

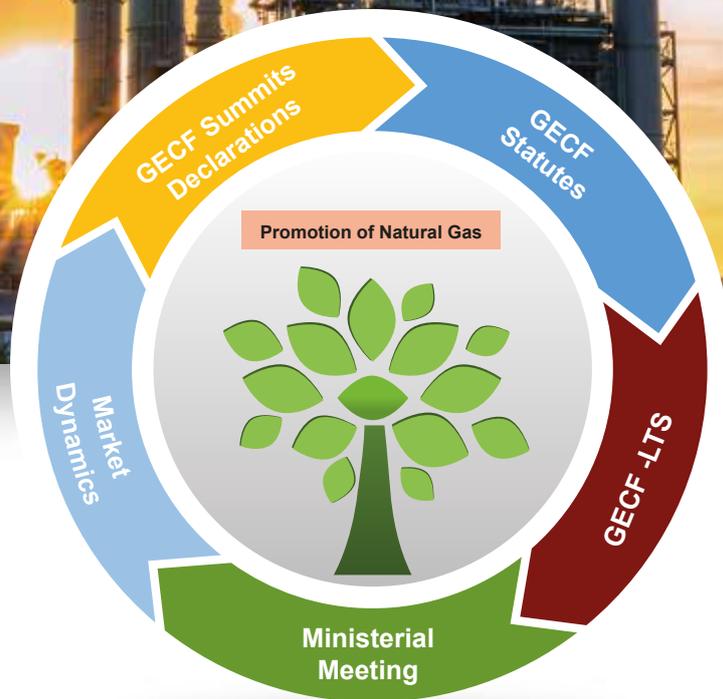


# Gas Exporting Countries Forum

16th December  
2019

VENUE:

Qatar University,  
Ibn Khaldoun Hall  
Doha - Qatar



Agenda

# WORKSHOP ON PROMOTION OF NATURAL GAS DEMAND 2019

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**PROMOTION  
OF  
NATURAL  
GAS  
DEMAND  
2019**

DECEMBER, 16 2019  
DOHA - QATAR

## Speech for HE SG on the Workshop on the Promotion of Natural Gas Demand 2019



This annual workshop on the 'Promotion of Natural Gas Demand' emulates our ideology of natural gas as the destination fuel and a legitimate leader, in partnership with renewables, towards energy transition to a low carbon future. Furthermore, natural gas is the fuel of choice, which will continue to play a crucial role in the sustainable development of growing populations in the framework of the UN SDGs including the economic, environmental and social dimensions

As the natural gas market continues to evolve, all market players must adapt in order to survive. We, the natural gas producers, are facing the challenges of uncertainty of demand, low natural gas prices and discriminatory regulations against cleaner hydrocarbon fuels- such as natural gas-that are incentivizing alternative sources of energy and undermining investment in crucial gas infrastructure and new gas supply projects. At the same time, we recognize that energy security is an important issue for consumers and therefore, we emphasize our position that natural gas is a clean, affordable, abundant and accessible source of energy that will help meet the world growing energy needs.

Natural gas is compatible with carbon dioxide emission reduction targets with increasing efficiencies of its usage in power and industry. Due to its credentials, there are many opportunities for natural gas in emerging markets, as well as niche sectors such as transportation. The GECF 2019 Global Gas Outlook foresees a greater penetration of natural gas in the energy mix, where natural gas will be the fastest growing fossil fuel by 52%to account for 27% of the global primary energy mix by 2050.

Also, GECF believes that cooperation amongst all industry stakeholders including but not limited to producers, buyers, consumers, governments, traders, environmental groups and professionals from academia, is key for a fair consideration of natural gas in different usages. In this regard, the valorization of natural gas and enhancement of transparency through data exchange and stimulation of dialogue amongst key stakeholders can never be overemphasized.

Indeed, GECF is strongly engaged in many ways to contribute to gas market stability in meeting the global energy needs notably through, cooperation with international organizations (G20, UNFCCC, UNECE, IRENA, ASEAN, ERIA, and others) and research activities and studies of the Forum which are all oriented towards natural gas issues. In addition, GECF offers an incontestable platform for communication and effective dialogue amongst all market stakeholders. In this regard, and in the frame of Climate Change and Sustainable Development agendas, GECF emphasizes the key role of international cooperation and constructive dialogue to bring the adequate remedies to them.

GECF believes strongly in the role of R&D in the gas industry and in finding solutions to its challenges. The recently established GECF Gas Research Institute is set to become a world-class institute aimed at developing technical knowledge and advance technologies. It is an instrument to encourage the development of the technologies aimed at GHGs emissions reduction.

While the GECF works to protect the interest of its Member Countries, we are also facilitating information and knowledge sharing as well as the advocacy for natural gas. Therefore, trusting our capabilities, capacities, resilience and experience, the GECF will continue to support sustainable development efforts through natural gas. This commitment is largely anchored in GECF guiding documents and GECF Heads of State Declarations. Indeed, the Declaration of the 5th GECF Summit, recently concluded in Malabo, Equatorial Guinea, emphasizes among others, the necessity to promote natural gas as an affordable, abundant and reliable source of energy and in the frame of Climate Change and Sustainable Development issues, by encouraging the expansion of natural gas utilizations domestically and internationally in different forms and sectors.

**Yury P. Sentyurin. PhD**  
**Secretary General**

## Aim

- To provide key elements for debate among experts and policy makers on the ways and means to promote natural gas in different sectors, regions and usages, considering the emergence of markets in the frame of Sustainable Development Goals.
- To bring awareness among all participants about the “golden life” and opportunities for growth offered by natural gas as a source of energy responding to the growing needs of the nations.
- To highlight the crucial role of natural gas in the combat against climate change issues as a source of energy that is:
  - Environmentally clean, emitting very less byproducts and serving clean air;
  - Available and abundant, economical, accessible to all and versatile;
  - Safe (safer than nuclear energy);
  - Efficient (higher efficiency in power sector).
- To involve all in a transparent dialogue on the natural gas industry, its challenges and prospects, for further cooperation towards a Win-Win situation.

## Main Objectives

- Facilitates discussion among participants to have a common understanding of the natural gas challenges and opportunities in the frame of energy transition;
- Brainstorm among the participants of the workshop on how to collectively develop fair principles for the promotion of natural gas as a quadruple A asset (Available, Abundant, Affordable, Accessible) and Clean energy supportive of the three pillars of SDG (Social, Economy and Environment).
- Propose ways to overcome the challenges and approaches in which Member Countries can stimulate global gas demand.
- Gather diverse players in energy sector and dialogue on the issues on natural gas and its vital role to Governments and nations.

## Reference Documents

- **GECF Statutes:** exchange of experience, views, information and coordination in specific areas and the promotion of natural gas.
- **GECF Long Term Strategy (Objective 4):** promotion of natural gas to meet future world energy needs.
- **GECF PoW 2019:** workshop to promote natural gas demand.
- **GECF Summits' Declarations:** promote the use of natural gas in its different forms and in different sectors.

## Participants

- High-level experts from various segments of the energy industry including international organizations, national oil & gas companies of GECF Member Countries, international oil & gas companies and consultants, will share their rich expertise in the field, and provide their views on the opportunities and challenges facing natural gas demand, as well as the instruments that can be used to address them. GECF will address its historical role as a resilient and reliable supplier of natural gas and its commitment to continue to support its partners having access to a proper energy source, that is natural gas in LNG and pipeline gas forms.

Experts will also provide elements to bring awareness to all about the neuralgic role of natural gas in sustaining the development of nations. Ideas of cooperation and dialogue among energy producers and consumers for the mutual benefit of both parties will also be addressed.



## Time & Venue

- December 16, 2019 / 08:30 a.m. to 15:00 p.m.
- Qatar University Ibn Khaldoun Hall (separate building shared with the QNB branch office).



Click here  
to access the Location



## Content of the Workshop

Experts and gas industry players will meet to discuss the challenges facing natural gas market especially the ones related to natural gas demand that is tainted with uncertainties. They are expected to debate the role of natural gas in the development of the economies, and how it will support nations to strive for higher standards of living in the frame of SDGs.

For this aim, there will be discussions on the following topics:

### Enablers for Natural Gas Demand Stimulation: Current status, what are the challenges, opportunities & through which instruments?

The natural gas industry is facing an oversupplied gas market with bearish gas prices. In addition to market dynamics, GECF MCs are facing several challenges including slowed demand due to decelerated economic growth particularly in China, economic sanctions, long-term contract revisions and pricing mechanisms, growing advocacy against fossil fuels and the promotion of renewables. However, in the face of these challenges, several new opportunities are emerging. These include new and emerging markets, niche sectors, and coal and nuclear power plants phase-out. GECF believes that there is a need to *“promote alternative ways to export natural gas molecules through gas-based industries, such as petrochemical and fertilizer project developments, gas based electricity generation and export through power network developments and inter-connections, as well as through other potential and possible projects”*<sup>1</sup>

Experts will attempt to address the following questions:

1. Alongside with traditional sectors, power and industrial sectors), what role can the transportation sector, as the major niche sector for natural gas demand, play in enabling gas consumption?
2. How will improvements in energy efficiency impact natural gas demand?
3. What will be impact on natural gas demand if low gas/LNG prices are sustained in the short/medium term?
4. How are business models in gas/LNG projects evolving to deal with changing market conditions?
5. How does the global climate agenda affect natural gas demand? Can policy regulations such as coal-to-gas switching be effective in promoting natural gas demand?
6. How can natural gas producers optimize production cost and improve their competitiveness compared to alternative energy sources?

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<sup>1</sup> Extracted from GECF Long Term Strategy

### Cooperation between Energy Producers & Consumers: What can lead to a win-win situation?

There must be a focus on partnerships between energy producers and consumers in order to stimulate natural gas demand. Whether it is producers investing in the downstream sector of consuming countries through joint ventures or establishing policies in favour of natural gas, cooperation between the key market players is essential.

Indeed, natural gas projects are at risk of not seeing the light, and may be victims of lack of financial access, resulting from the decisions of some international financial institutions to minimize their financing of hydrocarbons' projects. The latest decision of European Investment Bank to phase out its financial support to fossil fuels after 2021 is a serious issue that threatens not only the future of natural gas, but also, the future of sustainable development. The access to energy of all the nations will not be balanced, nor guaranteed.

*Experts will attempt to address the following questions:*

1. What measures can be put in place to facilitate effective dialogue between consumers and producers in order to bring awareness on the importance of natural gas for sustainable development?
2. How to unify the dialogue among natural gas players, financial institutions and banks to revive investment in the upstream sector?
3. How important is the role of producers in stimulating gas demand by facilitating investment in the downstream sector of consuming countries?
4. How can producers facilitate investment in the midstream (LNG regasification terminals and pipelines) in order to boost gas/LNG imports in consuming countries?
5. How can all market players cooperate to reduce costs and optimize operations across the entire gas value chain?
6. Which methods can be used to foster cooperation between organizations that unite gas producers and consumers ( such as GECF, ASEAN, ERIA, IEA )?

 **List of Speakers**

- **Mr. NICOLAY KOZHANOV** (Moderator)  
Research Associate Professor  
[Gulf Studies Center of Qatar University](#)



- **Mr. LAURENT WOLFFSHEIM**  
Managing Director of Total E&P Qatar and Country Chair  
[Total E&P Qatar](#)



- **Mr. HOWARD BEVAN**  
Secretary to the Board of Trustees  
[Al Attiyah Foundation](#)



- **Mr. YUSUF USMAN**  
Chief Operating Officer Gas & Power  
[Nigerian National Petroleum Corporation \(NNPC\)](#)



- **Mr. KOICHI TANEMURA**  
Deputy Managing Director  
[Chiyoda Almana Engineering LLC](#)



- **Mr. LOUKAS ZIOMAS** (Moderator)  
Associate Partner  
[McKinsey & Company](#)



- **Mr. DOMINIC GENETTI**  
Vice President & Qatar Ventures Manager  
[ExxonMobil Qatar and General Manager of Al Khaleej Gas](#)



- **Dr. SERGEI KOMLEV**  
Head of Contract Structuring and Pricing Directorate,  
[Gazprom Export](#)



- **Mr. JUAN VAZQUEZ**  
Partner and Managing Director  
[The Boston Consulting Group \(BCG\)](#)



- **Mr. HAMID REZA HAGHBINJAHROMI**  
Board Member & Director of International Affairs  
[National Iranian Gas Company \(NIGC\)](#)

## Business Program - Day - 16th December 2019

Registration (8:30 – 09:00)

### 09:00-09:30 OPENING SESSION

- Opening Remarks, by GECF Secretariat
- Setting the scene by the Secretariat

09:30 - 12:15 Enablers for Natural Gas Demand Stimulation: Current status, what are the challenges, opportunities & through which instruments?

### 09:30 - 10:30 Session 1

Moderator: Mr. Nikolay Kozhanov, Research Associate Professor at the Gulf Studies Center of [Qatar University](#)

Panelists :

- Mr. Laurent Wolfsheim, Managing Director - [Total E&P Qatar](#)
- Mr. Juan Vazquez, Partner and Managing Director - [The Boston Consulting Group](#)
- Mr. Howard Bevan, Secretary to the Board of Trustees - [Al Attiyah Foundation](#)

### 10:30– 10:45 Presentation

- Mr. Hamid Reza Haghbin Jahromi, Board Member & Director of International Affairs - [National Iranian Gas Company \(NIGC\)](#)

Coffee Break / Photo Session ( 10:45 – 11:15 )

### 11:15 - 12:15 – Session 2

Moderator: Mr. Loukas Ziomas, Associate Partner, [McKinsey & Company](#)

Panelists :

- Mr. Dominic Genetti, Vice President & Qatar Ventures Manager [Exxon Mobil](#), General Manager, [Al Khaleej Gas](#)
- Mr. Yusuf Usman, Chief Operating Officer Gas & Power of [Nigerian National Petroleum Corporation \(NNPC\)](#)
- Mr. Koichi Tanemura, Deputy Managing Director of [Chiyoda Almana Engineering LLC](#)

12:15 - 13:00 – Special presentations & Discussion on Cooperation between Energy Producers & Consumers: What can lead to a win-win situation?

- Ms. Mahdjouba Belaifa, Head of Gas Market Analysis Department, [GECF](#)
- Mr. Sergei Komlev, Head of Contract Structuring and Pricing Directorate - [Gazprom Export](#)
- Mr. Howard Bevan, Secretary to the Board of Trustees - [Al Attiyah Foundation](#)

13:00 – 13:10 Closing remarks

13:10 Lunch

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**16<sup>th</sup> December 2019**

Contact us to discuss your participation

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