



CONFERENCE AGENDA

The Rise of Asia's National Oil Companies: Competitive Issues and Geopolitical Implications

*May 3–4, 2007
Washington, DC*

THURSDAY, MAY 3, 2007

8:30 A.M. – 8:50 A.M. INTRODUCTION

Introduction

Roy Kamphausen (The National Bureau of Asian Research)
Stephen Flanagan (National Defense University)

8:50 A.M. –9:00 A.M. SETTING THE SCENE—Mikkal Herberg

9:00 A.M. – 12:00 P.M. PANEL 1: PROSPECTS AND DEVELOPMENTS FOR ASIA'S NOCs

This panel will examine how NOCs from China (CNPC, Sinopec, CNOOC) and India (ONGC, IOC, Reliance) interact with their national governments, their role in influencing and carrying out state energy policies in key investment regions, their internal structures, and the balance of competitive versus energy security motivations in their overseas expansion. The panelists will also examine Japan's and Korea's NOCs, which have been investing abroad for decades but with limited success—focusing specifically on how the two governments are trying to re-invigorate their energy security strategy in a landscape that has dramatically changed since their initial entry into these markets.

9:00–9:10 Panel Chair: Tom Collins (PricewaterhouseCoopers)

China's NOCs: Investment Strategies and State-NOC Relations

9:15–9:25 Presentation: Trevor Houser (China Strategic Advisory)
9:30–9:35 Discussant: Jing Huang (Brookings Institution)
9:40–9:55 Q&A

India's NOCs: Investment Strategies and State-NOC Relations

10:00–10:10 Presentation: Juli MacDonald (Booz Allen Hamilton)
10:15–10:20 Discussant: Teresita Schaffer (CSIS)
10:25–10:40 Q&A

10:40–10:50 COFFEE BREAK

Japan's and Korea's NOCs: Revitalization and New Strategies?

10:50–11:00 Presentation: Peter C. Evans (CERA)

11:05–11:10 Discussant: Hirohide Hirai (JOGMEC)

11:15–11:30 Q&A

11:30–12:00 OPEN DISCUSSION

12:00–1:00 LUNCH

1:00 P.M. – 5:00 P.M. PANEL 2: GEOPOLITICAL IMPLICATIONS

This will analyze the broader geopolitical implications of expanding international energy investments and activities by the Asian NOCs. The NOCs are key drivers of growing political relations and influence in major oil and gas exporting countries, which often come with strong diplomatic and economic support from their national governments. These partnerships and activities are broadening political alliances and rivalries, military ties, and weapons proliferation. By specifically looking at the Persian Gulf, Eurasia, Africa, and the Western Hemisphere, this panel will examine how shifting dependency patterns and new distant allies are altering the geopolitical landscape, particularly with regards to Iran, Sudan, Syria and other “problem states.”

1:05–1:10 Panel Chair: Phil Saunders (NDU)

Asian NOCs in the Middle East: Investments and Geopolitics

1:10–1:20 Presentation: Saad Rahim (PFC Energy)

1:25–1:30 Discussant: Flynt Leverett (New America Foundation)

1:35–1:50 Q&A

Asian NOCs in Eurasia: Investments and Geopolitics

1:55–2:05 Presentation: Charles E. Ziegler (University of Louisville)

2:10–2:15 Discussant: Stephen Blank (US Army War College)

2:20–2:35 Q&A

2:35–2:50 COFFEE BREAK

Asian NOCs in Africa: Investments and Geopolitics

2:55–3:05 Presentation: Clifford Shelton (Tufts University)

3:10–3:15 Discussant: Harry Broadman (World Bank)

3:20–3:35 Q&A

Asian NOCs in the Western Hemisphere: Investments and Geopolitics

3:40–3:50 Presentation: Wenran Jiang (University of Alberta)

3:55–4:00 Discussant: TBD

4:05–4:20 Q&A

4:30–5:00 OPEN DISCUSSION

FRIDAY, MAY 4, 2007

9:00 A.M. – 9:45 A.M. REGISTRATION AND BREAKFAST

10:00 A.M. – 12:00 P.M. ROUNDTABLE: COMPETITIVE ISSUES

This roundtable discussion will focus on how Asia's NOCs are impacting the competitive landscape of the global energy industry vis-à-vis the IOCs and how Asia's NOCs are becoming significant E&P players in all the major energy producing regions. The participants will examine the issue of NOCs often paying very large premiums for asset acquisitions and access to new exploration acreage, and whether Asia's importing country NOCs have a natural affinity in dealing with producer country NOCs, thus an advantage over the IOCs. The roundtable will also explore how the IOCs are dealing with the rise of Asia's NOCs and the ability of NOCs to compete with the IOCs in terms of technology, project management, and LNG markets.

10:15–10:25 **Panel Chair:** Mikkal Herberg (The National Bureau of Asian Research)

10:25–11:25 Roundtable discussion on “*Implications of the Rising NOCs for the IOCs and the Industry*”

Participants:

Peter C. Evans (CERA)

Robert Haines (ExxonMobil)

James Ragland (Aramco Services)

Xiaojie Xu (CNPC)

11:30–12:00 **OPEN DISCUSSION**

12:00 P.M. – 2:00 P.M. LUNCH ROUNDTABLE: LOOKING AHEAD (SPONSORED BY PWC)

This roundtable will focus on the growing scale, strategic impact, and competitiveness of Asia's NOCs in the long-term. They will also examine if and how NOCs will continue to be drivers of Asia's expanding influence, the geopolitical implications for the U.S. and the region, and how Asian governments might respond to complications in their relations with the U.S. as a result of their NOC investments. In terms of U.S. policy, the roundtable will discuss possible responses to these new energy security challenges and the potential to reconcile rising energy tensions with the importance of continued foreign policy, military and diplomatic engagement in Asia.

The roundtable will also discuss the likelihood of Asia's NOCs to orient toward a more commercial, market-driven model of investment and growth, the potential for future IOC-NOC partnerships, and the prospects for the NOCs to create new institutions of global energy market management suited to their more interventionist economic institutions. Finally, the roundtable will address questions of how a sustained period of lower oil and gas prices might impact the future of Asia's NOCs, and the extent to which their growing power and strategic importance is dependent on fears over high prices and security of supplies.

12:20–12:30 **Panel Chair:** Mikkal Herberg (The National Bureau of Asian Research)

12:30–1:30 Roundtable Discussion on “*The Future Evolution of Asia’s NOCs: Implications for Policy in the U.S. and Asia*”

Participants:

Edward Morse (Lehman Brothers)

Pravin K. Agarwal (TERI)

Katharine Fredriksen (DOE)

David Gordon (National Intelligence Council) – invited

1:30–2:00 **Concluding Discussion and Remarks**