

The Gulf Intelligence Doha Energy Forum 2015

5th Commemorative Edition

Under the Patronage of His Excellency Abdullah Bin Hamad Al-Attiyah
President of the Administrative Control and Transparency Authority, Qatar

Tuesday, March 10th 2015
WDoha Hotel, Qatar

ExxonMobil



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Welcome Note from Forum Chairman

'Never Let a Good Crisis Go to Waste'... just not sure there is one!

Global energy market volatility remains at a multi-year high amid a mixed outlook for supply and demand, making the ancient art of reading the oil price tea leaves much muddier than usual – some analysts are forecasting \$20 oil while others see \$200 not too far off. . . I get whiplash just writing that sentence!

On the supply side, there are many who think the oil market will remain oversupplied at least through 2015 -- Oil storage facilities in the U.S. are filling up rapidly with inventories at their highest levels in at least 80 years according to Bloomberg – some say OPEC will eventually have to cut production because they will run out of storage space for the excess crude. The fog of war has turned to out of sight out of mind, rather than the opposite, as the geopolitical premium has fallen out of the market, even though some are starting to ask what will the morning after look like at the end of March if there is no deal with Iran from the nuclear talks. . . ? Still that aside, there is a growing school of thought, reflected in recent price recovery, that declining rig counts and reduced capex budgets will eat away at the current glut in quick time. On the demand security side, the picture remains equally mixed. Most of the BRICs have lost their mojo -- China growth is expected to drop below 7% this year for first time in decades; Russia is heading into recession -- but will all that Modi touches turn to gold making India the new China? Bar the U.S., the land of OECD is not giving us too much to cheer about, but that said the punch bowl of very loose monetary policy free money rages on. The oil price correction is continuing to play out in the gas markets, and with new LNG capacity due to come online in Australia, projects in the pipeline in Western Canada, the U.S. Gulf Coast and East Africa, and the shale gas boom still reducing import volumes into the U.S., the sector is gearing up for a substantial build up of LNG supply capacity. In Asia, where the world's five largest LNG importers are located, LNG demand is set to weaken as China slows and Japan prepares to restart its nuclear power stations. Still, all in all, Using the football parlance that a good team doesn't become a bad team overnight – it is hard to see, no matter how many arguments one piles up in the bucket, any change in the inevitable formidable narrative where the ten members of the Association of Southeast Asian Nations (ASEAN) – along with China and India – will continue to shift the centre of gravity of the global energy system towards Asia.

GULF INTELLIGENCE
We Facilitate Knowledge Exchange



Gulf Intelligence facilitates knowledge exchange between stakeholders. The Dubai-based strategic communications and public affairs consultancy produces Thought Leadership forums and roundtable discussions on vital global topics with an architecture that ensures all participants engage in a dynamic exchange of useful knowledge with an enhanced networking experience. The Dubai-based firm assists clients to tap their own dormant intelligence and create knowledge reservoirs that can be utilized to elevate their posture amongst their peers and enhance their engagement with stakeholders.



Sean Evers

Managing Partner, Gulf Intelligence

Mr. Evers is founder and Managing Partner of Gulf Intelligence. Sean has spent his career building groundbreaking media enterprises, starting with the award winning Punchbag Productions across Britain and Ireland, securing top award at the 1992 Edinburgh Festival. In the mid-1990s Sean Evers was appointed Cairo correspondent for The Financial Times. In 1997 he was recruited by Bloomberg to open up the Middle East commencing in the UAE and over the following decade he built-out the U.S. media company's regional network of bureaus from Cairo to Tehran, culminating in 2008 in Dubai being designated as the firm's fourth global hub. He attained a BA in Politics & Economics from the University of Notre Dame in Indiana in 1988, and went on to secure his LLB law degree at the National University of Galway, Ireland.



His Excellency
Abdullah Bin Hamad Al-Attiyah
President of the Administrative Control
and Transparency Authority, Qatar

Special Guest

His Excellency Abdullah Bin Hamad Al-Attiyah serves as the President of the Qatar Administrative Control and Transparency Authority. He was also the President of COP18/CMP8 Doha and the Chairman of the Higher Organising Committee.

H.E. Al-Attiyah, born in Qatar in 1952, has more than 30 years' experience in the energy industry and has held a variety of senior leadership positions within the government of Qatar. In 1992, H.E. Al-Attiyah was appointed Minister of Energy & Industry and Chairman & Managing Director of Qatar Petroleum, before being entrusted with the additional responsibility of Second Deputy Prime Minister in 2003. Four years later he was promoted to Deputy Prime Minister and, in 2011, was appointed Chief of the Emiri Diwan.

H.E. Al-Attiyah has served as Chairman of Qatar's Planning Commission and was elected Chairman of the United Nations Commission on Sustainable Development in 2006. Currently, he serves as Chairman of the Board of a number of organizations, including Qatar General Electricity and Water Corporation, which among other environmental projects, is exploring the use of solar energy for electricity supplies.

During his illustrious career, H.E. Al-Attiyah, who is also on the board of directors of Gulf Air, has received a number of awards and honors including the Grand Cross in the Order of the Orange Nassau, conferred by Queen Beatrix of the Netherlands, and the Grand Cordon of the Order of Rising Sun, awarded by Emperor Akihito of Japan in recognition of H.E. Al-Attiyah's contribution to promoting bilateral relations between Qatar and Japan.

H.E. Al-Attiyah was also conferred the Necklace of Independence award by His Highness Sheikh Hamad Bin Khalifa Al-Thani, the Emir of Qatar, for his work in championing Qatar's commitment to transparency in business and governance, and for his efforts to promote the national economy.



Alistair Routledge
President & General Manager,
ExxonMobil Qatar Inc.

Forum Title Partner

Alistair Routledge was appointed President and General Manager of ExxonMobil Qatar Inc. in January 2015. He is responsible for leading the interface of all ExxonMobil-affiliated activities in Qatar in partnership with Qatar Petroleum as well as joint ventures between Qatar Petroleum International and ExxonMobil abroad. ExxonMobil is working to realize the full potential of Qatar's energy industry.

Alistair received his BEng degree in Mechanical Engineering from Heriot-Watt University, Edinburgh in 1990. Alistair received an MBA degree from Strathclyde Graduate Business School, Glasgow in 1995.

Alistair began his career with Mobil in Aberdeen, Scotland in 1990. Since that time, he has undertaken a range of technical, supervisory and managerial assignments for Mobil and ExxonMobil, following the merger in 1999. He has served in various capacities in engineering, operations, planning and commercial functions while working in the United Kingdom, the United States, Venezuela and Italy.

In April 2012 he moved to Qatar to become Vice President, Production after spending two years in Italy as the Managing Director of the Adriatic Liquefied Natural Gas (LNG) Terminal, a joint venture between Qatar Petroleum and ExxonMobil. As Vice President, he was responsible for all of ExxonMobil's interests in the LNG operating businesses associated with Qatar - RasGas, Qatargas and the three regasification terminals in Italy, the United Kingdom and the United States. Alistair was also General Manager for Al Khaleej Gas (AKG) which provides natural gas for the Qatari market.

In addition to his business responsibilities, Alistair is a member of the Board of Trustees at the American School of Doha, having previously served on the Board of Directors for nearly three years.

Alistair also serves on the Board of Directors of INJAZ-Qatar, created to inspire a culture of entrepreneurship and innovation among Qatari youth, is on the Board of Directors for Teach for Qatar, and is a Board Member of the Qatar Chapter of the American Chamber of Commerce, the world's largest business federation.



Forum Title Partner

Using innovation and technology, ExxonMobil delivers energy to meet the world's growing demand.

In Qatar, ExxonMobil has partnered with Qatar Petroleum to develop the North Field, the world's largest non-associated natural gas field, through our RasGas and Qatargas joint ventures. We have participated in 12 of the 14 LNG trains, 27 of the world's largest LNG ships, three receiving terminals in Europe and the United States, and Qatar's largest condensate refinery. Additionally, ExxonMobil is the only foreign participant in two domestic gas projects – Al Khaleej Gas and Barzan Gas.

ExxonMobil Research Qatar was established as an organization to conduct research in areas of common interest to the State of Qatar and ExxonMobil. Currently, scientists and researchers are progressing a number of projects in the areas of environmental management, water reuse, LNG safety and coastal geology.

At ExxonMobil, we are committed to supporting the Qatar National Vision 2030 by providing the energy needed to fuel human potential, to support research, safety, health and the environment, and to grow Qatar's thriving society.

Our community relationships are an essential element of our global business, and that is especially true in Qatar. We have a long-standing commitment to promoting education and continually seek opportunities to contribute to education initiatives, particularly in science, technology, engineering, and math. Ultimately, our goal is to develop the next generation of scientists and engineers.

Forum Feature Guests



Karim Djebbour

Member of the Board of Sonatrach (Algeria)

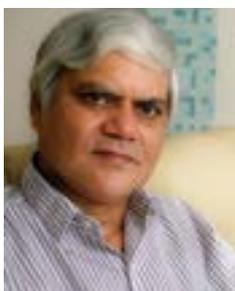
Specialized in Rural Economy agronomic training , Mr. Djebbour started his career in the banking industry to reach eventually the Ministry of Economy where he was responsible for multilateral relations (IMF, World Bank) and bilateral .In 1993 he joined Sonatrach integrating a team to develop a corporate modernization project. Later, his business was mainly devoted to the subsidiaries of the Group leaders holding companies gathering all businesses in which Sonatrach.Since 2013, Mr. Djebbour holds the position of Director of Cabinet of CEO of Sonatrach.



Dr. Tatiana Mitrova

Head of Oil & Gas Department, Energy Research Institute, Russian Academy of Sciences

Dr. Mitrova has twenty years of experience in dealing with the development of Russian and global energy markets, including production, transportation, demand, energy policy, pricing and market restructuring. Dr. Mitrova is a member of the Governmental Commission of the Russian Federation on fuel and energy complex, Russian Council on Foreign and Defense Policy and Valdai Club. She is also member of the Board of Directors in E.ON-Russia JSC. Dr. Mitrova is a graduate of Moscow State University's Economics Department. She is an Assistant Professor at the Higher School of Economics and Gubkin Oil and Gas University and Visiting Professor at the Institut d'Etudes Politiques de Paris (Sciences Po) Paris School of International Affairs. She has more than 120 publications in scientific and business journals and four books.



Narendra Taneja

Chairman, Energy Security Group of the Federation of Indian Chambers of Commerce and Industry (FICCI)

Mr Narendra Taneja is Chairman of the Energy Security Group of the Federation of Indian Chambers of Commerce and Industry (FICCI). He is Founder President of the World Energy Policy Summit, Chairman of the World Oil and Gas Assembly and a Member of the World Economic Forum Global Agenda Council on the Future of Electricity. He also represents India on energy issues on the BRICS Business Council. He is India's leading expert, thinker and television commentator on energy issues and developments. He has authored thousands of articles and commentaries on energy policy, business, diplomacy, geopolitics, security and energy poverty and empowerment. He has also authored two books and edited several books and publications. Mr Taneja is a well-known international speaker on energy and national issues. He is regularly invited to speak by universities, think-tanks, conferences, governments and companies from all parts of the world. He read economics, business, commerce, policy, leadership, diplomacy and international affairs at St John's College in India, University of Oslo and the University of Oxford in Europe.

Forum Feature Guests



Keisuke Sadamori

Director for Energy Markets & Security, International Energy Agency

Keisuke Sadamori became the IEA Director for Energy Markets and Security in 2012, leading an administrative structure that includes several core functions of the IEA, including monitoring global oil markets and responding to energy-supply disruptions. Prior to joining the IEA, Mr. Sadamori, a Japanese national, held many senior positions at the Japanese Ministry of Economy, Trade and Industry (METI), including Deputy Director-General at the Minister's Secretariat. Mr. Sadamori served as the executive assistant to the Prime Minister in 2011, when the Great East Japan Earthquake and Tsunami hit Japan, causing the Fukushima Nuclear Plant accident. Before this, he worked on international energy affairs and was the representative of the Government of Japan in such fora as the IEA Governing Board in 2008 and 2009. He also served as the chief negotiator for trade and investment agreements with Asian countries in 2009 and 2010. Mr. Sadamori received an LL.B. from University of Tokyo in 1983 and a Masters in Public Affairs from the Woodrow Wilson School of Public and International Affairs at Princeton University in 1990.



Marie-José Nadeau

Chair, World Energy Council

Marie-José Nadeau, Ad.E., chairs the World Energy Council (WEC) - a global energy body representing the entire energy spectrum. Created in 1923, the WEC brings together more than 3000 organizations and over 90 national committees. Elected in 2012, she is the first woman to hold that position in the organization's history. Graduated from Ottawa (Canada) University with a Bachelor's and Master's Degrees in Law, Ms. Nadeau is Executive Vice President - Corporate Affairs and Secretary General of Hydro-Québec; she has been a member of Hydro-Québec's leadership for over 20 years. Hydro-Québec is Canada's largest electricity producer and one of the world's leading hydropower producers, operating the most extensive transmission system in North America. Ms. Nadeau also serves on the Board of Directors of Metro Inc., a large retail publicly traded company, is Vice President of the Board of Directors of the Montreal Symphonic Orchestra and Vice President of the Board of Concordia University. She sits on UN Secretary-General Ban Ki-moon's Advisory Board on Sustainable Energy for All.



Jérôme Ferrier

President, International Gas Union

Jérôme Ferrier, a civil and petroleum engineer, began his career in 1976 with Elf Aquitaine, first in France then in Africa. He was involved in the Bonaparte Gulf LNG project in Australia in 1984 and the Bonny LNG project in Nigeria in 1985, the first LNG project in Africa. Having joined the Natural Gas Division of Elf Aquitaine in 1987, he became Head of Department for France in 1991, then Head of Department for Southern Europe in 1995. In 1998, he became Managing Director of Gaz du Sud-Ouest, a subsidiary of Elf Aquitaine and Gaz de France in charge of supplying, transporting, storing and marketing gas in the South-West of France. Following the merger between Total and Elf Aquitaine in 2001, he was appointed Director for the Americas in Total Gas & Power Division in 2002. In 2005 he became President of Total Gas & Power for the Southern Cone in Latin America and Representative of the Total Group in Argentina. In January 2008, he joined Total's Head office as Special Advisor to the President of Total Gas & Power. At the end of 2008, he became Senior Vice President for Corporate Security. In 2008, he was elected President of the International Gas Union (IGU) for the triennium 2012-2015. He is presently also President of the French Gas Association (AFG)

Forum Feature Guests



Lady Barbara Judge CBE

Member of the UAE Advisory Board for the Development of Peaceful Nuclear Energy

Lady Judge, a trained commercial lawyer, has an unusually broad and successful international career as a senior executive, chairman and non-executive director in both the private and public sectors. In 1980 she was appointed by the President as a Commissioner of the US Securities & Exchange Commission. Thereafter she was appointed as the first woman executive director of News International and Samuel Montagu was Chair of the UK/US Committee on Corporate Governance and Senior Advisor to the Hong Kong Stock Exchange. In 2002 she was appointed as a director of the United Kingdom Atomic Energy Authority and became its Chairman in 2004 and in 2007. After completing two terms she was appointed Deputy Chairman of the Tepco Nuclear Reform Committee and Chairman of its Task Force on Nuclear Safety. She is a member of the UAE Advisory Board for the Development of Peaceful Nuclear Energy. She has also advised both Jordan and Kazakhstan on nuclear matters. She is currently Chairman of the Energy Institute of University College London. She is Chairman of the SOAS London Middle East Institute as well as a member of the Steering Committee of the Istanbul International Energy & Climate Center at Sabanci University. In June 2010 she was awarded Commander of the British Empire for services to the nuclear and financial services industries.



Jos Evens

Vice President, Gas & Power Marketing, ExxonMobil Qatar Inc.

Jos Evens has spent nearly 30 years with ExxonMobil. He joined ExxonMobil Qatar Inc. in April 2011 in the position of Vice President, Gas & Power Marketing. Jos studied Commercial Engineering and Engineer Enterprise Information Systems at the University of Leuven in Belgium, and began his career with Exxon in Antwerp in 1984. Since that time, he has undertaken a range of operational, supervisory and managerial assignments for Exxon and subsequently ExxonMobil. He has served in various capacities in operations, customer service, business development, and planning functions within Fuels Marketing and Gas Marketing while working in Europe, the United States and the Middle East.



Dr. Mark Weichold

Dean & CEO, Texas A&M University at Qatar

Dr. Mark H. Weichold is an electrical engineer and has worked for General Dynamics Ft. Worth Division, Motorola in Austin, TX and the U. Army Electronic Technology and Devices Laboratory in Ft. Monmouth, NJ. He joined the Electrical Engineering faculty at Texas A&M University in 1982 and now holds the title of Professor. His research interests include electron device fabrication process development, device design and characterization. He has authored more than 80 journal articles, conference papers and scientific reports and holds three US patents. He is a senior member of IEEE and a member of the American Physical Society. At the University's main campus, he served as the Associate Provost for Undergraduate Programs and Academic Services, Dean of Undergraduate Programs and Associate Provost for Academic Services. In 2009, he was recognized as a Regents Professor for his outstanding work and exemplary contribution to Texas A&M University. In January 2007, Weichold became dean and CEO of Texas A&M University at Qatar.



Forum Premier Partner

ConocoPhillips is the world's largest independent exploration and production (E&P) company based on proved reserves and production of liquids and natural gas. We explore for, produce, transport and market crude oil, natural gas, natural gas liquids, liquefied natural gas and bitumen on a worldwide basis, with operations and activities in 27 countries as of Sept. 30, 2014. We manage our operations through six operating segments, which are defined by geographic region: Alaska, Lower 48, Canada, Europe, Asia Pacific and Middle East, and Other International.

Key focus areas include safely operating producing assets worldwide; executing a number of major international development projects; and building a global exploration program. ConocoPhillips conducted exploration activities in 17 countries and produced hydrocarbons in 12 countries, as of Sept.



Matt Fox

Executive Vice President, Exploration and Production, ConocoPhillips

Matt Fox is executive vice president, Exploration and Production, for ConocoPhillips. A reservoir engineer, Fox has 30 years experience in the oil and natural gas industry.

Before accepting his current role at ConocoPhillips, Fox was executive vice president, international for Nexen, Inc. Previously, Fox was president of ConocoPhillips Canada. Fox's prior assignments with ConocoPhillips included serving as senior vice president, Oil Sands in Canada and manager of North Slope Development in Alaska.

Fox started his career with Conoco U.K. in 1983 as a reservoir engineer working in London and Aberdeen. After serving in senior reservoir engineering roles in Dubai and Houston, he became chief reservoir engineer in the company's reservoir technology organization in 1998. Fox has also worked in business development and staff roles at ConocoPhillips headquarters in Houston.

Matt graduated from City University in London with a Bachelor of Science degree in civil engineering in 1982. He attended Heriot Watt University in Edinburgh, graduating with a master's degree in petroleum engineering in 1983. In 2014, Fox received an honorary Doctorate of Engineering from Heriot Watt University in Edinburgh in recognition of his leadership and outstanding service to the oil and gas industry.

Forum Industry Partners



The Dolphin Gas Project of Dolphin Energy Limited is a major regional strategic energy initiative. Since July 2007, the company has been producing, processing and supplying substantial quantities of natural gas from offshore Qatar to the UAE via its dedicated sub-sea export pipeline. Production reached the maximum authorized throughput of 2 billion standard cubic feet of gas per day (scf/day) in February 2008 and delivery of natural gas to Oman started in October of the same year. The overall investment in constructing the entire Dolphin Gas Project has made it one of the largest energy-related ventures ever undertaken in the Middle East at a cost of US\$5.8 billion. Dolphin Energy Limited is owned 51 percent by Mubadala Development Company, on behalf of the Government of Abu Dhabi – and 24.5 percent each by Total of France and Occidental Petroleum of the USA. Detailed information about Dolphin Energy can be found on www.dolphinenergy.com



Adel Ahmed Albuainain

General Manager, Dolphin Energy Limited

Adel Ahmed Albuainain is the General Manager of Dolphin Energy Limited, with overall responsibility for upstream and downstream operations. Prior to his appointment, Mr Albuainain served as Vice President for Projects and Site Support in Abu Dhabi Polymers Company (Borouge), having been seconded from ADNOC. He has more than 36 years experience in the oil and gas industry. Albuainain held various project, engineering, safety, operations and senior management positions including senior refining roles in ADNOC refineries between 1980 and 1998.



Occidental Petroleum Corporation
شركة أوكسيدنتال للبتروول

Occidental Petroleum of Qatar Ltd is a wholly owned subsidiary of Occidental Petroleum Corporation (NYSE: OXY). Occidental is an international oil and gas exploration and production company, and one of the largest U.S. oil and gas companies, based on equity market capitalization. Occidental is an industry leader in applying advanced technology to boost production from mature oil and gas fields and access hard-to-recover reserves. With more than 40,000 employees and contractors, Occidental is committed to respecting the environment, protecting safety and upholding high standards of social responsibility throughout its worldwide operations. Over one-third of Occidental's production comes from the Middle East region, where the company has been an active investor for more than four decades. Our focus areas are Oman, Qatar and the United Arab Emirates. Occidental is well regarded in the region for its strong performance record, technical expertise and effective working relationships with strategic partners. Occidental is the second-largest oil producer offshore Qatar, participating in three projects: Idd El Shargi North Dome, Idd El Shargi South Dome and Al Rayyan. In addition, Occidental is a partner in the Dolphin Gas Project, which supplies natural gas, produced from Qatar's North Field and processed in Ras Laffan City, to customers in the UAE and Oman.



Steve Kelly

President and General Manager – Qatar, Oxy Oil and Gas

Steve Kelly is President and General Manager – Qatar at Oxy Oil and Gas, a subsidiary of Los Angeles-based Occidental Petroleum Corporation (Oxy). Appointed in 2012, Mr. Kelly oversees Oxy's oil operations in Qatar, which comprise three offshore projects: Idd El Shargi North Dome (ISND), Idd El Shargi South Dome (ISSD) and Al Rayyan. After joining Oxy in 1995, Mr. Kelly held progressively senior engineering and project management positions during the initial development phases for ISND and ISSD. He was a member of Oxy's Business Development group from 2001 to 2003, focusing on Middle East projects, and served as Vice President, Operations, for Oxy Oman from 2009 to 2012. His early career experience prior to Oxy included North Sea projects, safety and environmental consultancy, and gas and petrochemical plant engineering and operations. Mr. Kelly holds a Bachelor of Science in Chemical Engineering from University College London and is a Chartered Engineer



Forum Premier Partner

Maersk Oil Qatar is the country's largest offshore operator and has been safely and sustainably developing the Al Shaheen field with Qatar Petroleum since 1992. Although originally considered too difficult for development due to its scale and complex geological properties, today the field contributes one third of Qatar's daily oil production from 33 offshore installations and over 300 wells.

Maersk Oil is also making a long-term contribution to Qatar's sustainable development, successfully reducing flaring by 90 % since 2007 and supporting a unique marine project to conserve Qatar's rich biodiversity. While its Qatarization and social investment programmes are focused on making a real and lasting impact in health, education and capacity building - in STEM (science, technology, engineering and maths) and leadership skills for young people and future engineers.

The company also runs a series of programmes dedicated to developing females in energy and their offshore and leadership capabilities - including a Female Leaders Network - bringing together successful women to network and share best practice in a culturally-sensitive space.



Dr. Faisal Al-Thani

Deputy Managing Director, Maersk Oil

Dr Faisal Al-Thani is the deputy managing director for Maersk Oil in Qatar, having previously held the position of senior director and head of business development. Prior to this he served as deputy general manager at several other companies - seconded by Qatar Petroleum to firms including Anadarko Qatar Energy, BP-Arco, and Arco Qatar.

Dr Al-Thani is a Fullbright Scholar of the University of Colorado, holding a BSc in Petroleum Engineering from the University of Tulsa; MSc in Project Management from the University of Bath and a PhD in Project Finance in the Oil & Gas Industry from Leeds University.

His work in the oil and gas industry spans nearly 25 years, beginning his career as a wellsite petroleum engineer in Qatar Petroleum and working across functions including petroleum planning, reservoir engineering, economics and contracts.

With a background in petroleum engineering and project finance management, Dr Al-Thani has also published a number of papers and books in the area of risk management and project finance.

Al-Thani is chairman of the Qatar Society of Petroleum Engineers (SPE) and a board member of the International Society of Petroleum Engineers, Dallas USA.

Forum Moderators



Dyala Sabbagh

Partner, Gulf Intelligence

Dyala is a founding partner of Gulf Intelligence. Formerly Mideast Bureau Chief for Dow Jones Newswires and an international broadcast journalist who has presented the BBC and CNBC signature Middle East business programs, Dyala is a much sought after Moderator and Master of Ceremonies for government, corporate and charity events across the region, that have included special guests U.S. President Bill Clinton, Queen Rania of Jordan and Sir Bob Geldof. During her print and broadcast career, Dyala has interviewed a cross-section of business and political leaders. Dyala started her career in banking with CSFB, and moved onto media. She has a BSc. in Economics and History from the University of London and an MA in Arab Studies from the School of Foreign Service, Georgetown University, Washington D.C.



Marcus George

Associate Editor, Gulf Intelligence

Marcus is an independent correspondent and analyst based in Dubai covering the Gulf region and with a special focus on the Islamic Republic of Iran. Alongside Gulf Intelligence, Marcus writes for Energy Intelligence, BBC News among other publications and is a Middle East contributor for Sky News and BBC News programmes and Monocle magazine. Marcus spent 2012 and 2013 as a special correspondent covering Iran for Reuters news agency, reporting on the country from domestic politics to the effects of sanctions imposed against its energy and banking sectors. Prior to that he worked for at BBC News for a decade across BBC World Service News as a reporter and producer and a BBC correspondent based in Washington DC.



Oliver Klaus

Associate Editor, Gulf Intelligence

Oliver Klaus is Gulf Intelligence's Editorial Associate Director. Previously, he worked for German engineering and electronics giant Siemens, where, as head of media relations for the Middle East, he managed all press work across the 16-country-strong Siemens Middle East region. Oliver started his media career with the esteemed Middle East Economic Digest (MEED) in 2000, where his reporting on Saudi Arabia's energy industry helped the publication win one of the UK's coveted Periodical Publishers Association (PPA) awards in 2003. In 2006, Oliver joined Dow Jones Newswires in Dubai as energy correspondent, covering OPEC and regional energy affairs. As Middle East assistant managing editor and acting managing editor he subsequently helped manage a team of 15 reporters and correspondents working for the Zawya Dow Jones News Service. Oliver was educated at London's School of Oriental & African Studies (SOAS), the University of Alexandria in Egypt and Germany's University of Cologne (Köln).



Mohammed Aly Sergie

Doha Correspondent, Bloomberg News

Mohammed Aly Sergie is the Doha correspondent for Bloomberg News, covering energy and the economy in Qatar. Prior to Bloomberg, he was a senior writer/editor at the Council on Foreign Relations, where he wrote about energy, finance, and Islam's sectarian divide. He reported extensively from rebel-controlled territories in Syria in 2013. Mohammed previously covered private equity deals for Dow Jones in New York and established a bureau for the news service in Saudi Arabia. He graduated from Northwestern University with a degree in political science and has a master's in economics from Fordham University.

Knowledge Exchange Breakout Sessions

ExxonMobil B1 Session: Hosted by ExxonMobil

'Perspectives on the Global Development of Unconventionals'

North America's shale plays have revolutionized the energy industry in a way that few would have expected only five years ago. Today, the US is on the verge of becoming the world's top oil producer and a major exporter of natural gas. As the new supplies are reaching markets, global trade patterns are changing, prices adapting and new benchmarks emerging. The success in North America's shale developments has turned the focus to other holders of large shale oil and gas reserves, notably China but also Saudi Arabia and parts of Europe and Latin America. Yet, holding shale reserves doesn't equate to hydrocarbon production. Unconventional developments face execution challenges, ranging from the need to use vast volumes of water to securing relevant technologies, building out comprehensive infrastructure such as gathering and distribution pipeline networks, and creating suitable regulatory environments. This in turn is raising questions as to whether the U.S. success can be repeated elsewhere on a similar scale and whether—in the long term—the boom will indeed impact global energy markets sustainably – especially considering the cyclical nature of oil prices and the subsequent impact on development plans. Will the combination of technologically-challenging shale plays and lower oil price environment prompt a rethink among oil companies about their risk appetite?

Featured Speakers

Session Host: Anthony Pryde, Joint Interest Technical Manager, ExxonMobil Qatar

■ Dr. Tatiana Mitrova, Head Oil & Gas, Energy Research, Russian Academy of Sciences

■ Keisuke Sadamori, Director for Energy Markets & Security, International Energy Agency

Moderator: Mohammed Sergie, Bloomberg



MAERSK
OIL

B2 Session: Hosted by Maersk Oil Qatar

'Creating Value: What are the Best Models for International Oil Companies to Deliver In-Country Value in Qatar?'

Localization policies such as Qatarization sit at the core of regional governments' economic diversification strategies. Under the Qatar National Vision 2030, the Qatarization objective is to provide 50 percent or more of Qatari citizens with meaningful permanent employment in private and public-sector entities. Localization also aims at developing local supply chains in a bid to foster small and medium-sized enterprises (SME). This in turn will ensure that local SMEs will increasingly become suppliers of products and services that are presently outsourced abroad on the one hand, and drivers of innovation and technology on the other. International oil companies active in Qatar's energy sector will naturally have to play a strategic role in supporting the government's localization policies. Among other initiatives, oil companies can deepen their local engagement by helping SMEs develop skills and expertise, meet international quality standards for their products and services, and support innovation. What are the best models for international oil companies to deliver in-country value as part of greater localization requirements?

Featured Speakers

Session Host: Lorenza Porciello, Head of Legal & Corporate Affairs, Maersk Oil Qatar

■ Said Al Sarhani, In Country Value Director - Takatuf, Oman Oil Company

■ Dr. Mark Weichold, Dean & CEO of Texas A&M University at Qatar

Moderator: Dyala Sabbagh, Gulf Intelligence

Knowledge Exchange Breakout Sessions



B3 Session: Hosted by ConocoPhillips

'Market Patterns Shifting: Changes in Global LNG Supply/Demand Dynamics'

Last year didn't just mark the 50th anniversary of the world's first commercial liquefied natural gas (LNG) cargo being shipped from Algeria to the U.K. It also set a record high, with 243.6 million tons of the super-cooled gas traded, up 4.5 million tons from 2013, led by buoyant demand in Asia, according to IHS Waterborne Energy data published in January. With new LNG capacity due to come online in Australia, projects in the pipeline in Western Canada, the U.S. Gulf Coast and East Africa, and the shale gas boom reducing import volumes into the U.S., the sector is gearing up for a substantial build up of LNG supply capacity. At the same time, the industry is faced with a mixed demand outlook. In Asia, where the world's five largest LNG importers are located, LNG demand is set to weaken as China's economy is slowing and Japan is preparing to restart nuclear power stations. Europe, meanwhile, may seek to source more LNG as it seeks to reduce its dependence on pipe gas supplies from Russia, which in response is seeking to contract export deals in Asia.

Featured Speakers

Session Host: Birger Balteskard, Manager Global LNG Marketing, ConocoPhillips

- John Roper, Head of Middle East, E.ON Global Commodities SE
- Jérôme Ferrier, President, International Gas Union

Moderator: Marcus George, Gulf Intelligence

GULF INTELLIGENCE
We Facilitate Knowledge Exchange



B4 Session: Hosted by Gulf Intelligence

Downstream: Next Steps?

The fall in oil prices that we have witnessed over the last 6 months has dragged almost all energy related stocks with it. This is hardly surprising as the price of crude is still the benchmark by which energy prices are set. In the case of many exploration and production (E&P) companies the drop in prices has an obvious effect on revenues and profitability, but downstream assets could deliver some relief. That is because the downstream operations, which refine oil into gasoline and other products, become more profitable when the oil they use is cheaper. Prices of refined products such as gasoline typically don't fall as quickly as those for crude e.g. for each dollar-per-barrel of improved profit margin for refined products, BP generates \$500 million in extra pretax operating profit annually. In contrast to those in some other parts of the world, most downstream petroleum developments in the Gulf region are not expected to benefit from lower feedstock prices linked to lower oil prices as the majority use natural gas that is supplied at government-set low prices. While Qatar has undeniable cemented its position as the region's natural gas champion, the country is still in the process of converting its hydrocarbon wealth into downstream products that can create a diversified economy.

Featured Speakers

- Mohammed Al Hajri, VP Downstream Development, Qatar Petroleum
- Marjo Louw, Country President, Sasol Qatar

Moderator: Oliver Klaus, Gulf Intelligence

Special Roundtable Briefing

‘Cyber Security: How can the Global Energy Industry Thwart Future Cyber Attacks?’

The world’s energy infrastructure is increasingly being threatened by organized cyber attacks or individual hacks, a high-profile attack on Saudi Arabian Oil Co. (Saudi Aramco) infected as many as 30,000 of the state-run company’s machines with a destructive virus. It took Aramco weeks to recover from the damage, which caused major disruptions at the world’s largest oil producer. As more producers are targeted in the Middle East, companies are stepping up their investments in fortifying their cyber security systems in order to protect their critical infrastructure. How vulnerable is the energy infrastructure in the Middle East today compared to other regions?

Featured Speakers

- Simon Goldsmith, Director Cyber Security Middle East, BAE Systems Applied Intelligence
- Dr. Issa Khalil, Senior Scientist in Cyber Security, Qatar Computing Research Institute
- Ghassan Barghouth, VP Oil & Gas and Industrial Segments MENA, Schneider Electric



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