



# Qatar

# A Partnership That's Worked

An Interview with Alexander Dodds,  
President and General Manager, ExxonMobil Qatar Inc.



Alexander Dodds

**EDITORS' NOTE** Prior to joining ExxonMobil Qatar Inc., Alex Dodds was the Managing Director of RasGas and a director of the company since January 2005. He also served as President of ExxonMobil Canada Limited from July 2003 to November 2004, where he was responsible for all activities related to ExxonMobil's operated and non-operated oil and gas production on the east coast of Canada. Dodds holds a BS in civil engineering and an MS in petroleum engineering from Heriot Watt University in Edinburgh, Scotland.

**COMPANY BRIEF** Exxon Mobil Corporation (NYSE:XOM) is the world's largest publicly traded international oil and gas company. The company ([www.exxonmobil.com](http://www.exxonmobil.com)) is involved in the exploration and production of crude oil and natural gas, the manufacture of petroleum products, the manufacture and marketing of specialty commodity petrochemicals, and the transportation and sale of crude oil, natural gas, and petroleum products.

**Can you provide our readers with an overview of what Qatar has meant to ExxonMobil and what ExxonMobil has meant to Qatar?**

ExxonMobil enjoys a long-term partnership with the State of Qatar and Qatar Petroleum, which dates back to 1935. Qatar is establishing itself as a premier supplier of energy, and it is one of the most promising locations for developing the diverse energy supplies the world needs for its mobility, heating, power generation, and

economic growth. As demand for liquefied natural gas [LNG] continues to grow around the world, Qatar's increasing production of LNG provides a reliable source of supply for consumers. Qatar Petroleum and ExxonMobil represent two of the leading companies in the world – in particular in the area of natural gas development. This partnership has facilitated the development of new technologies, which have helped the State of Qatar and Qatar Petroleum to develop its natural gas resources via LNG to the global marketplace and as pipeline gas for its own domestic use.

**A key reason why ExxonMobil Qatar Inc. is so optimistic about its long-term commitment in Qatar is what you call "The Qatar Advantage." Can you elaborate?**

The Qatar advantage has a number of aspects to it. Firstly Qatar has the advantage of having almost all of its natural gas resources concentrated in one field, the giant North Field which is estimated to contain some 900 trillion cubic feet of gas reserves. Secondly Qatar's geographic location (which was once viewed as a disadvantage) makes it well positioned to reach all the global LNG markets. One of the reasons why this is possible is the successful partnership between Qatar Petroleum and ExxonMobil. Together we have developed technologies and captured economies of scale that have allowed us to develop the natural gas offshore, liquefy it onshore and transport it as LNG anywhere in the world.

Another key aspect to the Qatar Advantage is that under the leadership and vision of his Highness Sheikh Hamad bin Khalifa Al-Thani, Emir of the State of Qatar the country has developed a stable and transparent business environment that has attracted the levels of investment required to develop its oil and gas resources, as well as facilitating the development of many other industries. You just need to take a look around Doha today to see evidence of this with all the construction activities taking place. ExxonMobil's long history and experience in the LNG business has assisted Qatar Petroleum and the State of Qatar achieve its goals by applying our disciplined approach to project planning and execution, development of new technologies for use in the LNG business, and application of best practices from one project to the next. For example we leveraged our "design one, build multiple" concept and were able to complete RasGas Train 5 (which was the third in a sequence of three identical LNG Trains) ahead of schedule (in just 29 months) and under budget.

**When operational in 2009, the Al Khaleej Gas-Phase Two project [AKG-2], which followed the completion in 2005 of the initial stage of the project [AKG-1], will produce some 1.5 billion cubic feet of gas per day. How would you best describe the impact the AKG projects will have on Qatar's domestic energy market in coming years?**

Domestic gas projects, such as both phases of Al Khaleej Gas, as well as the initial phase of the Barzan project, are priorities to address the State of Qatar's growing requirement to fuel its local industry and infrastructure needs. When operational, these projects will produce over three billion cubic feet per day of north Field natural gas for the domestic market. ExxonMobil is pleased to be Qatar Petroleum's partner in these strategic projects that are fueling the growth of the State of Qatar.

**Rex Tillerson, Exxon Mobil Corporation's Chairman and CEO, noted in his July 2007 interview in LEADERS, "Throughout ExxonMobil's 125-year history, we have had a tradition of contributing to the communities and economies in which we operate." Which examples do you like to cite that best illustrate the contributions ExxonMobil Qatar Inc. has made to the Qatari community?**

We believe that one of the most important contributions we can make to Qatar and its citizens is support for the country's economic growth. We do this not only through investment, but support of local community initiatives. For example we have assisted with education and training, and the transfer of knowledge and skills in numerous education institutes e.g. Qatar University and other local schools. We are also pleased that ExxonMobil Research Qatar Inc. [EMRQ] is a participant and anchor tenant in the Qatar Science and Technology Park, promoting academic excellence, research innovation, and facilitating the development and use of technology in Qatar. ExxonMobil has committed a budget of 100 million Qatari riyals to create and operate EMRQ over its first five years. We are also pleased to be partnering with the Qatar Foundation in support of a number of special programs, such as the Social Development Center's First Step Program and Career Counseling Unit. Both programs offer leadership and workplace training skills to young Qataris preparing for the workforce, with the First Step program targeting young women as part of ExxonMobil's Women and Girls Initiative. ●