

Japan-Russia Cooperation in Oil and Gas Upstream in Eastern Russia: Current Status and Perspective

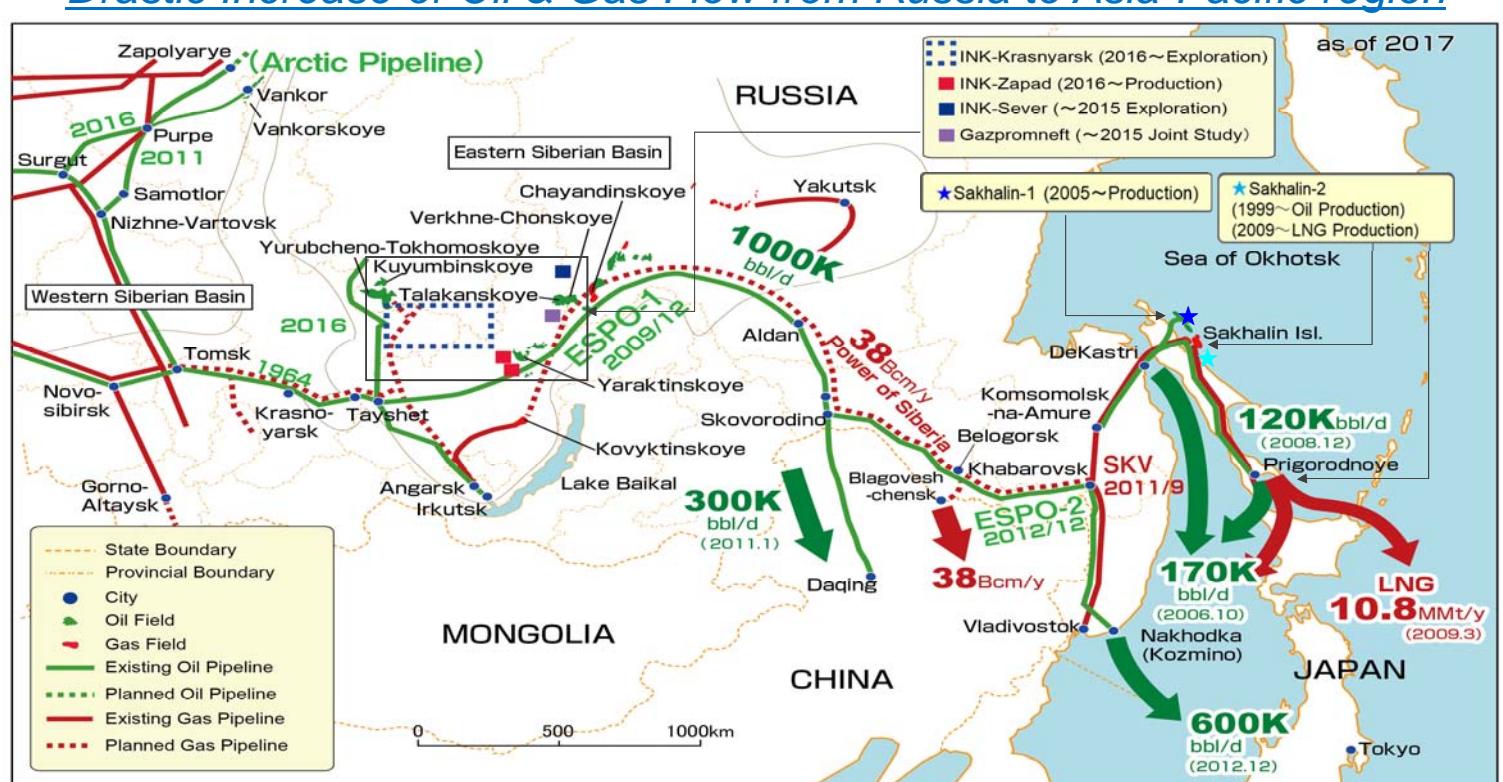
ロシア東部の石油・天然ガス資源開発における日露協力の現状と展望



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Drastic Increase of Oil & Gas Flow from Russia to Asia-Pacific region



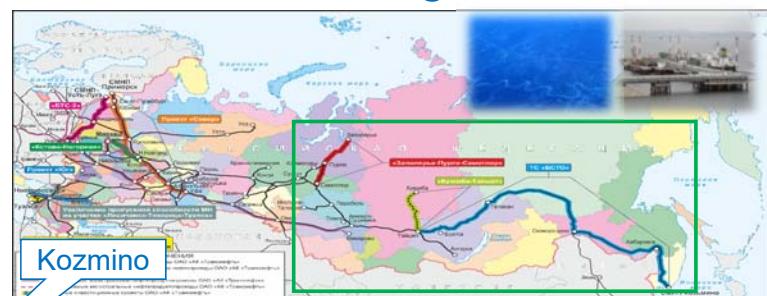
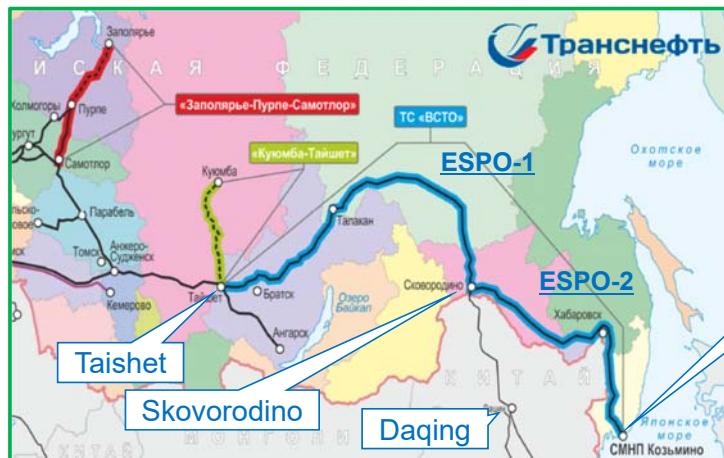
*SKV=Sakhalin-Khabarovsk-Vladivostokパイプライン

*「シベリアの力」パイプラインはかつてYKV(Yakutia-Khabarovsk-Vladivostok)と呼ばれていた。

Source: JOGMEC

East Siberia Pacific Ocean PL as the Driving Force

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| Section | Tariff@2015 | Tariff@2016 | Tariff@2017 | USD/BBL |
|-------------------------------|-------------|-------------|-------------|-------------------------|
| ESPO1 (for China) | 1412RUB/t | 2366RUB/t | 2461RUB/t | 5USD/BBL ~ 12USD/BBL |
| ESPO1~2 (for Asia Pacific) | 2237RUB/t | | | |

| Year | Events | To Skovorodino | Skovorodino-Dqing | To Kozmino |
|------|--------------------------------|----------------|-------------------------------|-----------------------------|
| 2009 | ESPO-1 & Kozmino Completion | <u>600MBD</u> | - | Using Railway transportaion |
| 2010 | Dqing Spur Completion | | <u>300kBD</u> | |
| 2012 | ESPO-2 Completion | <u>1MMBD</u> | Planned expansion but delayed | <u>600kBD</u> |
| 2013 | SPA between Rosneft & CNPC | | | |
| 2019 | Planned Expansion by Transneft | <u>1.6MMBD</u> | <u>600kBD</u> | <u>1MMBD</u> |



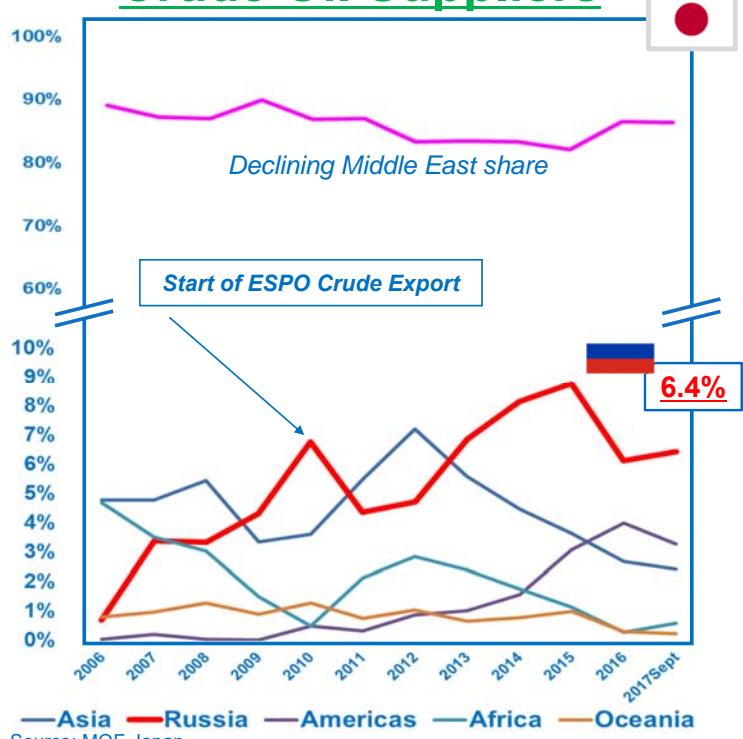
From 2015 to 2017: 100MBD additional → 400MBD
From 2018 to 2037: 200MBD additional → 600MBD

The Flow from Kozmino to China has been increasing from 2015

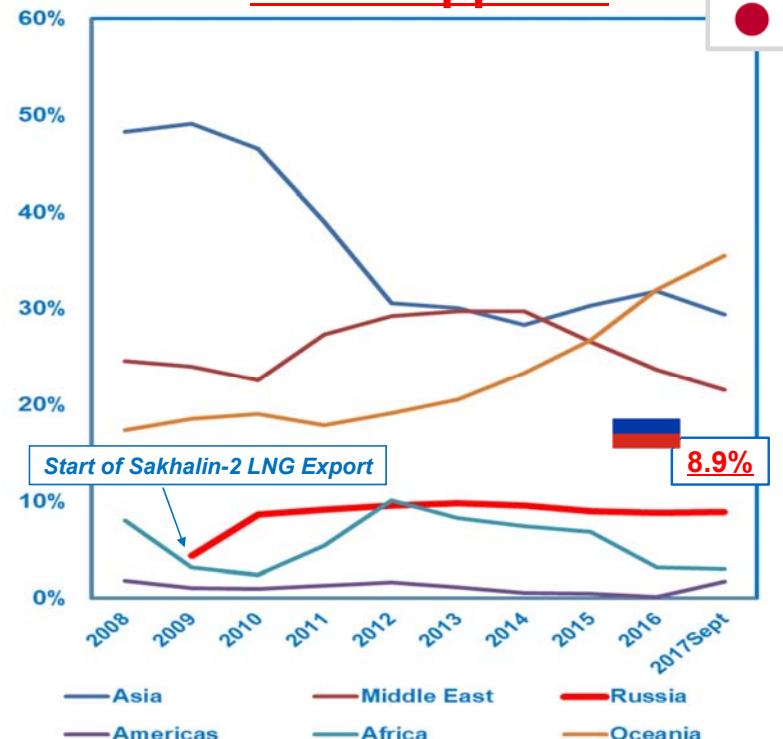
Russia holds the Key for Japan's Energy Security

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Crude Oil Suppliers



LNG Suppliers

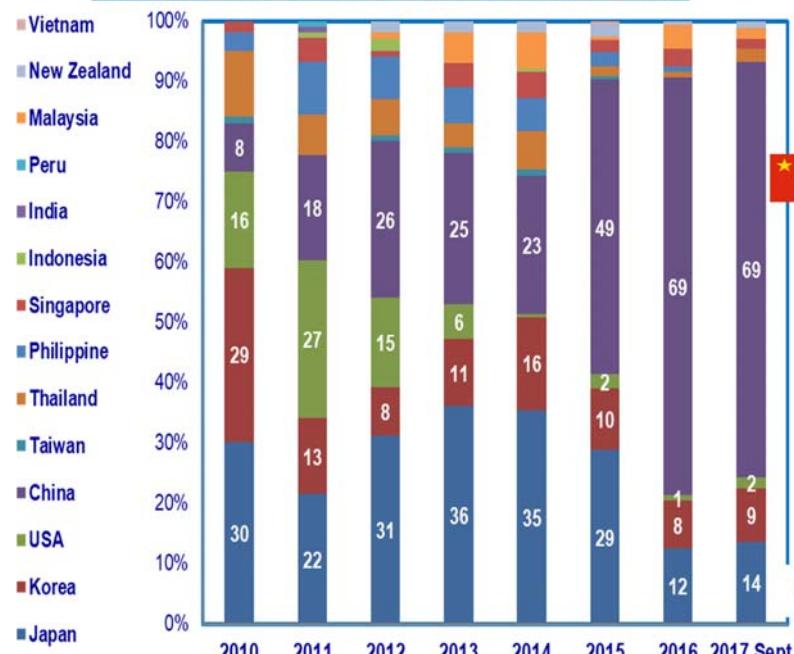


Source: MOF-Japan

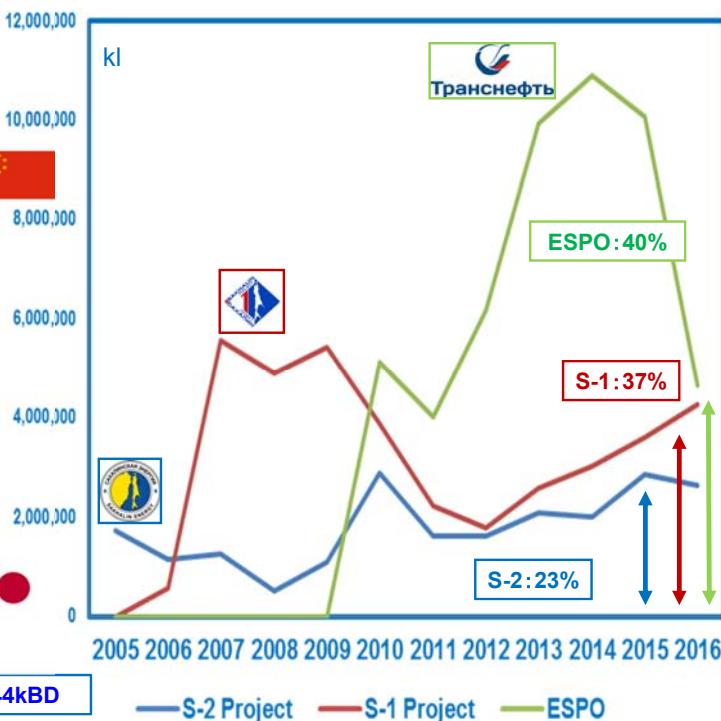
Russia holds the Key for Japan's Energy Security

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Consumers of ESPO crude from Kozmino



Breakdown of Russia crude imported to Japan



Source: JOGMEC, METI-Japan

306kBD → 304kBD → 326kBD → 420kBD → 490kBD → 614kBD → 854kBD → 644kBD

Russia Takes over Crude Oil Market in Japan Steadily

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| Year | First Supplier | Second Supplier | Third Supplier | Fourth Supplier | Fifth Supplier | Sixth Supplier |
|-----------|---------------------------------------|------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|
| 2017 Sept | Saudi Arabia 39.9%, 2.1Tyen | UAE 23.9%, 1.2Tyen | Qatar 7.3%, 0.3Tyen | Kuwait 6.9%, 0.3Tyen | Russia 6.4%, 0.4Tyen | Iran 5.3%, 0.3Tyen |
| 2016 | Saudi Arabia 35.4%, 1.7Tyen | UAE 24.5%, 1.2Tyen | Qatar 9.2%, 0.5Tyen | Kuwait 7.0%, 0.3Tyen | Iran 6.7%, 0.3Tyen | Russia 6.1%, 0.3Tyen |
| 2015 | Saudi Arabia 33.4%, 2.7Tyen | UAE 25.3%, 2.1Tyen | Russia 8.8%, 0.7Tyen | Qatar 8.2%, 0.7Tyen | Kuwait 7.8%, 0.6Tyen | Iran 5.0%, 0.4Tyen |
| 2014 | Saudi Arabia 33.3%, 4.6Tyen | UAE 24.2%, 3.4Tyen | Qatar 11.0%, 1.5Tyen | Russia 8.1%, 1.1Tyen | Kuwait 7.3%, 1.0Tyen | Iran 4.8%, 0.6Tyen |
| 2013 | Saudi Arabia 31.8%, 4.5Tyen | UAE 22.7%, 3.2Tyen | Qatar 12.7%, 1.7Tyen | Kuwait 7.3%, 1.0Tyen | Russia 6.9%, 1.0Tyen | Iran 4.9%, 0.7Tyen |
| 2012 | Saudi Arabia 33.0%, 4.0Tyen | UAE 21.8%, 2.7Tyen | Qatar 10.7%, 1.3Tyen | Kuwait 7.6%, 0.9Tyen | Iran 5.2%, 0.6Tyen | Russia 4.7%, 0.6Tyen |
| 2011 | Saudi Arabia 32.8%, 3.7Tyen | UAE 22.9%, 2.6Tyen | Qatar 10.5%, 1.2Tyen | Iran 8.7%, 1.0Tyen | Kuwait 6.8%, 0.8Tyen | Russia 4.4%, 0.5Tyen |
| 2010 | Saudi Arabia 30.3%, 2.9Tyen | UAE 20.6%, 2.0Tyen | Qatar 11.8%, 1.1Tyen | Iran 9.8%, 0.9Tyen | Kuwait 7.5%, 0.7Tyen | Russia 6.8%, 0.6Tyen |

ESPO PL's operation started in December, 2009

| | | | | | | |
|------|---------------------------------------|------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|
| 2009 | Saudi Arabia 31.9%, 2.4Tyen | UAE 21.3%, 1.6Tyen | Qatar 11.9%, 0.9Tyen | Iran 11.2%, 0.8Tyen | Kuwait 8.5%, 0.5Tyen | Russia 4.3%, 0.3Tyen |
| 2008 | Saudi Arabia 29.0%, 4.6Tyen | UAE 24.3%, 4.0Tyen | Iran 11.6%, 1.8Tyen | Qatar 10.7%, 1.7Tyen | Kuwait 7.7%, 1.1Tyen | Russia 3.3%, 0.5Tyen |
| 2007 | Saudi Arabia 28.8%, 3.5Tyen | UAE 25.1%, 3.1Tyen | Iran 11.9%, 1.4Tyen | Qatar 10.5%, 1.3Tyen | Kuwait 7.3%, 0.8Tyen | Russia 3.4%, 0.4Tyen |

Export crude oil from Sakhalin-1 started in October, 2006

| | | | | | | |
|------|---------------------------------------|------------------------------|-------------------------------|--------------------------------|--------------------------------|-------------------------------|
| 2006 | Saudi Arabia 32.2%, 3.7Tyen | UAE 25.4%, 3.0Tyen | Iran 11.3%, 1.2Tyen | Qatar 10.0%, 1.2Tyen | Kuwait 7.3%, 0.8Tyen | Sudan 2.9%, 0.3Tyen |
|------|---------------------------------------|------------------------------|-------------------------------|--------------------------------|--------------------------------|-------------------------------|

Russia as a Reasonable LNG Supplier

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| 1000yen/ton | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 Sept | Average | USD/MMBTU |
|------------------|------|------|------|------|------|------|------|------|-------|------|------|-----------|---------|-----------|
| Oman | 53.2 | 48.8 | 65.4 | 33.6 | 32.3 | 39.5 | 48.9 | 57.3 | 62.7 | 51.9 | 44.1 | 47.4 | 48.8 | 12.06 |
| Russia | - | - | - | 32.1 | 38.3 | 52.7 | 59.5 | 71.5 | 83.3 | 62.7 | 37.2 | 43.0 | 53.4 | 13.20 |
| USA | 36.2 | 36.7 | 41.3 | 40.7 | 55.5 | 54.2 | 65.9 | - | 85.4 | 47.9 | - | 69.9 | 53.4 | 13.20 |
| Australia | 38.8 | 42.0 | 61.4 | 42.9 | 52.2 | 61.2 | 65.6 | 75.6 | 86.3 | 63.4 | 41.0 | 47.6 | 56.5 | 13.97 |
| Papua New Guinea | - | - | - | - | - | - | - | - | 78.3 | 64.5 | 40.1 | 48.6 | 57.9 | 14.32 |
| UAE | 40.7 | 43.6 | 60.6 | 43.3 | 52.8 | 63.3 | 71.7 | 85.0 | 91.4 | 62.7 | 37.2 | 46.6 | 58.2 | 14.40 |
| France | - | - | - | - | - | - | 71.7 | 86.1 | - | 54.6 | 39.4 | 45.2 | 59.4 | 14.69 |
| Indonesia | 48.7 | 51.4 | 62.2 | 36.3 | 42.7 | 62.2 | 75.1 | 87.8 | 94.2 | 68.0 | 42.2 | 49.1 | 60.0 | 14.84 |
| Brunei | 35.2 | 38.4 | 69.3 | 50.3 | 52.7 | 63.1 | 72.9 | 84.0 | 92.3 | 69.9 | 43.0 | 49.4 | 60.0 | 14.85 |
| Malaysia | 39.1 | 47.2 | 68.2 | 46.0 | 53.7 | 64.1 | 73.6 | 86.6 | 93.5 | 67.4 | 38.3 | 46.1 | 60.3 | 14.92 |
| Qatar | 45.8 | 49.5 | 71.7 | 53.0 | 56.4 | 64.6 | 71.8 | 84.6 | 92.2 | 66.5 | 35.6 | 44.1 | 61.3 | 15.16 |
| Trinidad Tobago | 69.2 | 63.8 | 86.6 | 46.5 | 45.6 | 42.7 | 52.6 | 80.3 | 92.7 | 70.4 | 46.4 | - | 63.3 | 15.66 |
| Brazil | - | - | - | - | - | - | 63.9 | - | - | - | - | - | 63.9 | 15.80 |
| Nigeria | 72.9 | 63.9 | 91.7 | 56.0 | 38.1 | 54.8 | 66.9 | 81.4 | 90.5 | 67.0 | 41.9 | 45.6 | 64.2 | 15.88 |
| Yemen | - | - | - | - | 36.0 | 60.0 | 68.1 | 83.9 | 84.8 | 58.0 | - | - | 65.1 | 16.11 |
| Algeria | 60.8 | 61.6 | 94.8 | - | 34.3 | 58.5 | 70.6 | 79.9 | 91.9 | 58.8 | 41.8 | - | 65.3 | 16.14 |
| Equator Guinea | - | 58.9 | 87.9 | 56.9 | 58.4 | 71.2 | 75.4 | 87.7 | 99.6 | 64.6 | 39.4 | 46.3 | 67.9 | 16.78 |
| Angola | - | - | - | - | - | - | - | 84.4 | 86.6 | - | - | 41.7 | 70.9 | 17.54 |
| Egypt | 67.4 | 66.3 | 87.3 | 87.6 | 60.1 | 65.0 | 72.8 | 83.2 | 93.3 | - | 36.0 | 41.8 | 69.2 | 17.11 |
| Peru | - | - | - | - | - | 57.2 | 68.1 | 86.6 | 104.6 | 82.6 | - | 50.2 | 74.9 | 18.51 |
| Spain | - | - | - | - | - | - | 69.2 | 83.7 | 79.9 | 67.1 | - | - | 75.0 | 18.55 |
| Norway | - | - | - | 94.6 | - | 54.1 | 64.8 | 87.8 | 84.3 | 74.6 | - | - | 76.7 | 18.97 |
| Belgium | - | - | - | - | - | - | 74.1 | - | 94.9 | - | - | - | 84.5 | 20.90 |
| Netherlands | - | - | - | - | - | - | - | - | 101.2 | - | - | - | 101.2 | 25.03 |
| Korea | - | - | - | - | - | - | - | - | - | 52.9 | 34.0 | 33.8 | 40.3 | 9.96 |
| Singapore | - | - | - | - | - | - | - | - | - | 51.9 | 36.5 | 42.6 | 43.7 | 10.80 |

Source: MOF-Japan

Earthquake 2011
and Fukushima

*Conversion factor: 1USD=101.91yen (average from 2006 to 2017), 1t=39.7MMBTU

Rising LNG Projects in Russia targeting West & East

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| Projects | | Partners | | Resource | | Proven Reserves | | Start up | | Capacity | |
|-------------------------|---|---|---|----------------------------------|---------------------------------|--|--|---|--|--------------------------|--|
| Sakhalin-2 3rd Train | E |  |    | Luni Piltun-Astokh | | 17.7TCF | | 1+2 trains: 2009 +3rd Train: 2020 possibly | | Present 9.6MMt +5MMt | |
| Vladivostok LNG | E | |   | Kirinsky (S-3) Chayandinskoye | | 26.3TCF (ABC1+C2) 42.4TCF (ABC1+C2) | | Postpone after 2023 | | 15MMt | |
| Far East LNG | E |  |    | Odoptu Chaivo Arkutun-Dagi | | 17.1TCF | | after 2020 | | 5MMt | |
| Yamal LNG | E |  |     | Yuzhno-Tambeyskoye | | 24.6TCF | | 2017 to 2019 1 train each year | | 16.5MMt (5.5+5.5+5.5) | |
| Arctic LNG | E | |  | Salmanovskiy Geofizicheskiy | | 27.1TCF (ABC1+C2) 7.5TCF (ABC1+C2) | | After 2022 | | 16.5MMt (5.5+5.5+5.5) | |
| Shtokman LNG | W | |   | <u>withdrawn</u> | Shtokmanovskoye | 137.7TCF (ABC1) | | Postpone | | 7.5MMt | |
| Baltic LNG | W | |  | | West Siberia Yamal Peninsula | - | | - | | 10MMt | |
| Pechora LNG | W |   |  CH Invest JSC EuroNorthOil LLC | Kumzhinskoye Korovinskoye | | 3.4TCF (ABC1+C2) 1.5TCF (ABC1+C2) | | - | | 3MMt | |

Expanding LNG trading, intensifying competitions

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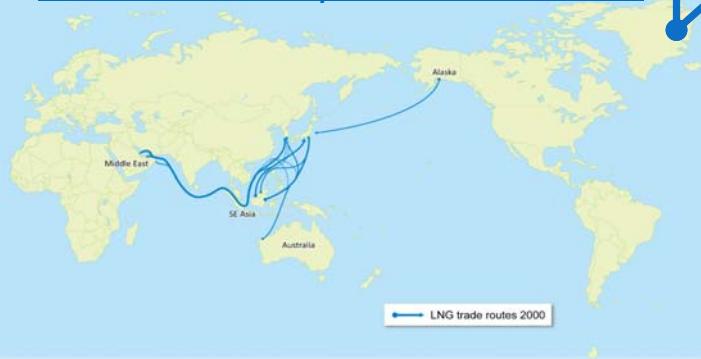
In 1993, LNG export to Asia 51MMt



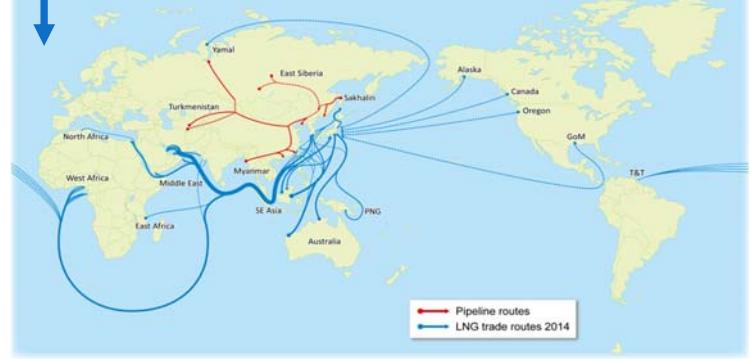
In 2010, LNG export to Asia 133MMt



In 2000, LNG export to Asia 81MMt



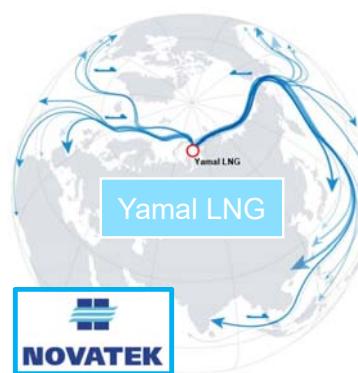
At present, LNG export to Asia 180MMt



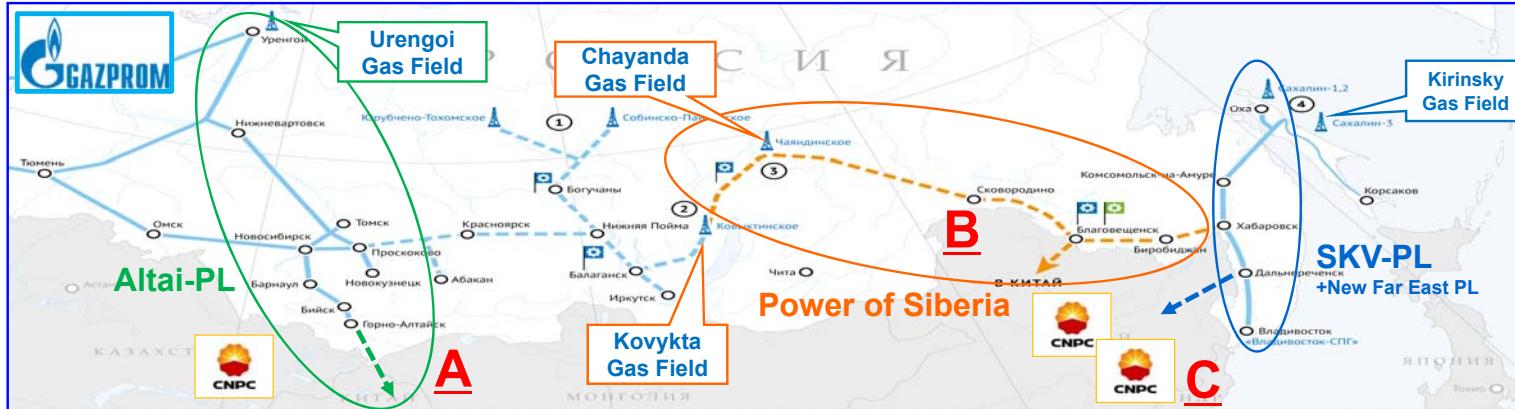
Source: JOGMEC

Russia in haste to promote selling own gas to China, high dependency

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| Buyer and/or Stakeholder | Volume | Items | A: Altai-PL (Power of Siberia-2) | B: Power of Siberia | C: New Far East PL (with SKV-PL) |
|--------------------------|----------------|-----------------|--|--|--|
| TOTAL | 3.3MMt | Distance <A> | 2800km | 4300km | 1822km |
| Gas Natural Fenosa | 2.5MMt | Diameter | 1420mm, 56in | 1400mm, 56in | 700mm, 28in-1220mm, 48in |
| CNPC | 3.0MMt (=4BCM) | Capacity | 30BCM/y | 60BCM/y | 30BCM/y |
| Gazprom Marketing | 3.0MMt | Total cost | from 14bilUSD | from 25→70bilUSD | from 11→25.8bilUSD |
| ENGIE | 1.0MMt | Unit cost <B/A> | from 5MM\$/km | from 6→16MM\$/km | from 6→14MM\$/km |
| Shell | 0.9MMt | Start operation | NA, possibly later 2020 | from 2019 | from Sept. 2011 |
| Silk Road Fund | 1.6MMt (=2BCM) | Resource | West Siberia | East Siberia | Sakhalin |
| NOVATEK | | Tie-in point | Xinjiang Uyghur | Northeast China | Northeast China |
| | | Issues | -World Heritage -Compete with Turkmen gas | -Under construction without confirmation of detailed SPA | -Low operation rate -Limited demand |





Thank you for your attention

Q&A

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