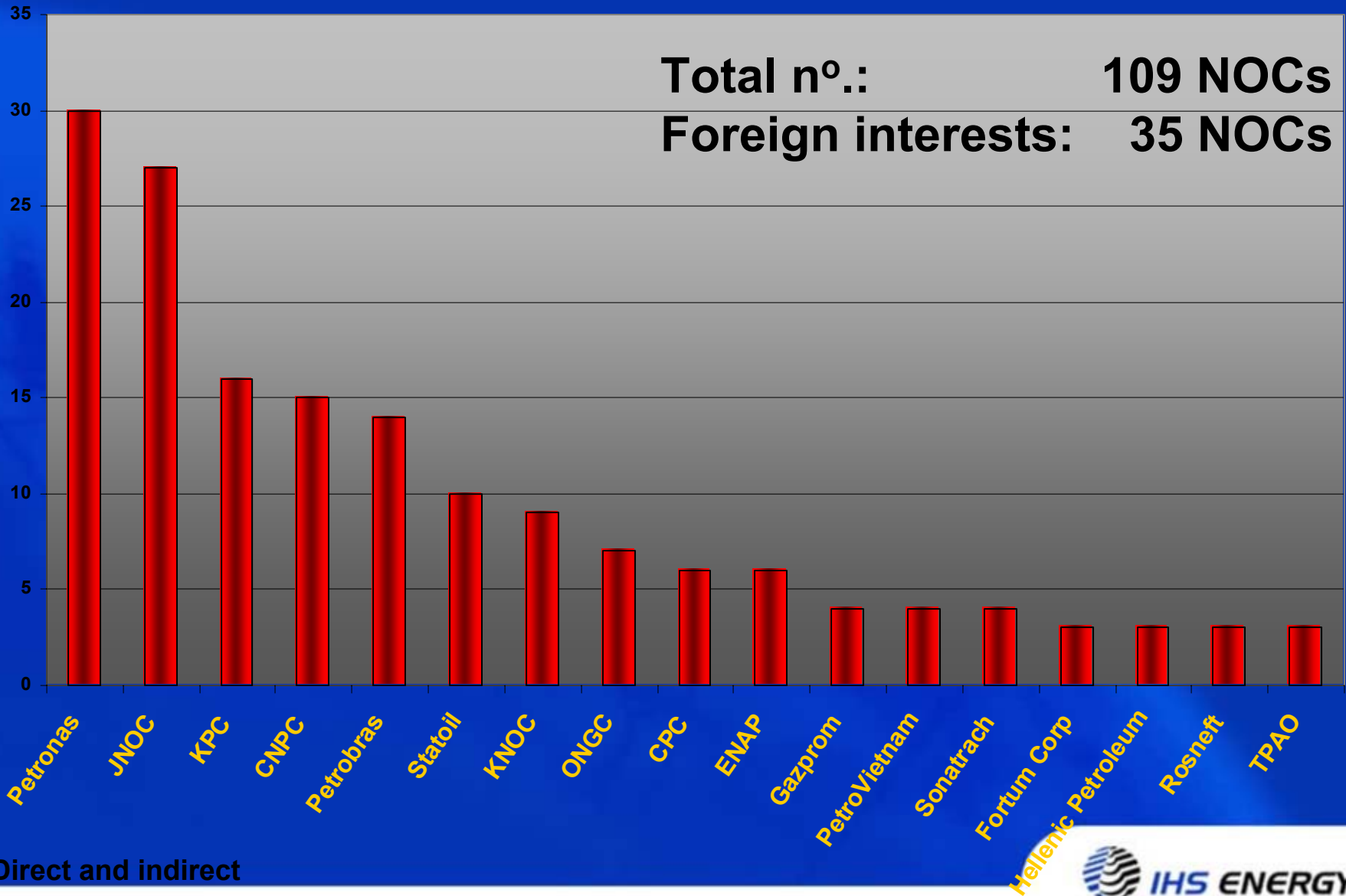


International NOCs

NOCs With Foreign Interest*

Nº. foreign countries with current rightholding

Total nº.: 109 NOCs
Foreign interests: 35 NOCs



* Direct and indirect

Source: IHS Energy

NOC Foreign E&P

Why are they going abroad?

- Joint development zones
 - Timor Gap
 - Malaysia/Thailand
 - Libya/Tunisia
 - Guinea Bissau/Senegal
 - Sao Tome / Nigeria
- Cross-border petroleum province
 - Petrotrin  Venezuela
 - Libya NOC  Algeria
 - Enap  Argentina

NOC Foreign E&P

Why are they going abroad?

- Political advantage
 - Sudan: CNPC, Qatar Petroleum, Petronas, Kufpec, Sonatrach, Slavneft
 - Pre-war Iraq: Enap, ONGC, Sonatrach, Petronas, Petro-Vietnam, Petrom, CNPC, PNOC, JNOC, TPAO, Jordanian NPC, Petrobras
 - Iran: JNOC, ONGC
- Secure nation's hydrocarbon supply
 - Japan, China

NOC Foreign E&P

Why go abroad?

- **Cultural advantage**
 - Latin America: Sipetrol (Enap), Petrobras
 - Muslim world: Petronas
- **Technology/economic advantage**
 - Petrobras, Statoil: deepwater
 - CNPC: low cost technical staff
- **“The NOC advantage”**
 - Statoil

New Players: China

Positive changes to Chinese NOCs in 2nd half 2003 changes:

- Sinopec authorized to expand all branch companies overseas creating 6 additional international oil companies

International focus areas:

- PetroChina international: worldwide
- CNODC: politically sensitive regions such as Sudan
- Sinopec International: worldwide
- Sinopec branch companies: worldwide - North America in particular
- CNOOC-International: Southeast Asia, Australasia, major asset also held in Middle East & CIS
- Sinochem: worldwide - Latin America & Africa in particular
- Norinco: politically sensitive regions
- Dongsheng: worldwide

Budget: total in excess of US\$ 8 - 10 billion over the next 3 years.

Target production: 1 - 2 MMbo/d by 2005