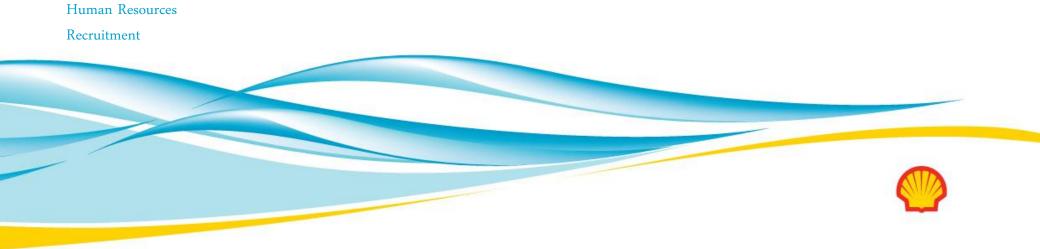
IEF Symposium: Tackling the Human Resources Crunch in the Petroleum Sector

The Search for Talent

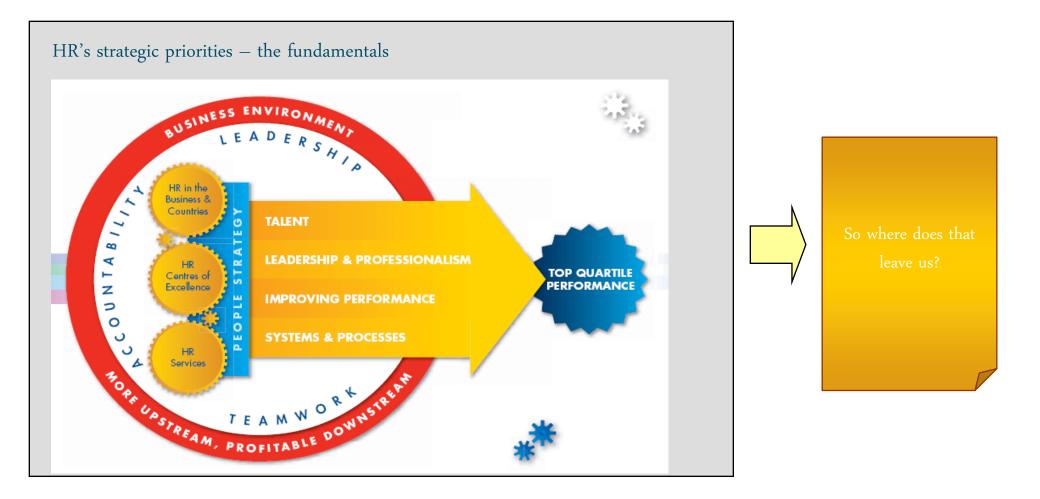
Khaled El-Miniawi Regional Recruitment Manager, Middle East & Russia

13th April 2009

Doha, Qatar



Talent Now and Sustainable Future Supply



Recruitment: New Ways of Working

Projects, activities and resources over the past four years have supported the roadmap to TQP

PEOPLE

New ways of working

Proactive behaviour

D

Specialised skills

Recruiters partnering the business

PROCESS

 Single set of globally consistent processes and roles

 Clear expectations and partnership between business ad recruitment

> An appropriate degree of candidate touch

TECHNOLOGY

- Increased automation and self-service
- Enhanced data mining
- Better compliance
- More standardised and centralised
- Working harder to support the brand

Building Organisational Capabilities in Qatar 'Qatarisation'

•Talent Now & Sustainable Future Supply

- ➢ Five year Qatarisation workforce plan in place
- > Both vacancy and talent driven approach to Qatari recruitment
- > Engagement with universities for building technical talent pipeline
- > Tailored approach to recruitment of recent Qatari graduates
- Successful internship program

•Strengthening Leadership & Deepening Professionalism

- ➢ Five year structured programme in place for accelerating Qataris Development
- ➢ Roll out of mentoring and coaching programmes in Qatar

• Improving Individual and Organisation Performance

- > Quarterly meeting with the Qatarisation Management Committee to discuss Strategic Qatarisation matters.
- ▹Goals and Performance Appraisal and Individual Development Plan
- ➢Implementation of cross cultural awareness programme
- Implementation of On-Boarding program (Buddy System)
- Shell Marhaba Day to celebrate Qatarisation success

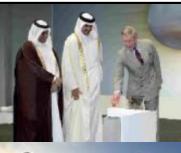
•Increased Efficiency & Effectiveness of HR Systems & Processes

Alignment with QP and Affiliates on Qatari HR processes

SHELL PROJECTS IN QATAR

Pearl GTL

- Foundation Stone laid in Feb 2007
- World Scale GTL Plant
- Contributes to Qatar's vision GTL Capital of the World





Qatargas 4

- JV between QP (70%) and Shell (30%) July 2007
- Single LNG train 7.8 MTPA
- 8 dedicated LNG tankers



Technology Centre

- World-class technology programme
- Up to \$100 mln committed over 10 years
- Upstream, GTL technologies & related training centre





Shell & Nakilat Master

Services Agreement

- Shell appointed in Nov 2006 to provide services to Nakilat
- At least 25 LNG carriers 25 year deal
- Nakilat to take over operational management in 12 years





