

Reg Fowler

Instructor

Career synopsis

Law is the language of business. Deals are made and broken in that language. Most lawyers will tell you that it is a secret language which is properly understood only by specialists and not you. My purpose is to equip my students with the confidence to use the law as a business tool in their everyday work and not to be intimidated by the so-called professionals. If you understand your business purpose and can express it in logical and clear words, you have what is needed for a binding and effective contract that the courts will uphold. After all, in this fast changing and uncertain world, you the business person have a far better grasp of what you're trying to achieve in your deals and contracts than a lawyer, and you need to take control of how your deals and contracts are agreed and written. It would be my privilege to help you reach that goal.

Professional experience

June 2021-Until now - Acting General Counsel - Calyx Global Inc., United States

- Business model & cash generation planning;
- Collaboration agreements with trading platforms, NGOs and Universities;
- Securing first and second tranches venture capital investment;
- Brand & intellectual property protection, trademark registration;
- Devising Customer contracting process, including web app and API interfaces.

October 2022-Until now - Legal Consultant - New Age (African Global Energy) Ltd, United Kingdom

- Drafting and negotiating farmout agreements for Congo and South African offshore acreage;
- JOA drafting and dispute resolution;
- Compliance risk management

May 2017-November 2020 - Senior Governance Counsel - Karachaganak Petroleum Operating BV, Kazakhstan

- Team Leadership Head of team of 2 finance and legal managers,
- Capital project contracts & procurement training
- Process improvements
- Defending the Project in regulatory inspections and Government reviews.
- Managing Local Content obligations
- Curriculum development
- Personnel training
- Knowledge test / assessment

November 2008-May 2017 - Senior Legal Counsel - Shell International BV, Netherlands

- Kazakhstan Management Team Member of the senior management team responsible for Shell's assets in Kazakhstan.

- Kashagan Development. Dedicated lawyer responsible for legal advice and planning of oil, gas and sulphur transportation and marketing
- Gas Sales & Hydrocarbon Lifting Agreements. Team lead and coordinator of the Kashagan partnership lawyers on drafting hydrocarbon offtake and gas sales agreements
- Joint Ventures. Lead project lawyer devising a package of joint venture agreements for Kazakh cement manufacturers
- Training leader for in-house training on joint venture agreements and host governments
- Personnel training

September 2001-November 2008 - Senior Legal Counsel - Shell International Trading and Shipping, United Kingdom

- Global, marine-based physical oil and products trading.
- Trade finance Negotiating risk participation and direct agreements with financing banks terms, and associate credit insurance policies.
- Dry shipping challenges Charterparty arbitrations, Ship arrests & General Average claims. Advice on terminalling, Ship to Ship and FPSO tanker handling terms.
- Gas and electricity exchange trading.
- Specialist Derivative trading experience. Devising bespoke terms for "embedded" derivative deals, settling litigation on freight swaps
- World's first Oil Security. Principal lawyer for Shell devising and launching an Exchange Traded Fund listed on the London Stock Exchange
- Compliance and regulatory advice.
- Curriculum development
- Personnel training

September 2000-August 2001 - Legal Counsel - Agip (UK) Ltd., United Kingdom

- Responsible for renegotiating Agip (UK)'s largest gas sales agreement, under the threat of litigation, in circumstances of poor production performance. Delivering the disposal of surplus assets as part of a trans-Atlantic asset exchange. Modifying gas trading terms to accommodate the Cross-Channel Interconnector.

March 1996-August 2000 - Senior Legal Counsel - ARCO British Ltd., United Kingdom

- Mergers & Acquisitions; development projects. Sole handling of urgent transfers and exchanges of licensed acreage in UK offshore.
- Contracts & Procurement. Drafting and/or approving the whole range of typical oil and gas company contracts including drilling rigs, charterparties, helicopter contracts, design and engineering agreements, software design and licensing agreements, seismic acquisition contracts for CRINE (Cost Reduction in the New Era).
- Dispute Resolution. Handling 4 drilling rig contract disputes, 2 gas sales disputes and 2 fatal accident claims.
- "Mind the Gap" Training. Providing advice and training for planning/compliance on e.g. TUPE, 3rd Party Rights, Working Time Directive, UK Competition Act, Mediation, Document Retention
- Curriculum development
- Personnel training

March 1991-March 1996 - Assistant Solicitor - Clyde & Co., United Kingdom

- Contentious Shipping. Acting for cargo insurers, P&I clubs and ship owners in cargo claims, charterparty disputes and insurance claims.

- Asset Finance/Energy Sale & Purchase of oil tankers, cargo vessels, pleasure yachts and submarines. Advising mortgagee banks entering into possession of vessels.
- Insurance/Re-insurance Acting for insurers or re-insurers in Professional Indemnity, diamond theft, business interruption, “key man” and credit insurance claims. Inherent vice and inevitability of loss defences in marine cargo claims. Jurisdiction and proper law issues.

Education and qualifications

Type	Name
1989 - 1990, Higher	College of Law, Law Society Finals Examination
1988 - 1989, Higher	College of Law, Common Professional Examination
1985 - 1988, Master	St. Johns College University of Cambridge, Archaeology & Anthropology
1971 - 1984, Secondary	Warwick School UK, Secondary Education

Language: English, Russian