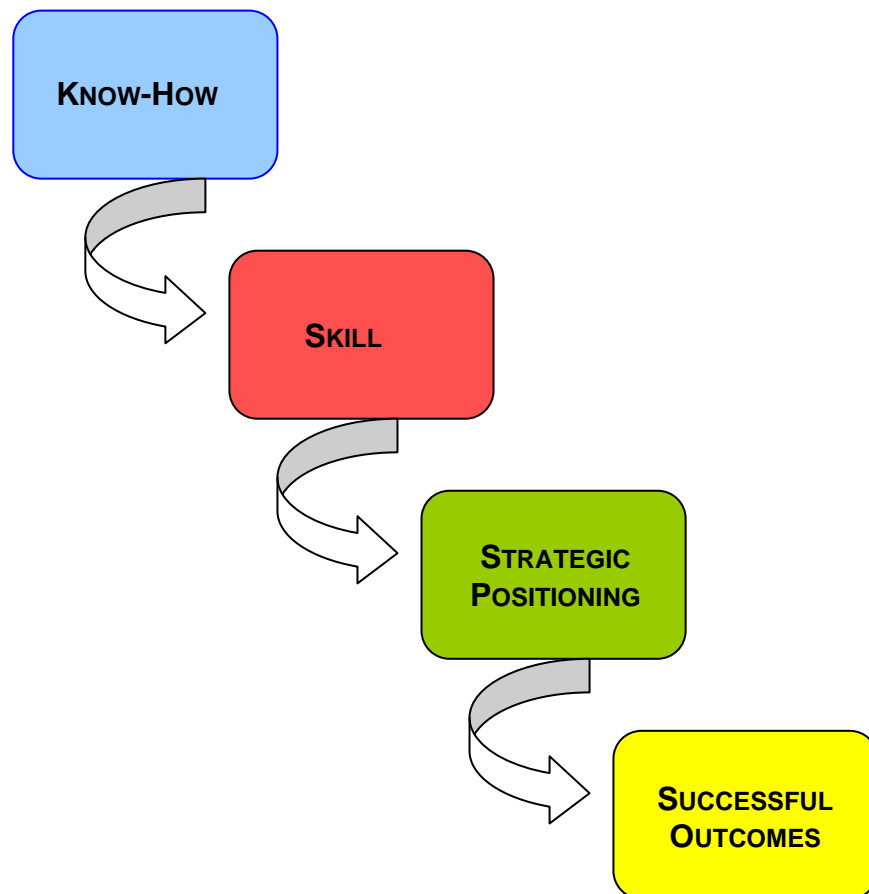


# RESOURCESLAW INTERNATIONAL

## *Firm Profile: Energy and Climate Services*



## *Who We Are*

**ResourcesLaw International is the leading consultancy of its type in Australia.**

**We help our clients to strategically position themselves in the energy and natural resources industries and carbon markets. We provide our clients with policy and project advice.**

**Our clients include governments, inter-governmental organisations, major corporations and industry associations.**

## *Our History*

ResourcesLaw was established in Sydney in 1988 by leading international lawyer Robert Pritchard and has always been at the forefront of its field.

- In 1976, Robert Pritchard was one of the founders of the Australian Mining and Petroleum Law Association.
- In 1980, Robert Pritchard was lead adviser on Australia's first privatization (the privatization of the Ranger Uranium Project).
- In 1982-84, Robert Pritchard was the first chairman of the Section on Energy Law of the International Bar Association.
- In the 1980s, we instigated and negotiated the first foreign joint venture for mineral exploration in Japan. We later carried out many similar arrangements around the Asia-Pacific region.
- In 1994, we were lead adviser on Queensland's first energy industry privatization (the Gladstone Power Station privatization).
- In 1996, Robert Pritchard edited the book, "**Economic Development, Foreign Investment and the Law**" for the International Bar Association.

- For 9 years from 1998, Robert Pritchard served as a member of the finance committee of the World Energy Council.
- Commencing in 2001, we carried out a series of major studies for Asia-Pacific Economic Cooperation (APEC) on cross-border energy trade.
- In 2004, ResourcesLaw and the Australian Bureau of Agricultural and Resource Economics (ABARE) were engaged by APEC to assess the economic costs of energy supply disruptions and to advise on the effectiveness of alternative energy security strategies.
- ResourcesLaw has been closely associated with the Australian Energy Alliance since its inception in 2000.

## *Successful Investments*

Successful energy and natural resource investments do not automatically happen – they depend on well-balanced, long-term investment and financing structures.

Successful investments require a combination of know-how, skill, strategic positioning and tailored solutions.

### *Know-how*

We strategically research shifts in international policy and industry-specific economic, sociological, environmental and technological issues, to ensure our clients remain well positioned.

Our extensive data base and industry expertise enable us to efficiently evaluate appropriate opportunities for investment and assess the suitability of potential partners.

## RESOURCESLAW INTERNATIONAL

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In the energy sector, our experience extends to oil, natural gas, LNG, coal, uranium, ethanol, hydro, wind and solar.

In the mining sector, our experience extends to upstream and downstream processing and to licensing of energy and minerals processing technologies.

- ***Skill***

Instead of discrete oil, gas, coal and renewable energy and carbon markets, we appreciate that all energy markets are increasingly inter-dependent and competitive with each other, requiring a knowledge of risks external to individual projects.

Our insight into energy, mineral and carbon markets provides our clients with highly professional, "outside the data room", due diligence investigations.

- ***Strategic positioning and tailored solutions***

We recommend the ideal strategic positioning for our clients to adapt to the challenges of the modern era.

We provide sophisticated, tailored solutions and well-balanced investment structures, drawing on our long and diverse experience in the development and financing of energy, mining and infrastructure projects.

### ***Climate Change***

ResourcesLaw has been closely involved in climate change issues for over a decade, advising on carbon trading and on clean energy development, in both the mandatory and voluntary carbon markets.

### ***Industry Reform and Regulation***

ResourcesLaw has been deeply involved in advising on privatisation and private infrastructure projects, as well as economic regulation of energy utilities and environmental regulation of energy and resource development projects.

We have advised APEC on reform objectives in electricity industry liberalisation and privatisation (see our report "**Electricity Reform in APEC Economies – The Way Ahead**", APEC Secretariat, Singapore, 2003).

### ***ENERGY SECURITY***

At the time of the 1973 Arab oil embargo, Robert Pritchard was consulted by one of "the Seven Sisters" about a contractual difficulty which today would be unthinkable: the company had sold forward at a fixed price on the assumption that its supply was secure and uninterrupted and that the producer price was predictable.

Our major oil company client was not alone; this was the way the oil business was run until the 1973 oil shock.

In 2009, we continue to advise our clients on much more complex energy security issues.

### ***CROSS-BORDER ENERGY TRADE***

ResourcesLaw is a leading adviser on cross-border energy trade.

In 2001, ResourcesLaw completed a major report for APEC highlighting the importance of cross-border grid interconnections in moving hydroelectricity from its source to centres of demand in Asia (see our report "**Cross-Border Power**", APEC Secretariat, Singapore, March 2002).

In 2004, ResourcesLaw completed a second major report for APEC on cross-border gas pipeline and LNG trade. We identified the barriers to development and made recommendations on how to accelerate the volume of trade (see our report "**Great Expectations: Cross-Border Natural Gas Trade in APEC Economies**", APEC Secretariat, Singapore, November 2004).

Our recommendations on cross-border natural gas trade led to the establishment of the APEC Gas Forum in 2005.

## ***LNG PROJECTS***

ResourcesLaw has over 20 years' experience in the LNG industry. We have advised on the development and financing of new LNG projects in Australia and Papua New Guinea and on LNG import terminal projects.

## ***WHAT MAKES US UNIQUE***

ResourcesLaw is unique in many respects:

- we help our clients strategically position themselves for the challenges of the modern era
- we have insight into commodity and investment cycles, the politics and sociology of natural resource development and the interaction of all of the forces at work in energy markets
- we understand all project risks
- we design well-balanced investment and financing structures that underpin successful project outcomes and
- our client's success is paramount to us.

## ***AFFILIATIONS***

### **Consilience Energy Advisory Group**

Our affiliation with this leading UK consultancy enables us to draw on their wide experience in the EU Emissions Trading Scheme and other international energy and carbon markets.

### **Piper Alderman**

We are affiliated with Piper Alderman, a leading Australian law firm with offices in Sydney, Melbourne, Brisbane and Adelaide.

## ***FURTHER INFORMATION***

Please visit our website to download our current developments bulletins and recent industry publications.

Contact our managing director Robert Pritchard on +612 9252 8900 or by email: [robert.pritchard@resourceslaw.net](mailto:robert.pritchard@resourceslaw.net)

ResourcesLaw is the trading name of ResourcesLaw International Associates Pty Ltd ACN 003 446 008.

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