



## LOCAL CONTENT CONFERENCE 2018

01 - 02 MAY

Venue: Crowne Plaza Houston  
8686 Kirby Drive, Houston, Texas  
77054

## CONFERENCE AGENDA

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### Day 1:

**07.30 - 08.30** Registration/Breakfast

08.30 – 08.45: Opening speech by Secretary Perry, U.S Secretary of Energy

**08.30 - 09.00:** Keynote Speech, by Fuad Mosa, VP, Local Content & Bus. Development Unit from SABIC (<https://www.sabic.com/en>) – a leader in the global petrochemical industry headquartered in Riyadh, Saudi Arabia.

**9.30 -10.30** General plenary: local content in the petroleum industry:

Panel Q & A: What's the global average for Local Content Requirements (LCR) and how does it impact FDI in the upstream, and downstream sectors? Any lessons learnt from the Brazilian LCR model? Measuring efforts to calculate cost/benefit of local content in extractive industries. Are the benefits outweighing the costs?

**Moderator:** Roger Tissot, Senior Consultant, Rene Roger Tissot Consultants

**Panelists:** Willy Olsen, Senior Adviser, INTSOK, Marcelo Neuman, associate professor and researcher at National University of General Sarmiento, Argentina, and Charles Nyirahuku, Chief Gas Regulatory Officer, African Development Bank

**10.30 – 11.00** Coffee/networking break

**11.00 – 11.15:** Local Content and Procurement Requirements in Oil and Gas Contracts: Regional Trends in the Middle East and North Africa

Lead Presenter: Dr. Damilola Olawuyi, Professor of Energy and Environmental Law, HBKU Law School, Qatar Foundation.

**11.15 – 11.30:** Cultural Bridging in Local Content Strategies

Presenter: Jorge O. Avilés, Senior Advisor, Stakeholder Engagement / Indigenous Relations, TransAlta Corp., Calgary, Alberta, Canada

**11.30-13.00:** Lunch

**13.00- 14.00:** Financing natural resource development projects with strong local content

Moderator: Gosia Nowakowska-Miller

Panel Members: Alberto Bellorín, Managing Director-Chief Financial Officer (CFO) at InterCapital Energy, Charles Nyirahuku, Chief Gas Regulatory Officer

Panel Q & A: - The role of IFIs? Role of private investors? World Bank? AFDB? How would World Bank's decision to generally stop financing oil/gas project after 2019 affect local content development? What are other long-term financing options from international institutions?

**14.00 – 14.30:** How can local content policies be shaped to accommodate investments in renewable energy to meet UN Sustainable Development Goals:

Presenters: Emeseh Engobo and Jorge O. Avilés

**14.30-15.00:** How can local content be sustainable without long term government intervention? - Local content from perspective of Norway, and emerging economies

Lead Presenter: Willy Olsen, Senior Adviser, INTSOK

Panelist: Hon. Emmanuel Ekon, Victor Tivane, Omar Mitha, Fernando Nhantumbo and Hon. Fred Agbedi

**15.00: End of Day 1: Remarks by Roger Tissot**

## **Day 2**

**07.30 - 8.30** Breakfast

**08.30 - 08.45: Keynote Speech: How Local Content Can Add Value to the Gas Industry Supply Chain**

**08.45 - 09.00** Challenges of Implementing Local Content in Mozambique's Gas Sector

Presenter: Victor Tivane

**9.00 - 9.30** Challenges of regulating local content in the gas sector as opposed to oil sector and how to overcome setbacks

**Panelists:** Mr. Omar Mitha, Charles Nyirahuku, Hon. Fred Agbedi, Chairman, House Committee on Gas, Nigerian National Assembly, Hon. Emmanuel Ekon, and Fernando Nhantumbo

**9.30 – 10.30:** How to design a progressive local content regime in an environment without indigenous R & D and also reliant on foreign capital and technology

**Moderator:** Willy Olsen

**Panelists:** Marcelo Neuman, Roger Tissot, and Fernando Nhantumbo

**10.30-11.00: Coffee/networking break**

**11.00-11.30:** Local Content in Oil and Gas – Supplier Development Program

Presenter: Marcelo Neuman, Associate professor and researcher at National University of General Sarmiento, Argentina

**12.00 - 13.00** Lunch break:

**13.00 -13.15:** Local Content in Gabon & Cameroon – Trends and Developments

Presenter: Luis Miranda, Director, Miranda Alliance, Houston

**13.15 -13.30:** Mining Local Procurement Reporting Mechanism (LPRM) – Can any LPRM strategy be applied in oil/gas local content implementation?

Presenter: Jeff Geipel of Engineer Without Borders:

13.30 - 14.00: How can economic diversification be effectively achieved through local content?

Lead Presenter: Willy Olsen

Panelist: Emeseh Engobo, Professor and Head of Law School at University of Bradford, Roger Tissot, and Victor Tivane, Local Content Director, ENH, Mozambique.

Q & A to Panel: Rents vs Linkages? How to generate backward and lateral linkages from extractive industries. How to diversify an economy mainly reliant on volatile oil and gas market

14.00-14.30: Coffee/networking break

14.30-14.45 Local Content Implementation from the Perspective of Oil Servicing Companies

-Lead Presenter: Sam E. Onwa – Senior Director, Sub Sahara Africa, Baker Hughes

14.45 –15.00 Global High-Tech Procurement Solutions versus Domestication of Supply Chain Networks

Presenter: Presenter: Yuri Alconcer

- MNCs utilize international supply chains with technology such as advanced analytics, Internet of Things; Machine Learning; Artificial Intelligence and blockchains to drive efficiencies (to reduce length of contracting cycle, cost/time schedules etc). How can local suppliers eliminate inefficiencies due to procurement technology gaps to meet expectations of MNCs?

15.00 – 3.30: Making Local Content Work: Bringing it All Together: Willy Olsen

3.30 – 3.15 - Conference summary and closing remarks by Roger Tissot. A white paper will be prepared and distributed to attendees after the Conference

18.00 - 19.00: Gala dinner

For any questions regarding the agenda and conference please email Lorcenda Ozi : [Lorcenda@marakconsulting.com](mailto:Lorcenda@marakconsulting.com)