



## **2<sup>nd</sup> IEF NOC-IOC Forum**

### **Bringing Together Distinctive Competences for Common Challenges**

**7-8 April 2011, Hotel Westin-Vendome, Paris, France**

Hosted by Total and Saudi Aramco

The 1<sup>st</sup> IEF NOC-IOC Forum, held 30-31 March 2009 in Kuwait was recognized by industry leaders as an important step forward in promoting global energy dialogue and enhancing global energy security. Participants underlined that regular contacts between NOCs and IOCs leaders provide a useful platform for industry to discuss changing business environment and its impact on stakeholder relationships, and called on the IEF to ensure that the key messages of this first NOC-IOC Forum are developed and transmitted to the 12<sup>th</sup> IEF Ministerial meeting in Mexico, 29-31 March 2010.

At the 12<sup>th</sup> IEF, ministers and industry leaders welcomed the establishment by the IEF of the NOC-IOC Forum, expressed satisfaction with the key findings of the 1<sup>st</sup> IEF NOC-IOC Forum and stressed the importance of developing innovative models of cooperation and value-driven, long-term partnerships between NOCs and IOCs.

The 2<sup>nd</sup> NOC-IOC Forum will gather senior decision makers from National and International Oil Companies, representatives from producing and consuming countries, as well as service companies, and experts, to discuss the key issues and common challenges facing the oil industry, exchange views on prospective aspects, and identify ways and means to enhance cooperation and partnership between NOCs and IOCs.

The debates that will take place at this 2<sup>nd</sup> IEF NOC-IOC Forum will help the IEF in preparing recommendations for Ministers and CEOs who will gather at the 13<sup>th</sup> IEF and 5<sup>th</sup> IEBCF in Kuwait in 2012, on energy policies to strengthen cooperation and dialogue between the industry stakeholders.

## Final Agenda

### **Thursday 7 April 2011**

08.30-09.30: Registration

09.30-10.00: Opening statements and welcome address

- Christophe de Margerie, Chairman and CEO, Total,
- Khalid Al Falih, President and CEO, Saudi Aramco
- Noé van Hulst, Secretary General, IEF

10.00-10.30: Coffee and networking break

### **10.30 – 12.00: Session one: NOCs and IOCs, common challenges and shared interests**

Moderator: Jeroen van der Veer, non-Executive Director and former CEO, Shell

Keynote Speaker: Khalid Al Falih, President and CEO, Saudi Aramco

- What are the key issues and challenges facing the oil and gas industry?
- How to meet growing energy demand in a sustainable manner?
- How to improve market stability and transparency and investment conditions? What role for NOCs, IOCs and Governments?
- What are the responses and solutions developed by NOCs and IOCs? Are they common? Is a coordinated response desirable or needed? In what areas?
- What kind of synergies could or should NOCs and IOCs develop?
- How can the oil and gas industry best tackle the human capital development and avoid past situations?
- How can the industry make the best of technology development and deployment?
- How will the development of unconventional resources influence NOC-IOC relationship?

Panelists:

- Gertjan Lankhorst, CEO, GasTerra
- Linda DuCharme, Vice President for ExxonMobil Gas & Power Marketing
- Jay Pryor, Vice President for Corporate Business Development, Chevron
- Valerie Marcel, Associate Fellow, Chatham House

Roundtable discussion

12.00 – 14.00: Lunch and networking break

### **14.00 – 15.30: Session two: Is the industry facing more stringent regulations and new safety challenges? What repercussions?**

Moderator: Olivier Appert, Chairman and CEO, IFP Energies Nouvelles

- What lessons could be learned from the recent incidents?
- How may stricter rules impact the oil and gas industry?
- How best can NOCs and IOCs adapt and respond to changing regulation?
- Will safety become a central theme for NOC-IOC cooperation?
- How could the industry combine skills and capabilities to operate in new frontiers and more difficult conditions?
- How best can NOCs and IOCs share safety best practices?
- How can cooperation improve safety and integrity of oil and gas facilities?
- How can the industry rebuild trust and demonstrate that it can produce in a safe and environmentally responsible manner?

Panelists:

- Andrew Gould, Chairman and CEO, Schlumberger
- Robert Brunck, Chairman of the Board, CGG Veritas
- Thierry Pilenko, Chairman and CEO, Technip
- Ivan Sandra Silva, Vice President International Strategy, Statoil

Roundtable discussion

15.30 – 16.00: Coffee and networking break

20.00: Dinner, Pavillon Cambon

Keynote Speaker: Christophe de Margerie, Chairman and CEO, Total

**Friday 8 April 2011**

**9.00 – 10.30: Session three: Renewed NOC-IOC partnership to generate economic value for all the stakeholders**

Moderator: Nader Sultan, Chairman, Ikarus Petroleum Industry

- What are the lessons learned from current types of NOC-IOC partnerships? What ingredients for successful collaboration?
- How best can NOCs and IOCs revisit existing models of cooperation and establish new ones that deliver beyond the traditional expectations? How can they add their strengths and work together across borders?
- How could value-driven partnerships between NOCs and IOCs develop in the next decade? What are potential new areas of cooperation? Are new “combinations” between NOCs and IOCs possible?
- In what specific areas could IOCs bring an added value to NOCs?
- What avenues for partnership in EOR and the development of unconventional resources?
- How could IOCs best adapt to meet NOCs’ specific needs? And meet host country’s expectations? How to deliver long term benefits to the host country?

- How to improve collaboration between the industry and government, across international borders?
- What kind of guidelines could be implemented for successful NOC-IOC collaboration?

Panelists:

- Raymond J. Milchovich, Chairman, Foster Wheeler
- Ahmed Ghalebani, Managing Director, NIOC
- Randy Gossen, President, World Petroleum Council
- Samir Brikho, CEO, AMEC
- Mehmet Uysal, Chairman and President, TPAO
- Thierry Lefevre, Head New Assets Development, GDFSuez

Roundtable discussion

10.30 – 11.00: Coffee and networking break

**11.00 – 12.30: Session four: Conclusion and recommendations – Guidelines for long-term and successful cooperation between NOCs and IOCs**

- Noé van Hulst, Secretary General, IEF
- Jeroen van der Veer, non-Executive Director and former CEO, Shell
- Olivier Appert, Chairman and CEO, IFP Energies Nouvelles
- Nader Sultan, Chairman, Ikarus Petroleum Industry

12.30 – 14.00: Lunch

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The IEF is the world's largest gathering of Energy Ministers. The Forum is an intergovernmental arrangement that serves as a neutral facilitator of informal, open, informed and continuing global energy dialogue among its membership of energy producing and energy consuming States, including transit States. The 86 Member Countries of the IEF account for around 90% of global oil and gas supply and demand. In addition to IEA and OPEC countries, transit states and key energy players, including Brazil, China, India, Mexico, Russia and South Africa, participate in the Forum. The magnitude and diversity of this engagement is a testament to the IEF's position as a neutral facilitator. Through the Forum and its associated events, IEF Ministers, their officials, energy industry executives, and other experts engage in a dialogue of increasing importance to global energy security.

For more information, visit [www.ief.org](http://www.ief.org)

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