

From: Terje Rod-Larsen <[REDACTED]>

To: "[REDACTED]" <Jeevacation@gmail.com>

Subject: Fw: MLNG concept (Mini LNG) - confidential

Date: Mon, 06 May 2013 09:42:58 +0000

Importance: high

From: Morits Skaugen <[REDACTED]>

To: Terje Rod-Larsen

Sent: Sun May 05 18:26:12 2013

Subject: FW: MLNG concept (Mini LNG) - confidential

fyi

From: Amina Meer [REDACTED]

Date: Sunday, May 5, 2013 5:17 PM

To: Morits Skaugen <[REDACTED]>

Cc: [REDACTED]

Subject: MLNG concept (Mini LNG) - confidential

Dear Mr. Morits,

Hope this email finds you and your kind family well,

With reference to the subject above, kindly be informed that HE The Prime Minister has instructed to put your kind self in contact with HE Mr. Rashid Mohamed Rashid, in order to meet with Mr. Rashid, as he will be in charge of the discussion between the two parties about the suggested project.

Mr. Rashid is [REDACTED] in this email, and this is his direct contact number [REDACTED].

Please do not hesitate to contact me for any further assistants.

Regards'

Amina S. AL Meer

Head of IR & Communications | Senior Executive PA
to The Prime Minister & Minister of Foreign Affairs

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رؤيتنا
تميز السياسة الخارجية لدولة قطر على المستوى الإقليمي والدولي ورعاية مصالح المواطنين في الخارج

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From: Morits Skaugen

Sent: 19. april 2013 10:57

To: [REDACTED]

Cc: [REDACTED]; Amina Al-Meer [REDACTED]; Morits Skaugen; Håkan Werner

Subject: I kindly request you to pass this message to HE Dr. Al-Sada, Minister of Energy and Industry

Dear Mr, Taieb Belmahdi

With reference to prior communication I hereby enclose a report we have prepared for our further talks re the MLNG concept (Mini LNG) or regional distribution concept for LNG to island nations and the region.

We have deliberately not covered, at this point, the way to cooperate as I believe this will need further analysis and discussions from all parties involved on both sides.

We do hope this is a sufficient start for our joint project to see how this can be made possible and create a new industry.

We look forward to hearing from HE Dr. Al-Sada, the Minister of Energy and Industry or yourself.

EFTA00959972

Best personal regards,
Morits Skaugen
CEO

Des I.M. Skaugen SE
IMS - Innovative Maritime Solutions
www.skaugen.com

[mailto:]

Sent: 3. april 2013 16:21

To: Morits Skaugen

Cc:
Subject: Re: FW: I kindly request you to pass this message to HE the Minister - summary of the meeting we had.

Dear Mr. Skaugen,
Thank you for your note. I wish to confirm hereby that the content of your message was passed on to HE Dr. Al-Sada, Minister of Energy and Industry.
In addition and to progress this matter further, I wish to request your kind submission of a proposal based on a small scale LNG opportunity that you are contemplating whether in the Gulf region or elsewhere in order to work out the model of a potential cooperation between QP/QPI and your company.
We are also willing to explore the feasibility of a joint LNG bunkering project opportunity in NW Europe or in the Arabian Gulf that could be supported by Qatar LNG supplies combined with IMS storage and shipping resources.
As explained by HE the Minister during the meeting, whilst we are supporting the idea and the vision behind small scale LNG schemes, we need to develop a workable business model that preserves the interests of both parties. Such ideas needs to be thoroughly studied using a concrete project.
Please do not hesitate to contact me or Mr. Al-Ahmad if you need any further information.
Best regards,
Taieb Belmahdi
Snr. Advisor (Gas)

-----Morits Skaugen < > wrote: -----

To: " " < >
From: Morits Skaugen < >
Date: 03/29/2013 07:05PM
Subject: FW: I kindly request you to pass this message to HE the Minister - summary of the meeting we had.

Taieb Belmahdi,
I am Resending the message as i got mail failure on you first time due to my mistake.

From: Morits Skaugen < >
Date: Friday, March 29, 2013 5:02 PM
To: " " < >
Cc: " " < >, Morits Skaugen < >, Amina Al-Meer < >
Subject: I kindly request you to pass this message to HE the Minister - summary of the meeting we had.

For the attention of HE Dr Mohammed bin Saleh Al Sada, Minister of Energy.

Dear Sir,
Reference is made to the pleasant meeting we had at the St Regis in Doha on Wednesday the 27th of march. The subject which we discussed was the LNG distribution and the potential of a "small scale" solution not only in the region, but you also mentioned key Island nations that you had experience with re specific demands. The below is made only to be a summary of what i stated at the meeting and i appreciate a continued discussion with you regarding same. The handout i gave you covers these issues and i look forward to your feedback.

I will now, as requested and thus promised, revert to you soonest re the possible next steps incl of working group as we discussed. A working group that will look at how to engage in the value chain. This working group will look at the economics of the value chain and the economics for the clients, identify possible clients and finally how we may actually work together.

The philosophy is that in the future; natural gas in the form of LNG will replace the use of Diesel and HFO for power generation and transportation use. Oil is a far too valuable commodity to be used for these purposes and should be replaced by natural gas in the form of LNG.

Most regions in the GCC part of the Middle East North Africa region (as well as the balance of the MENA region) will be facing a shortage of electricity generating capacity in the not so distant future. This is a shortage that comes on the top of lack of sufficient natural gas production capacity. Currently electricity is made for the most from the use of diesel and heavy fuel oil (HFO) as well as crude oil. These products are thus used to fuel the expanding nations and to aid the economic growth of the region. This shortage of electricity generating capacity could be met with alternative fuels such as import of natural gas in the form of LNG. Sufficient surplus of gas, in the form of LNG, and to allow it to be used for exports in the Gulf region will only exist in Qatar (and perhaps Iran in the future).

Due to distance and/or size of demand, regional LNG supply chains based on the I.M. Skaugen **small scale LNG** technology (Mini LNG) would be a more economical solution than a conventional large scale LNG supply chain based on large LNG carriers and conventional large and more expensive import terminals and/or FSRUs. For the distances involved for the regional supply of LNG, the net transport cost and the other logistic costs on a per MMBTU with MiniLNG solutions and would be lower than the transport cost for overseas LNG customers in the remaining part of Asia and in Europe. The MiniLNG concept could thus provide better netbacks for the LNG suppliers in Qatar compared with sending the LNG to overseas customers

This potential for a higher net back is available for a natural gas producers engaging himself in this value chain. Such an exporter of LNG involving himself in the value chain would need to look at the whole chain incl of establishing receiving terminals and power generating capacity near the end users. At the same time, it would also provide a more economical alternative for the end-users - who will have few other fossil alternatives than diesel or heavy fuel oil for power generation.

Regional supply of LNG in the Middle East region could therefore provide additional growth opportunities for a leading LNG supplier in the region like Qatar and with net-back prices on par or better than the larger over-seas markets in Europe and Japan. It would also give Qatar a competitive advantage over other LNG suppliers who are looking to export LNG to the Middle East region. Finally it is a more environmental solution. Qatar would also be seen as aiding the region in its economic growth; economic growth is the key to stability.

The size, and thus the costs, of LNG terminals needed would be commensurate with the MiniLNG LNG carriers employed in the supply chain and not add more than the usual USD 0,5-1,0/MMBTU to the cost side of the equation. I.M. Skaugen has developed a modular and scalable LNG terminal technology based around the LNG cargo system employed in our ships. The MiniLNG concept is based around I.M. Skaugen's fleet of LNG carriers (up to 10 ships of the size 10.000 and 12.000 CBM) and 6 already employed in the region with petrochemical gasses from the GCC region to Europe and Asia. All ships are of the Multigas type, meaning that they in addition to LNG can transport all commonly traded petrochemicals like ethylene, VCM, butadiene etc and thus always can find employment when not trading LNG. This fleet of LNG capable ships would be available for Qatar on a rental or charter basis or alternatively also through joint investment or equity participation. All options can be explored to arrive at best way to exploit the potential for LNG distribution as per above.

Best personal regards,
Morits Skaugen
CEO

I.M. Skaugen SE
IMS - Innovative Maritime Solutions
www.skaugen.com

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تميز السياسة الخارجية لدولة قطر على المستوى الإقليمي والدولي ورعاية مصالح المواطنين في الخارج

Our Vision

To have a distinguished foreign policy for the State of Qatar at both regional and international levels, and care for the interests of citizens abroad

هذه الرسالة ومرافقاتها قد تحتوي على معلومات سرية أو محمية قانونياً. يمنع منعاً باتاً الكشف عن محتوياتها أو استعمالها أو توزيع نسخ منها بأي طريقة غير شرعية. إذا كنت تعتقد ان هذه الرسالة قد وصلت اليك عن طريق الخطأ فليجيب عليك حذفاً حالاً وإخطار المرسل بذلك. إن أي أراء تحتوي عليها هذه الرسالة هي خاصة بالمرسل ولا تعبر بالضرورة عن آراء وزارة الخارجية إلا إذا كان المرسل له الصلاحيه في ذلك. إن أي شكل من أشكال التعاطف الذي قد تلظي عليه هذه الرسالة يحتاج إلى موافقة صريحة من الجهات المسؤولة في الوزارة. لقد قامت الوزارة ببيان كل جهد لتوعية وتوجيه موظفيها على ضرورة الالتزام بالأداب العامة في المراسلة عبر البريد الإلكتروني. لا تتضمن وزارة الخارجية ان هذه الرسالة ومرافقاتها خالية من الأخطاء أو الفيروسات الحاسوبية.

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