also called higher

heating value (cf. net calorific value))

Gross negligence

see wilful misconduct

Guilty party pays a liability allocation regime in a project agreement

> whereby a person assumes responsibility for loss of or damage to any property and personnel interests which that person caused (cf. mutual hold

harmless)

Hardship a right of a party to call for a revision to a gas (or

LNG) price because a defined hardship event has

occurred

Heel a minimum quantity of LNG retained in an LNG

ship after unloading for temperature stabilisation

on the ballast voyage

Hell-or-high-water

see all events

Henry Hub

a physical meeting point of various gas pipelines in Louisiana (USA) from which collated trading data is used as a price-setter for North American

gas markets

Higher heating value

see gross calorific value

Hire

the amounts payable by a charterer to a shipowner for the hire of an LNG ship under a

charterparty

Honourable nomination

see good faith nomination

Host government agreement

(HGA)

an agreement between an investor and a host state regarding the protection of a particular

investment project

Hydrates

methane deposits trapped within ice-like

crystalline water structures

Hydrocarbon

crude oil, natural gas and associated liquids

deposits (also called petroleum)

Ideal gas

a hypothetical gas which demonstrates the

application of the Gas Laws (cf. real gas)

Incoterms

a series of standard international sales terms published by the International Chamber of Commerce (ICC), most recently issued in

January 2011

Incremental capacity

see ullage