

Overview

Downstream activity presents a number of challenges owing to regulation, competition and volatile market pricing. It also offers a wealth of opportunities for a range of companies to drive profitability across transmission, distribution, sales and marketing.

At Dentons you get a highly focused and perceptive team, ready to seize these opportunities and help insulate you from the challenges. Our experienced lawyers can work with you on everything from local distribution and sales through to complex cross-border negotiations, funding arrangements, acquisitions and trading agreements.

Take advantage of the knowledge we have to offer across supply contracts, restructuring, construction, joint ventures, financing, purchase agreements, supply contracts, and gas-liquefaction projects. With offices around the globe, we can provide you with agile support in the US, Canada, Europe, the Middle East, the CIS and Africa. We also offer you the advantage of our extensive knowledge and exposure within the UK market-specifically advising the National Grid on their onshore gas transmission and distribution activities.

Look to our lawyers for innovative business and legal solutions across the international downstream sector including:

- Onshore gas transmission and distribution
- Gas sales to industrial/commercial users
- Retail and marketing operations
- Acquisition or disposal of downstream assets
- Regulation
- Contracts dealing with exploration, liquefaction, distribution, privatization, consortia and construction

Representative Experience

- **Total, SA:** Advising on the acquisition of ExxonMobil's downstream assets in 14 African countries (Chad, Djibouti, Eritrea, Ethiopia, Ghana, Guinea (Conakry), Liberia, Malawi, Mauritius, Mozambique, Sierra Leone, Togo, Zambia and Zimbabwe).
- **Total, SA:** Advising on the disposal of Total's downstream assets in the UK including drafting and negotiating various supply contracts, storage contracts and throughput agreements for various petroleum products (gasoil, gasoline, diesel, burning kerosene, additives, flogas and excellium).