

EVERY BARREL COUNTS!



Information Session On *Conventional Oil*

Sandman Hotel, Calgary – January 2005

By:



January 26, 2005

Industry Information Session

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Outline

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- **Introduction – Sandra Locke** **10:00am**
- **Business Development – Gur Dhaliwal/Hossein Hatami** **10:15am**
- **Operations – Beverley Murray/Laurie Schneider** **11:15am**
- **Lunch** **12:00noon**
- **Marketing – Don Olineck/Ann Blackmore** **1:00pm**
- **EUB – Kerry Johnson/Wayne Elsner** **1:45pm**
- **Land Access – Don Bradshaw/Kevin Williams** **2:30pm**
- **Open Discussion - CERI** **3:15pm**



Introduction

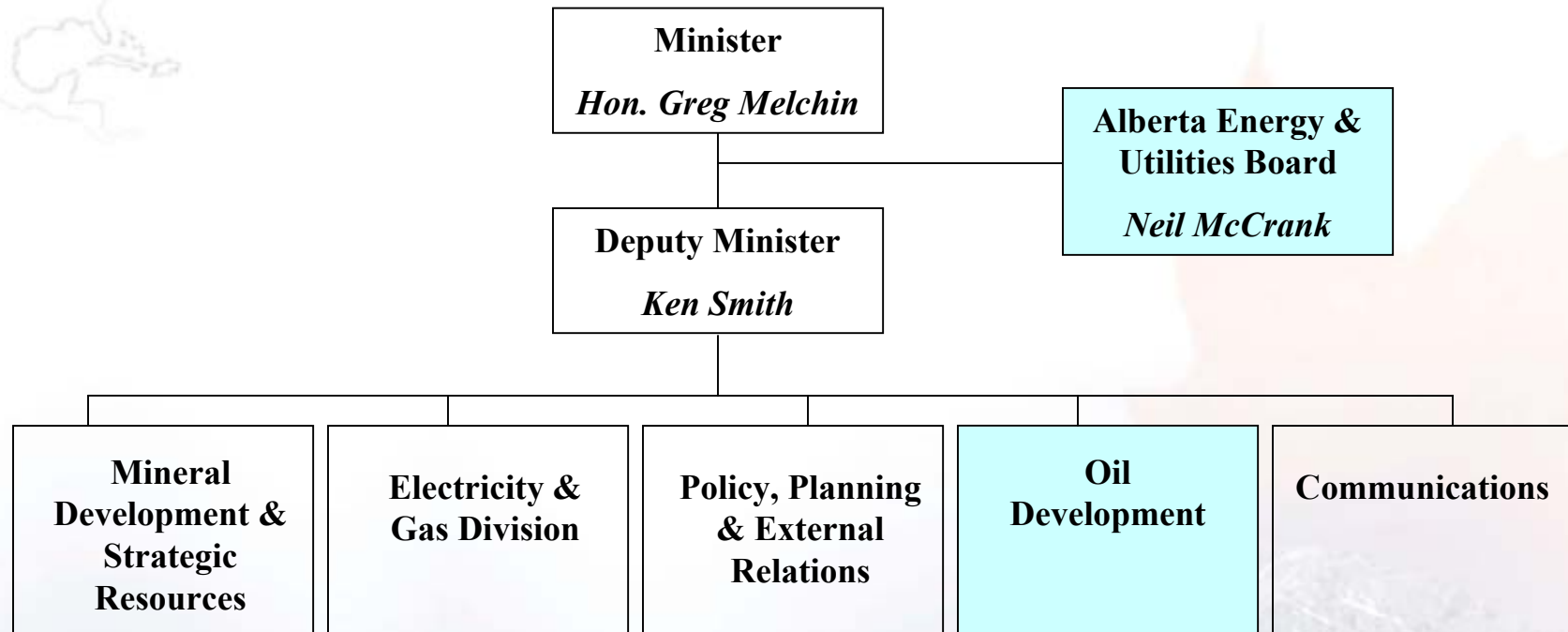
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- Objectives of session
- Where does conventional oil fit within the Department
- Our role



Department of Energy

Organization Chart



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Business Development

- Market Analysis
- Business Analysis





Overview- Market Analysis

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- What we do
 - Oil markets
 - Oil prices and price forecasting
 - Oil industry activity
 - Refining industry
 - Pipelines
 - Alberta crude disposition
 - Other



Oil markets

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- Market developments
- World economic growth
- Demand/supply
- OPEC
- Petroleum stocks



World Crude Oil Production

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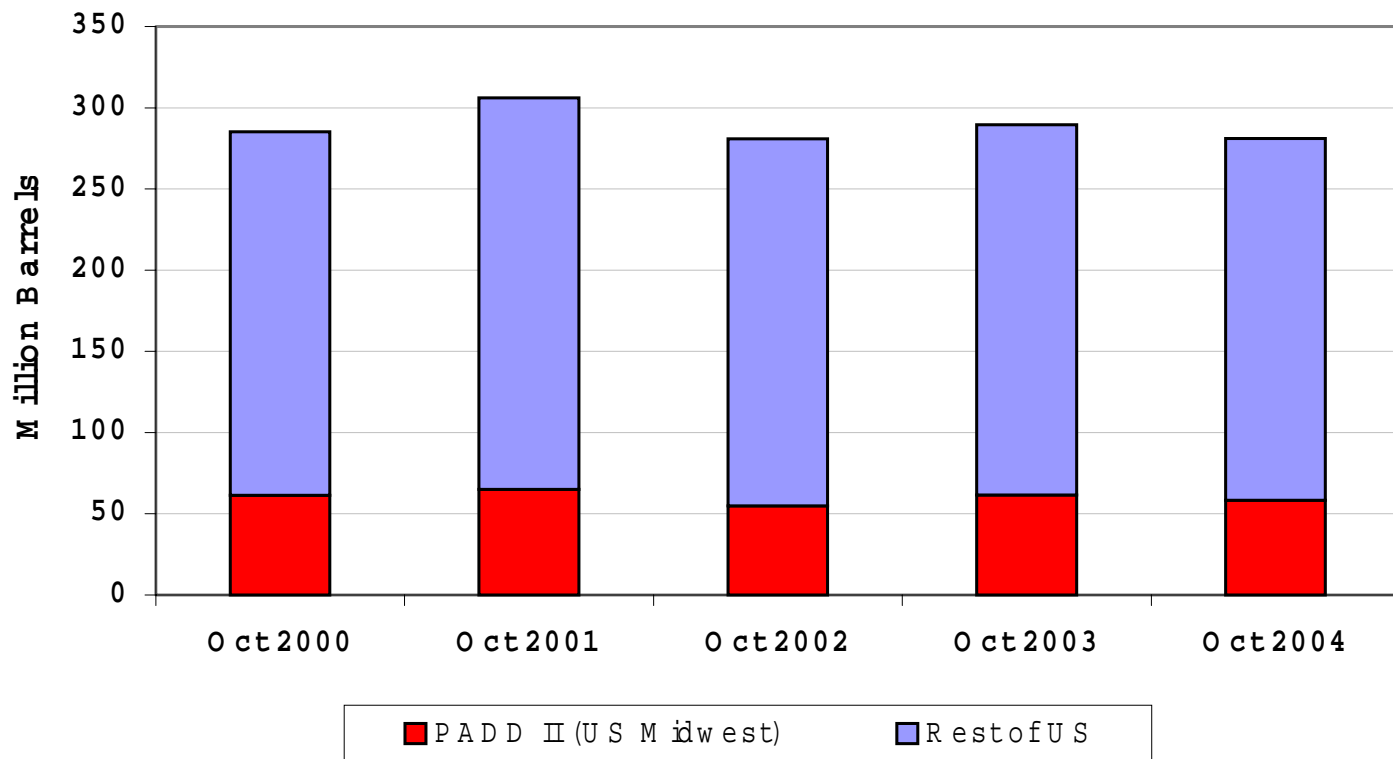
3rd Quarter 2004 Crude Oil Production / Demand	Million Barrels Per Day	Percent of World's Total
NON-OPEC	53.9	64.6
OPEC	29.6	35.4
Neutral Zone	0.6	0.7
Qatar	0.8	0.9
Algeria	1.3	1.5
Indonesia	1.0	1.1
Libya	1.6	1.9
Kuwait	2.1	2.5
Nigeria	2.4	2.8
UAE	2.4	2.9
Iraq	2.0	2.4
Venezuela	2.6	3.1
Iran	3.9	4.6
Saudi Arabia	9.1	10.8
<i>OPEC Quota (Excluding Iraq)</i>	<i>25.8</i>	
<i>OPEC Output (Excluding Iraq)</i>	<i>27.6</i>	
<i>Over Quota</i>	<i>1.7</i>	
World Production	83.5	
World Demand	82.5	

Source: PIRA - World Oil Market Forecast (Oct 29, 2004)



US Crude Oil Stocks

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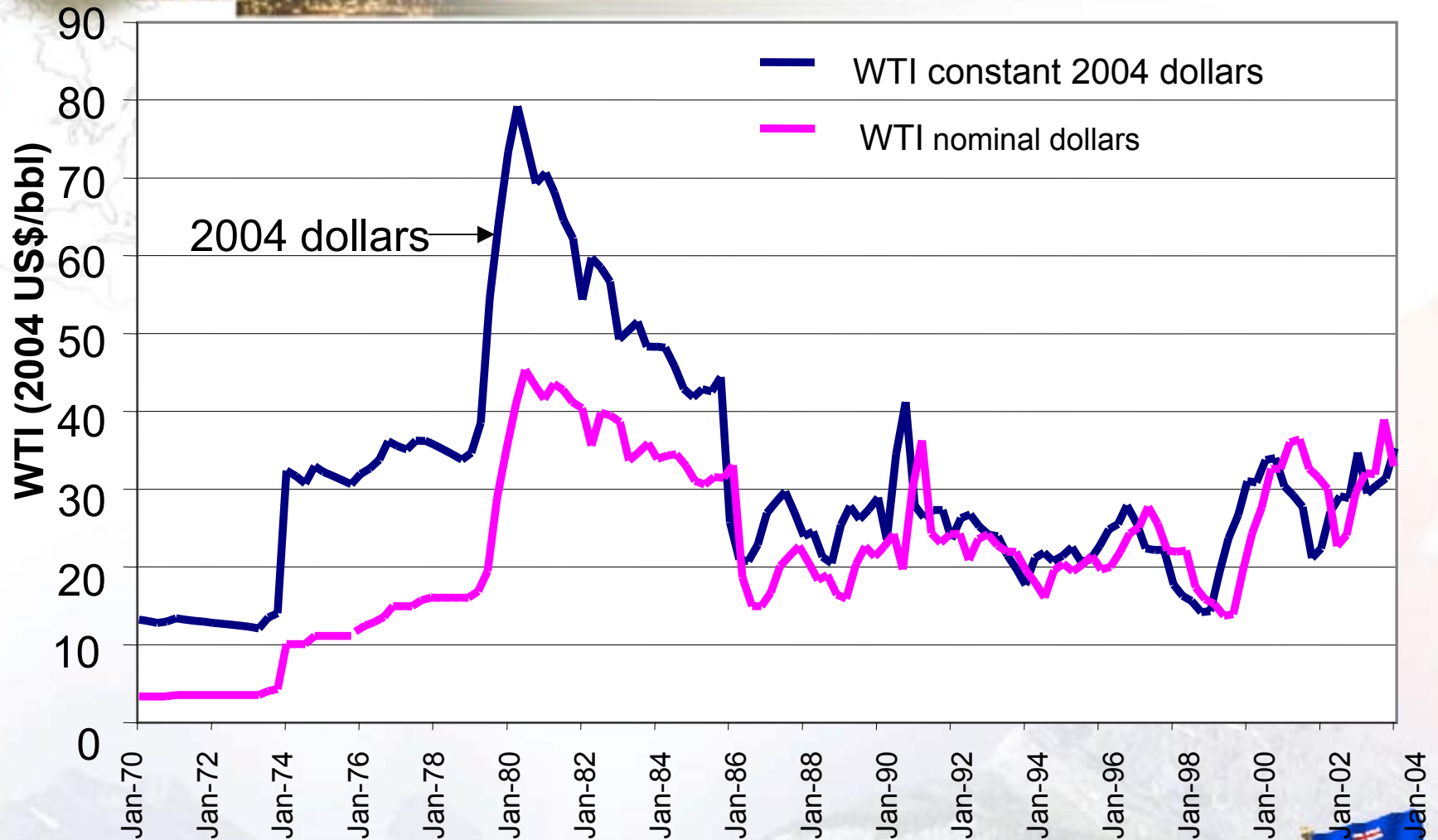
Source: US DOE (EIA)





Crude Oil Prices

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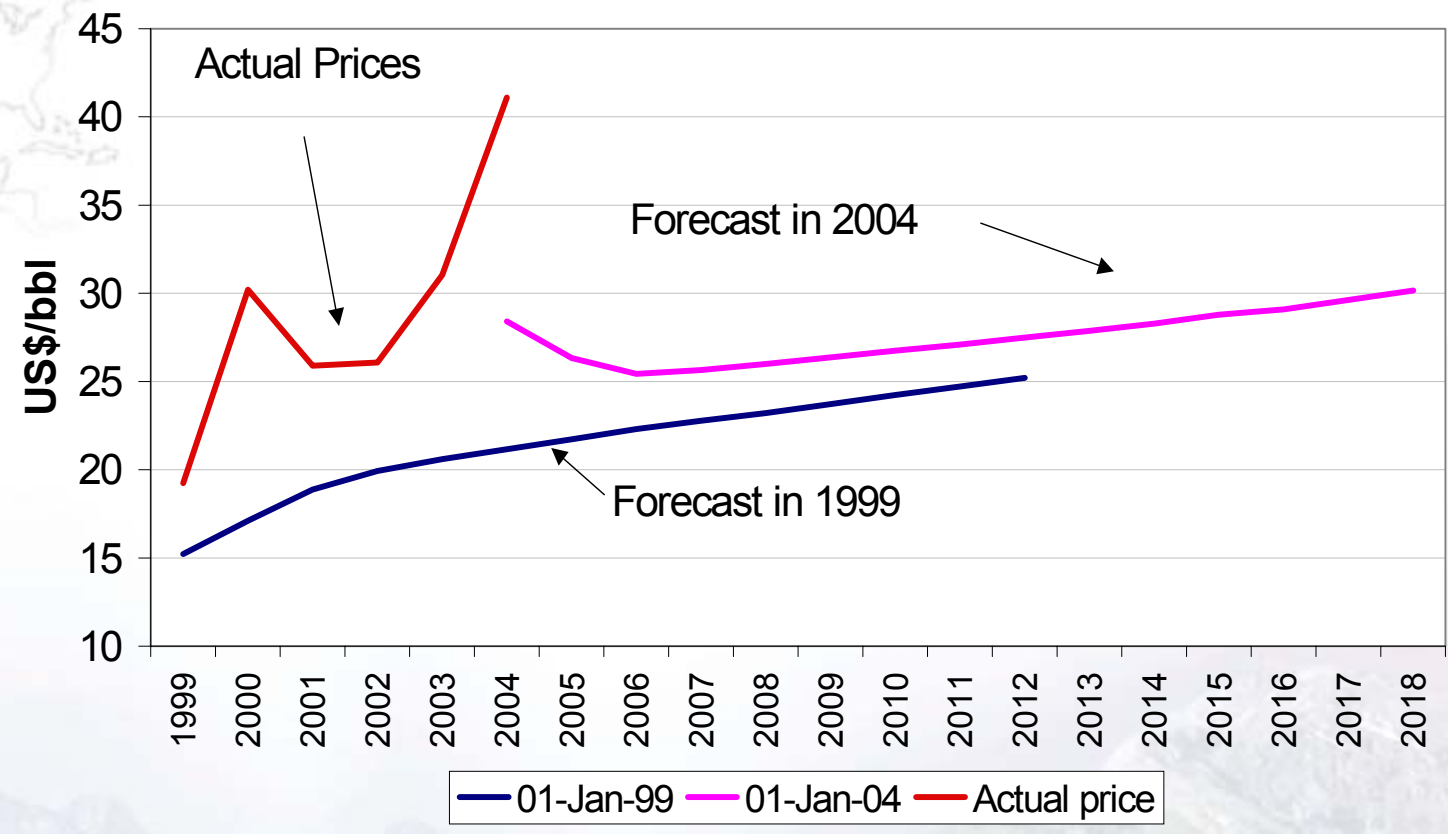
Source: www.economagic.com



Oil Price Forecast

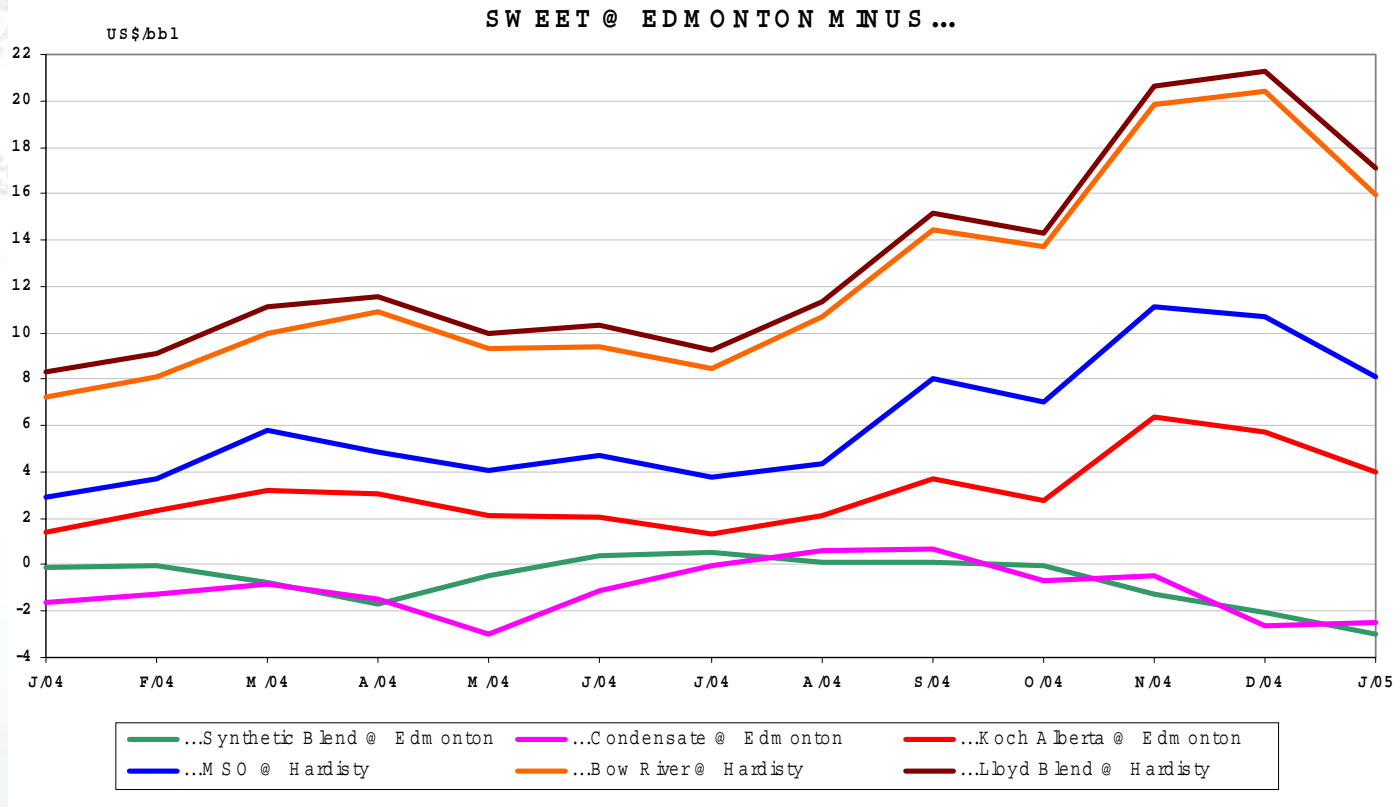
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1999 & 2004 WTI Forecasts



Alberta Crudes Price Spread

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Source: Public Price postings





Oil Price Forecasting

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- West Texas Intermediate (WTI)
- Differentials
- Alberta heavy and light crudes





Oil Industry activity

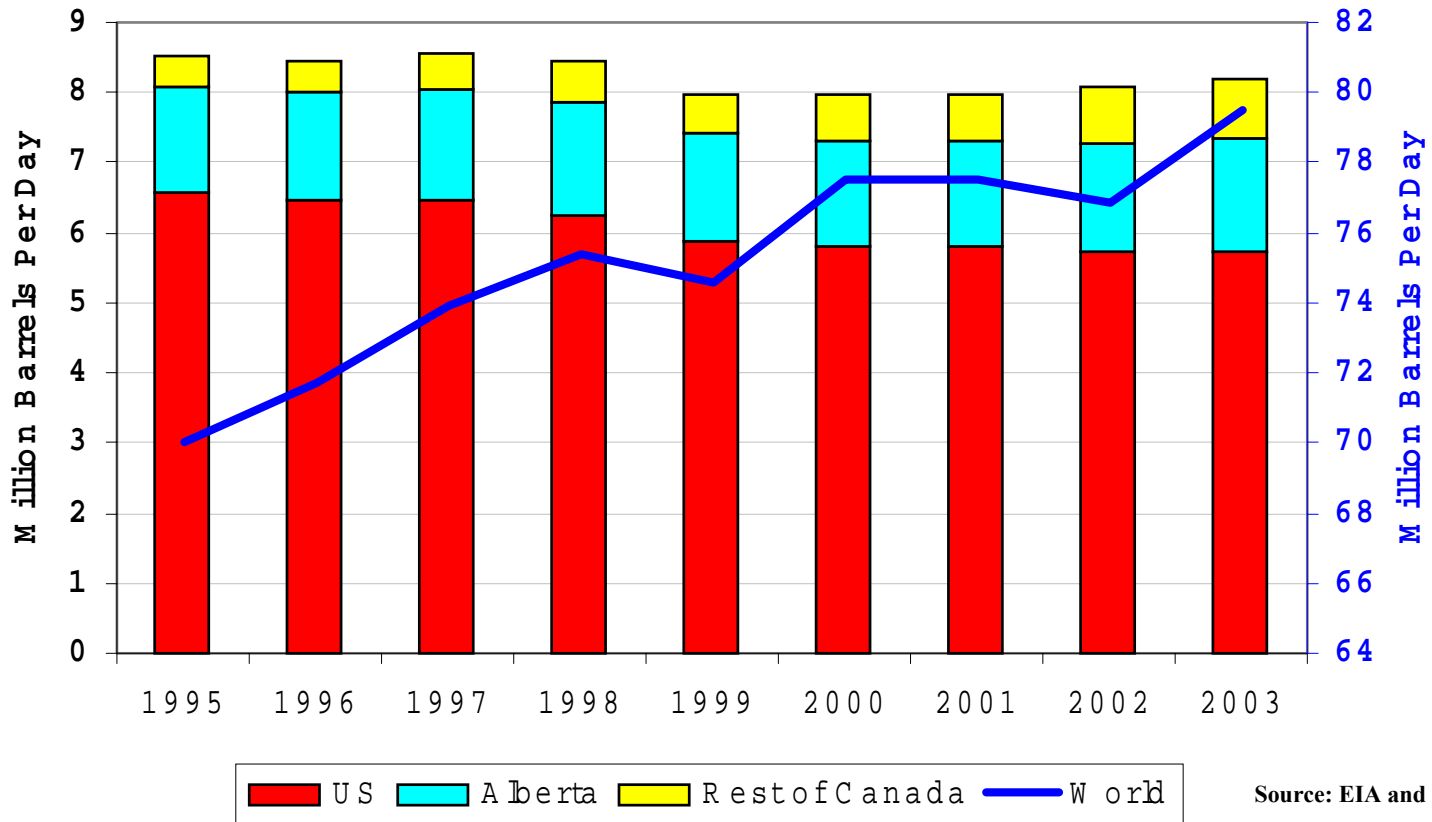
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- Production
- Exports/imports
- Rigs and rig utilization
- Merger/acquisitions
- Cash flow



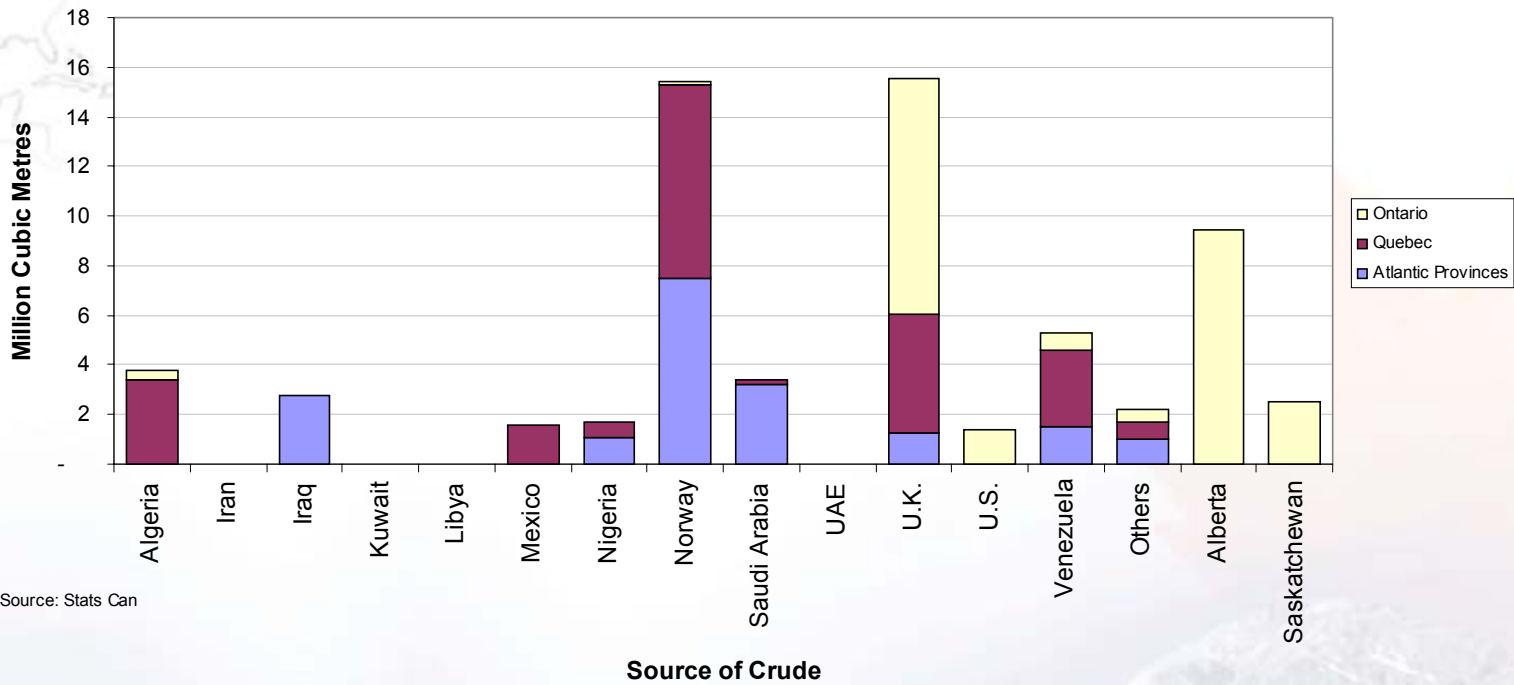
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Crude Oil Production



Source of Crude into Eastern Canada

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Source: Stats Can





Refining industry

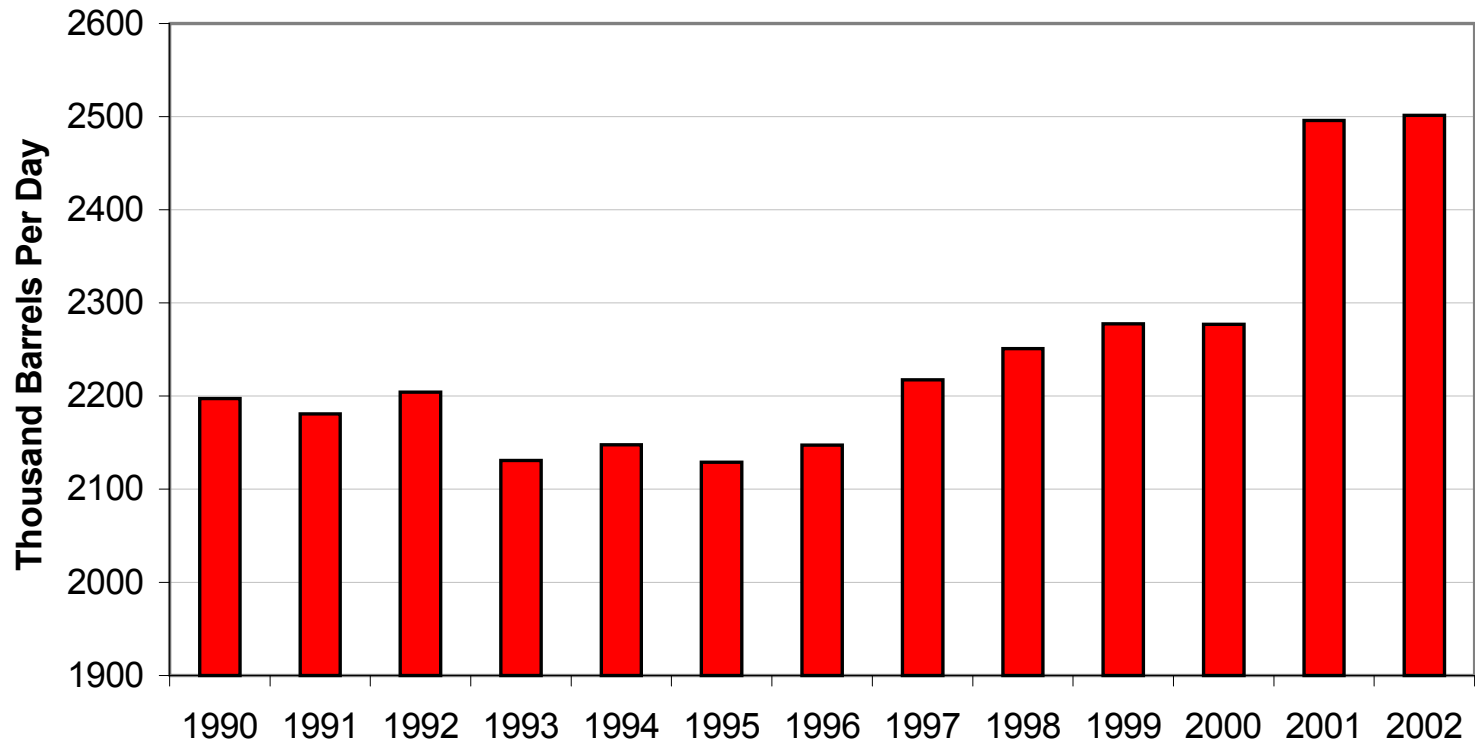
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- Capacity & capacity utilization
- Crude type and source
- Economics
- Investments
- Regulations



Refining Capacity *Canada*

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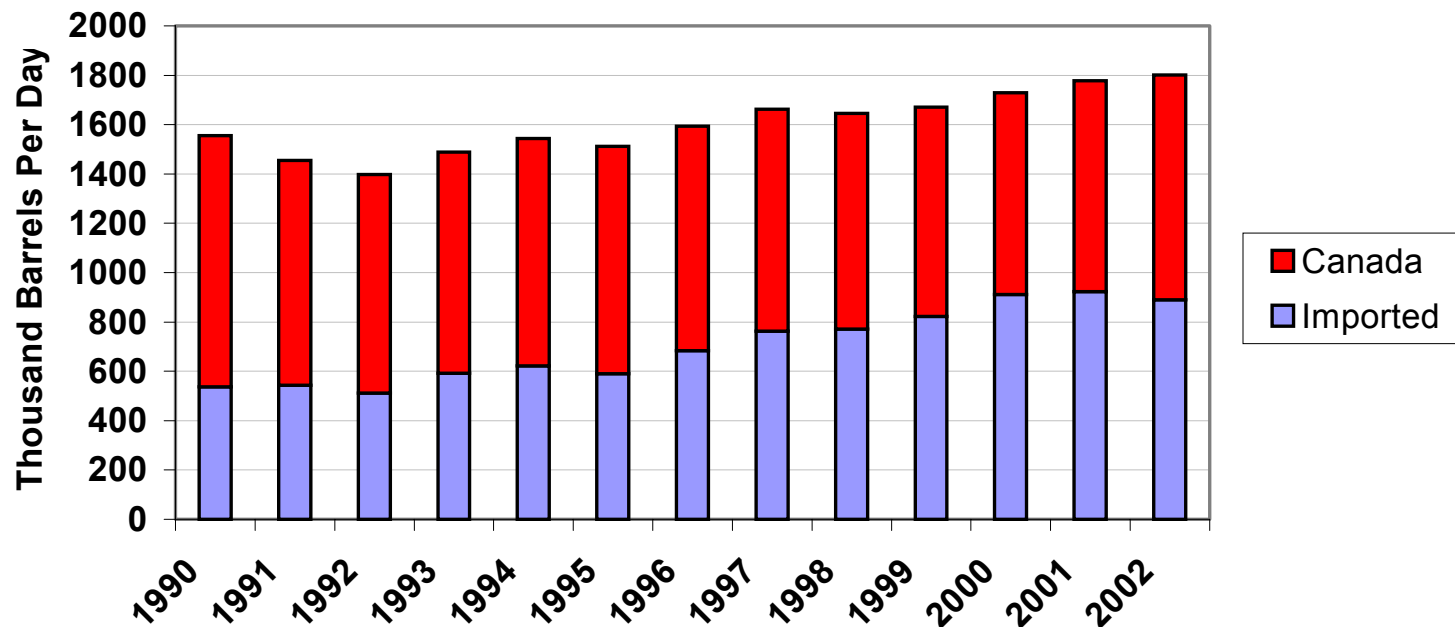


Source: CAPP



Oil Imports and Refinery Receipts - *Canada*

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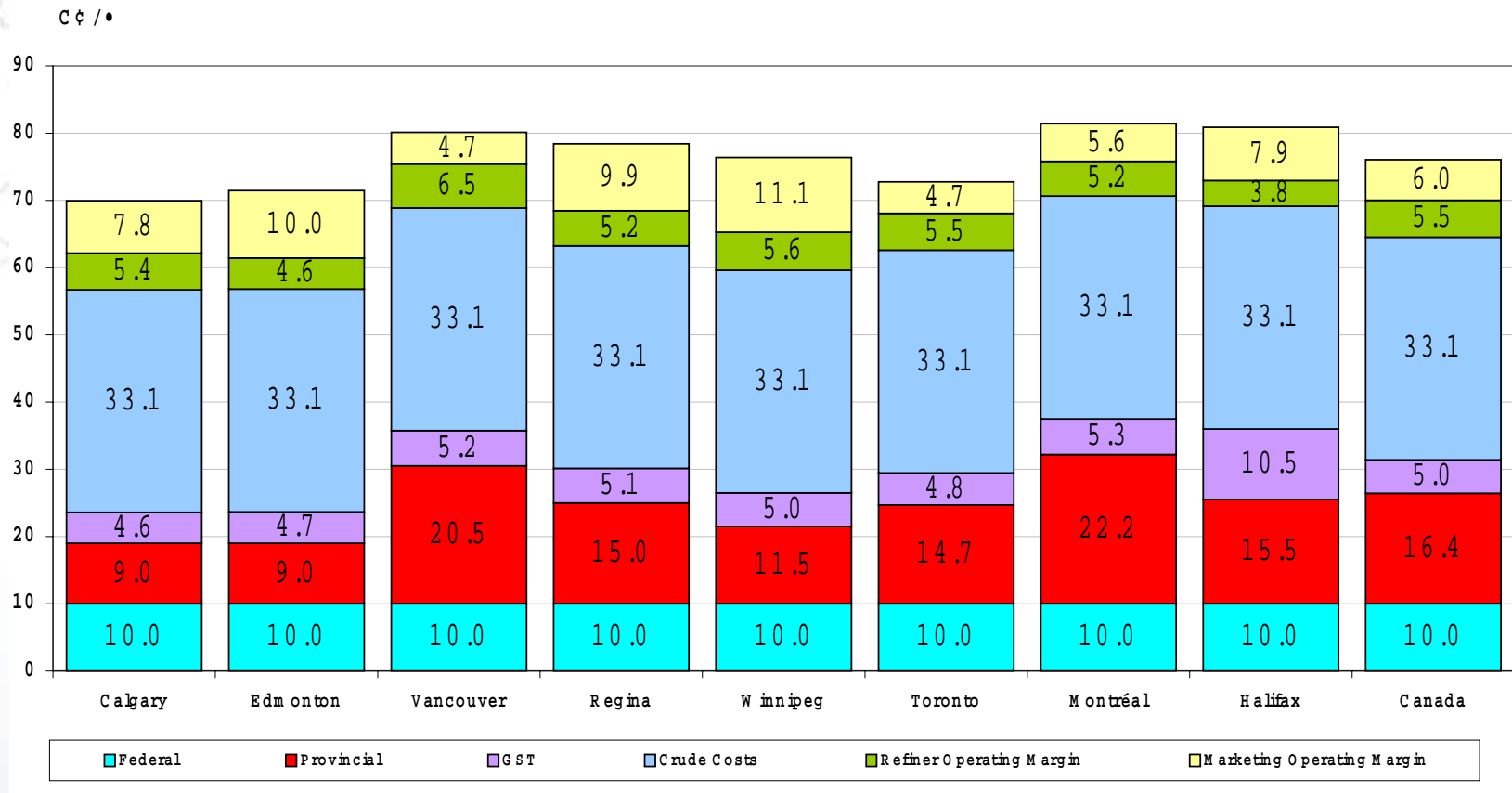
Source: CAPP





Canadian Gasoline Price Components

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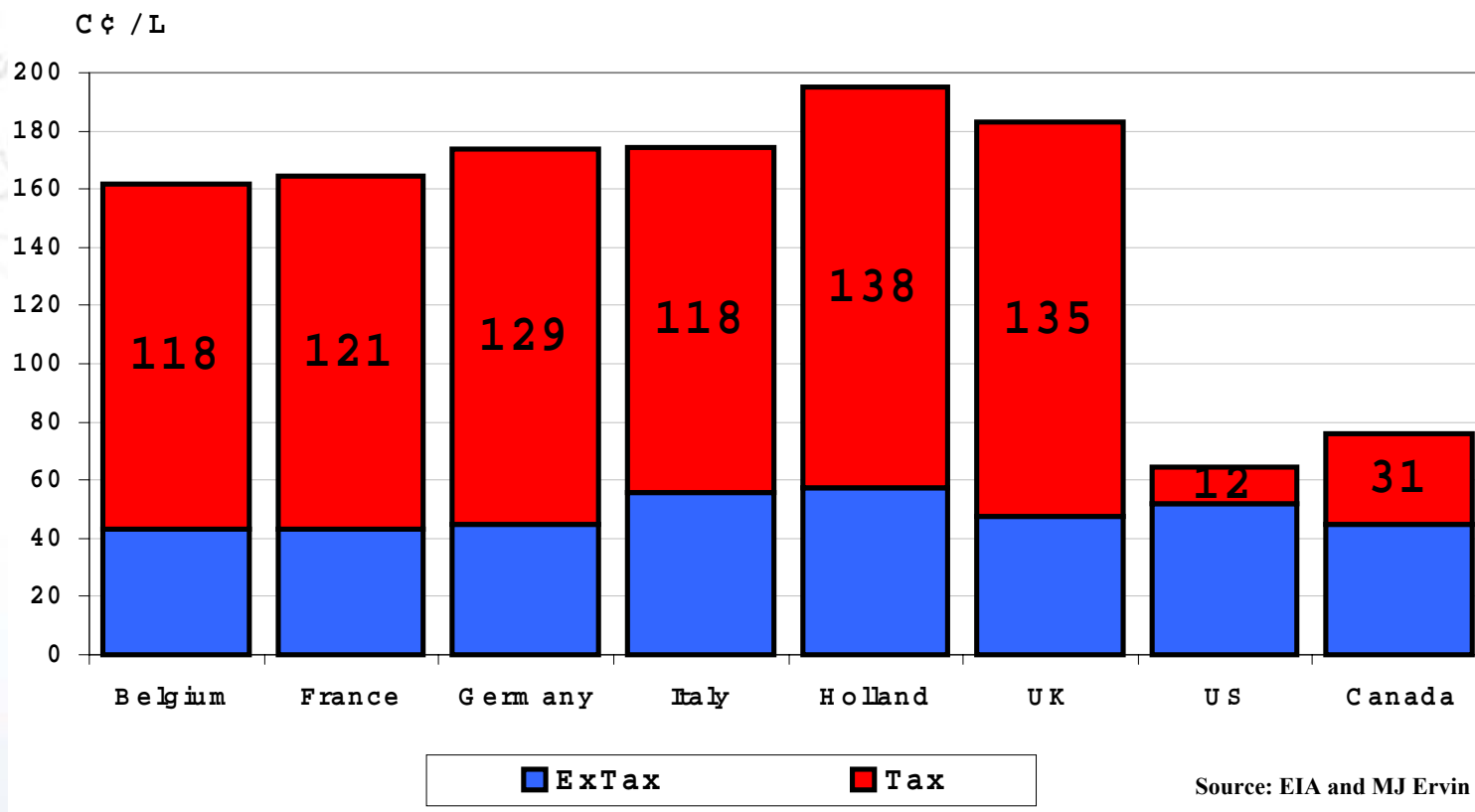


Source: M J Ervin



International Gasoline Prices

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Pipelines

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- Capacity
- Expansions/new projects
- Markets reached
- Types of crudes/products shipped
- Costs (tolling)



Alberta crude disposition

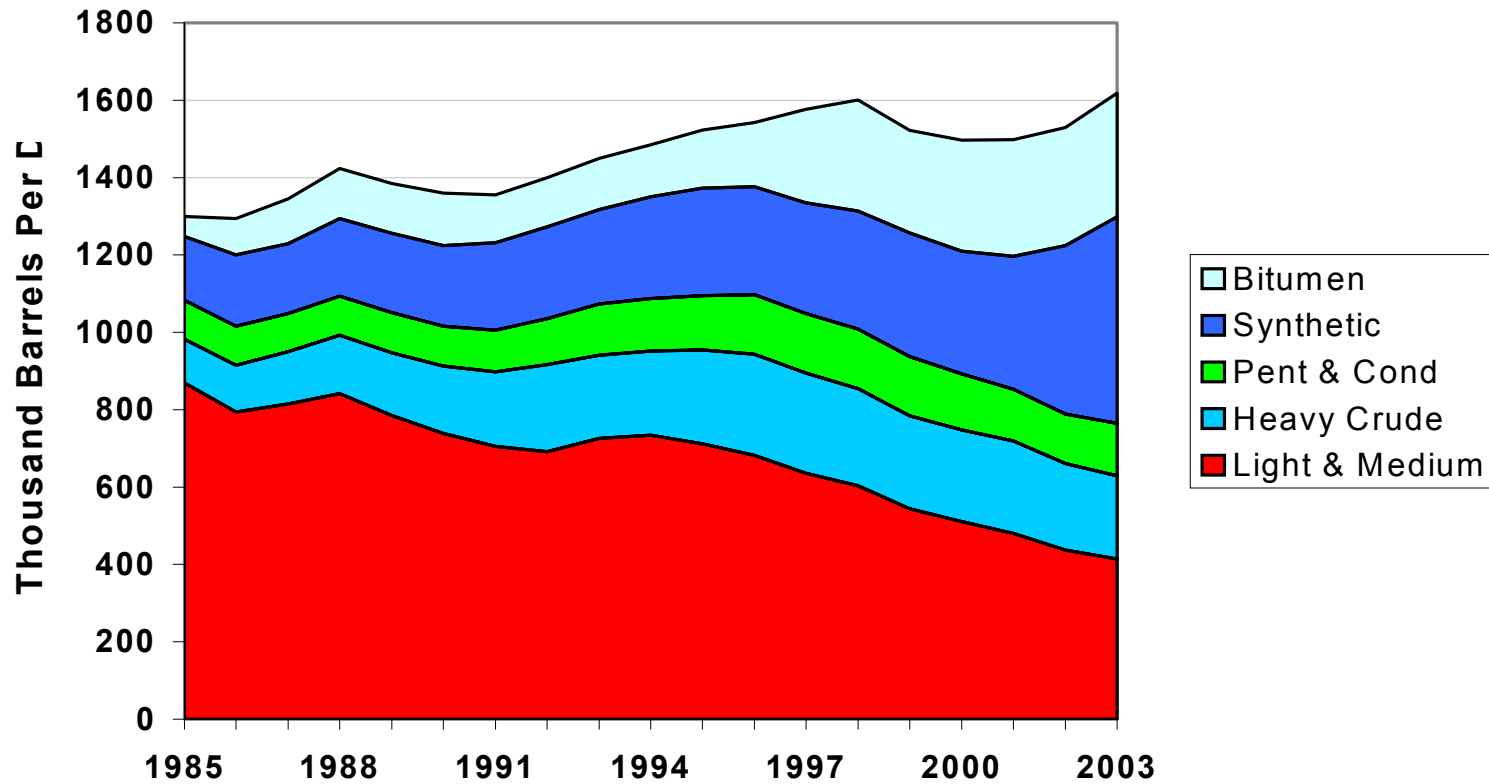
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- Western Canada refiners
- Enbridge
- Trans Mountain Pipeline
- Express Pipeline
- US markets
- Future markets



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Alberta Petroleum Production

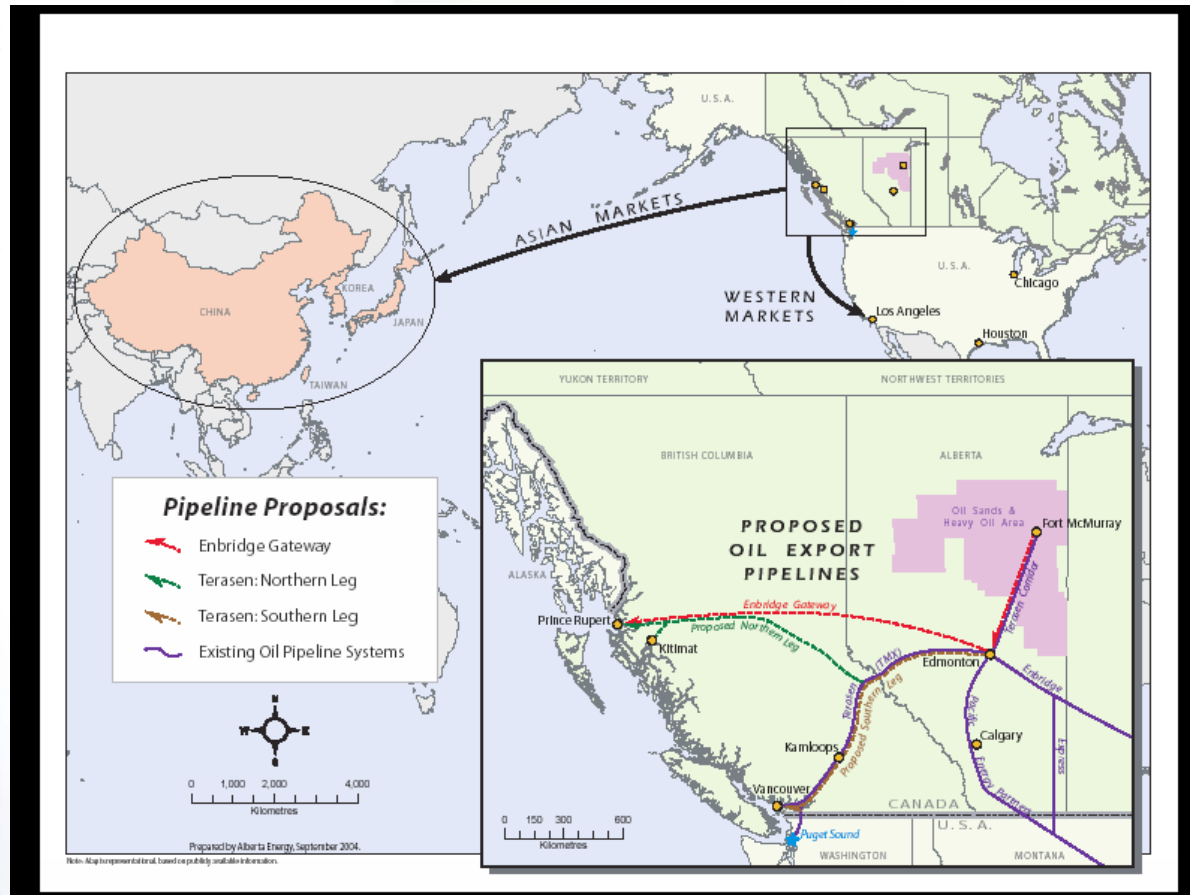


Source: ADOE



Future Markets

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Business Analysis

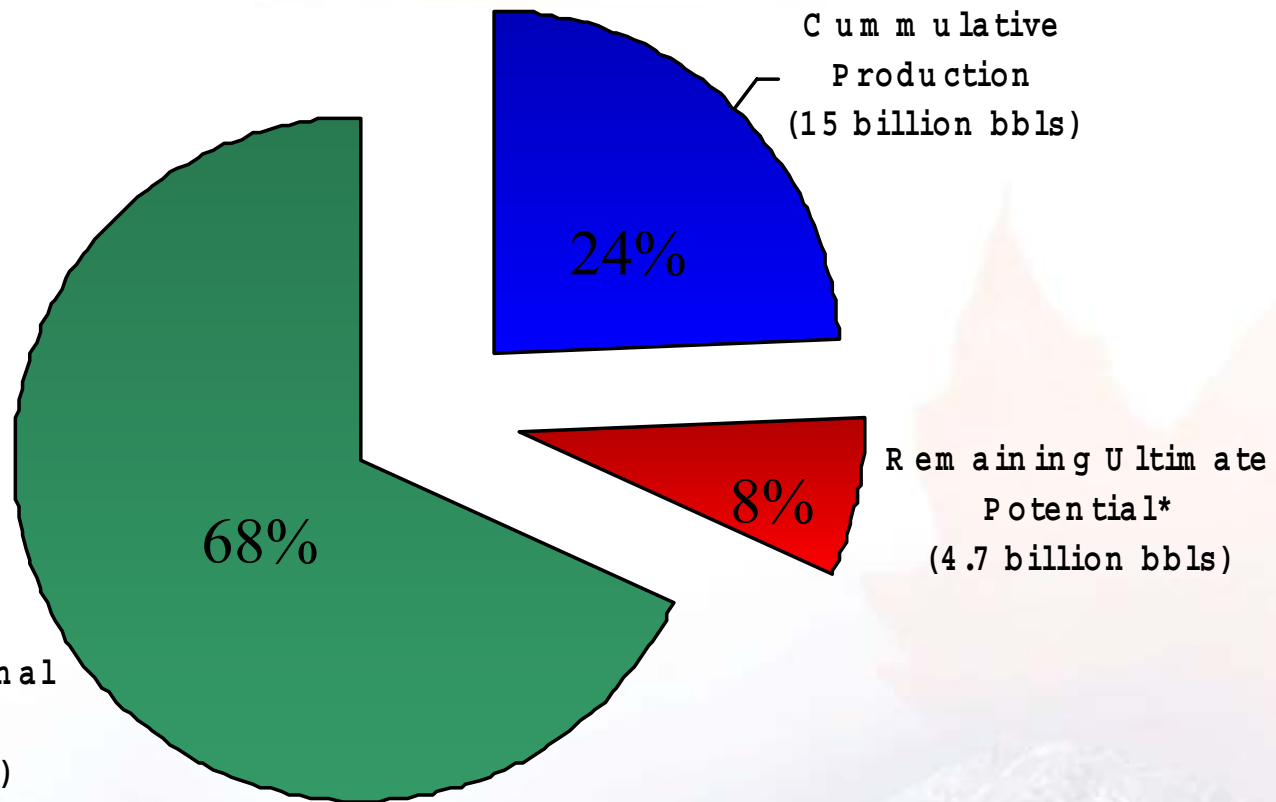
EVERY BARREL COUNTS!

- Industry Competitiveness
 - Industry activity
 - Fiscal regimes
- Crude Oil Supply Forecasting
- Policy/Program Development
 - Innovative Energy Technologies
 - Oil royalty programs review
 - Mature oil field development
- Environmental Issues



Alberta Conventional Oil Reserves

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Remaining Original Oil in Place
(42 billion bbls)

Cumulative Production
(15 billion bbls)

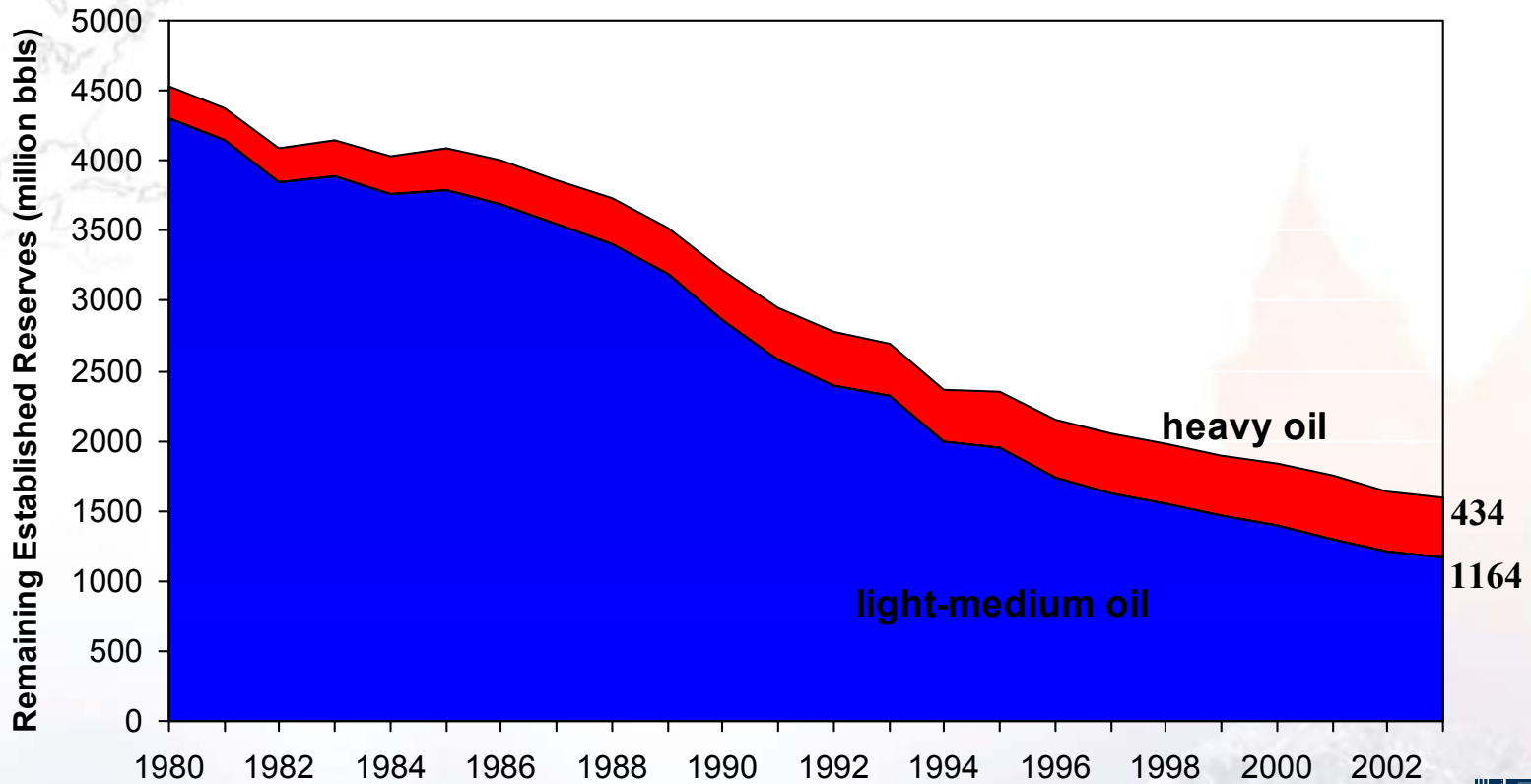
Remaining Ultimate Potential*
(4.7 billion bbls)

** Of the 4.7 remaining ultimate potential, 1.6 are remaining established reserves*



Remaining Established Reserves

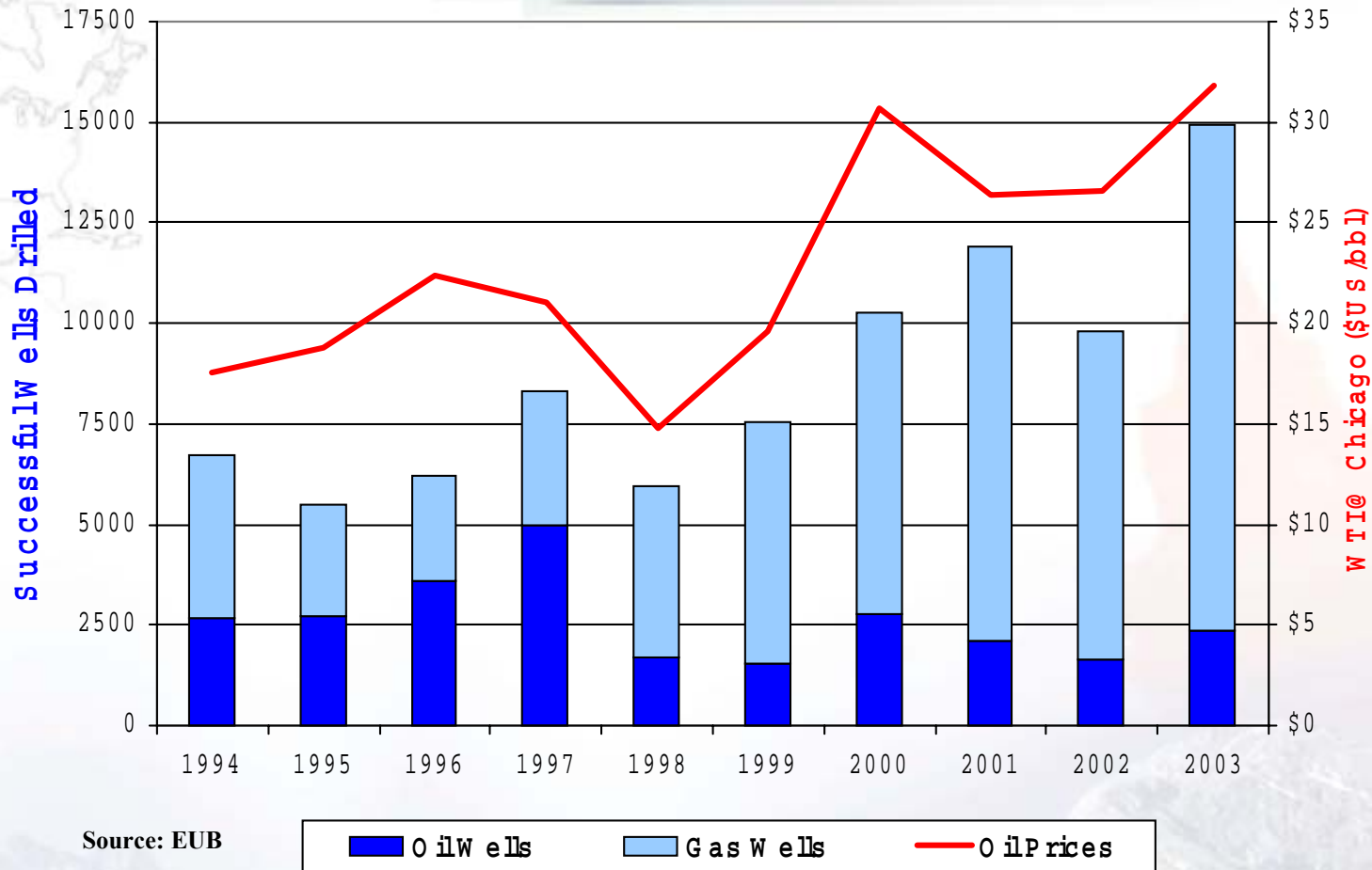
EVERY BARREL COUNTS!





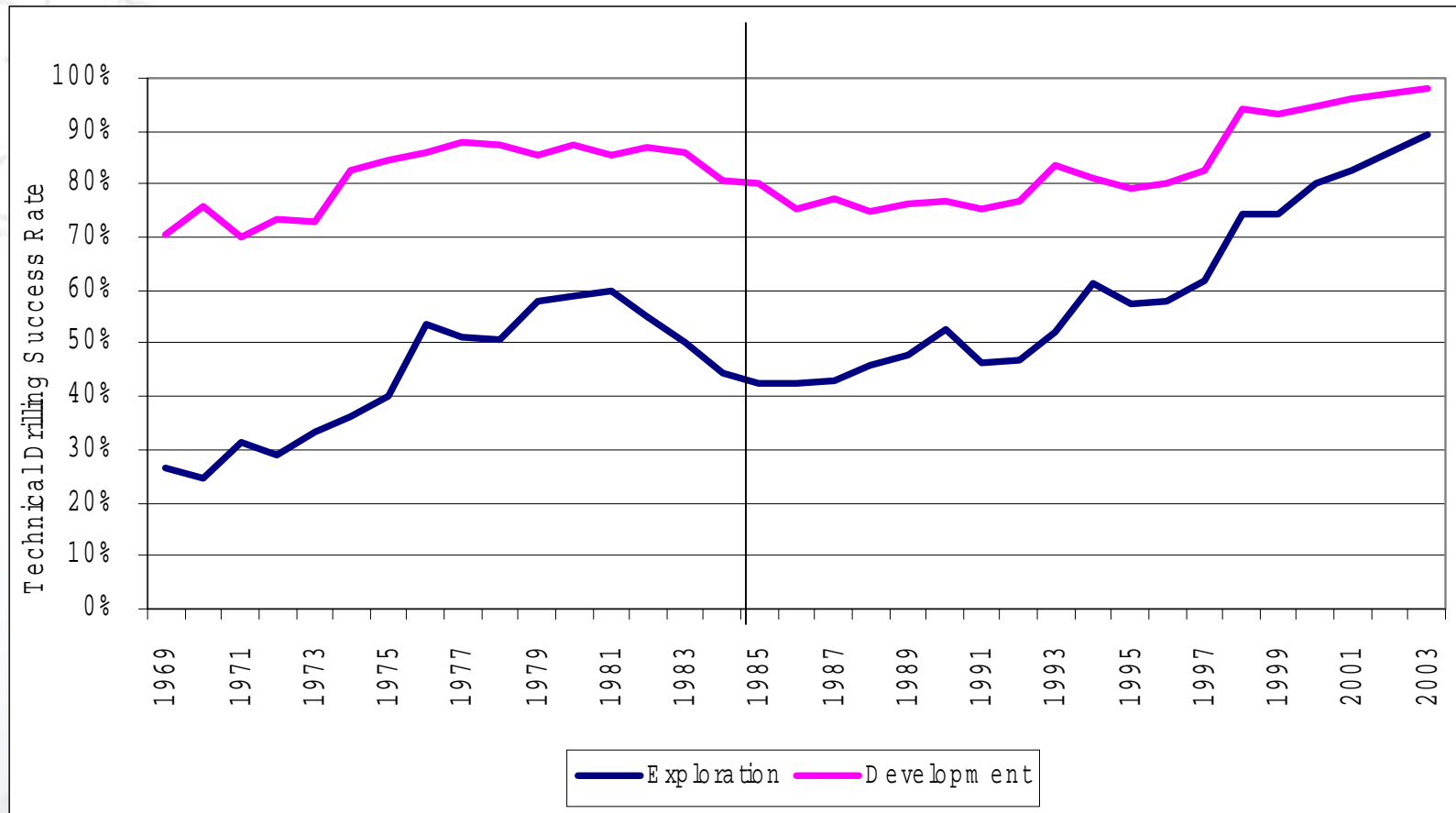
Alberta Drilling Activity

EVERY BARREL COUNTS!



EVERY BARREL COUNTS!

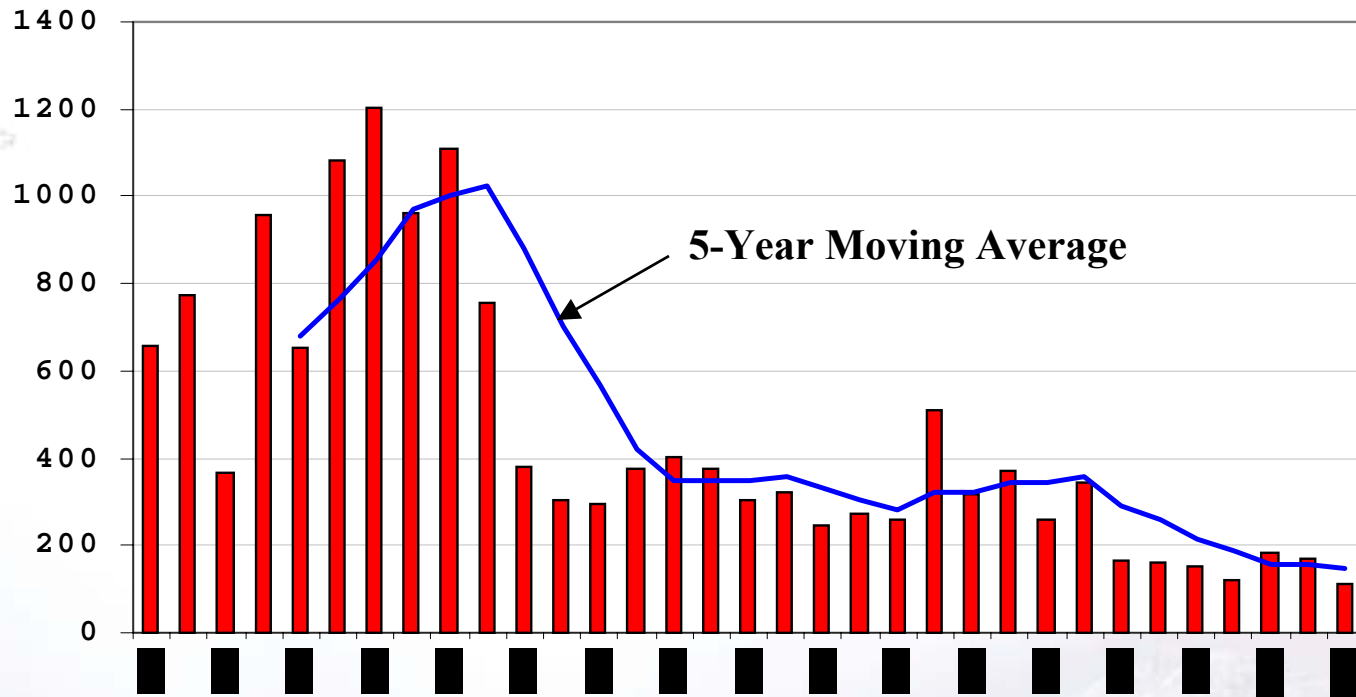
Drilling Success



Oil Pool Discoveries

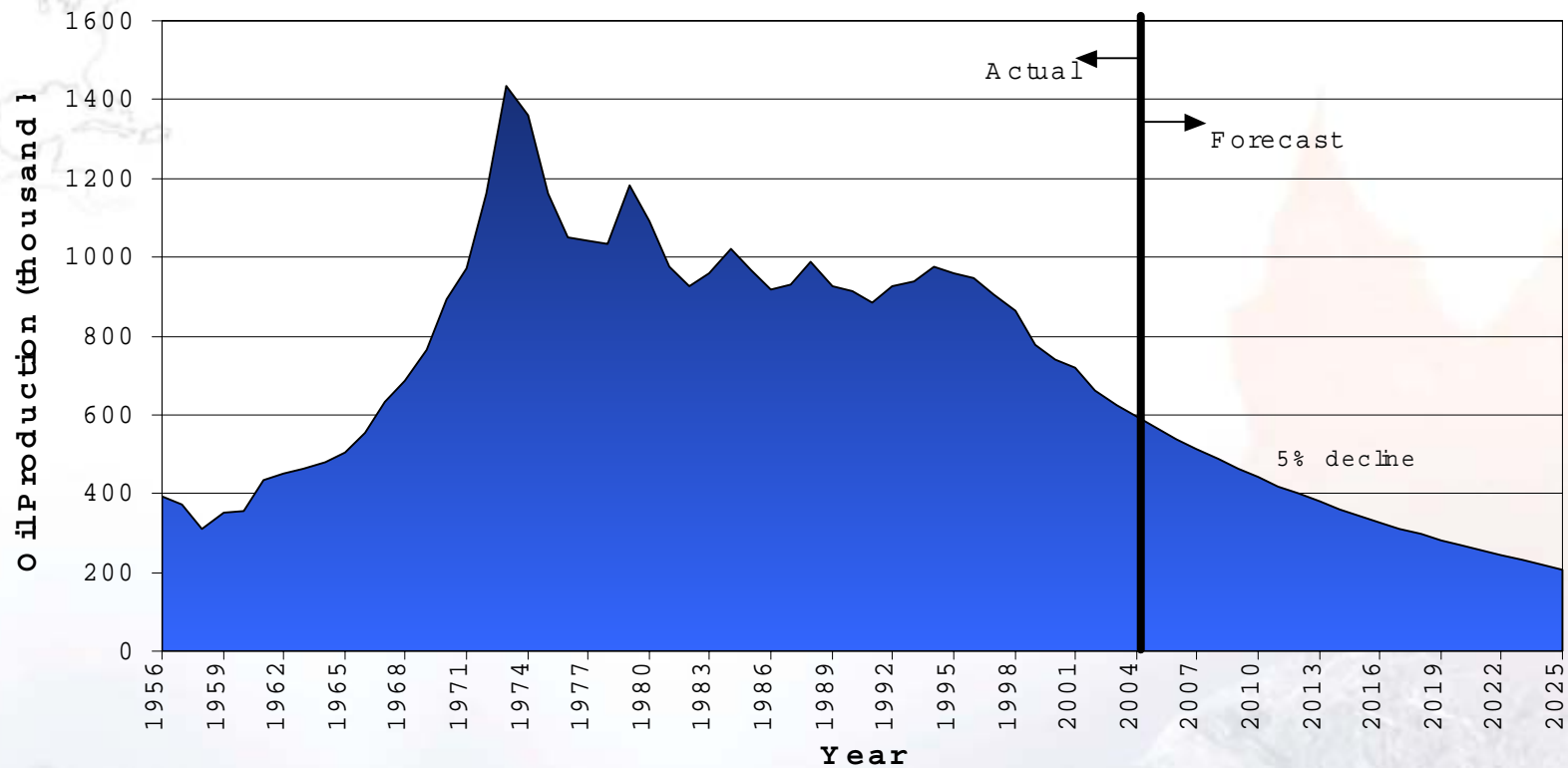
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Average Oil Pool Size (thousa



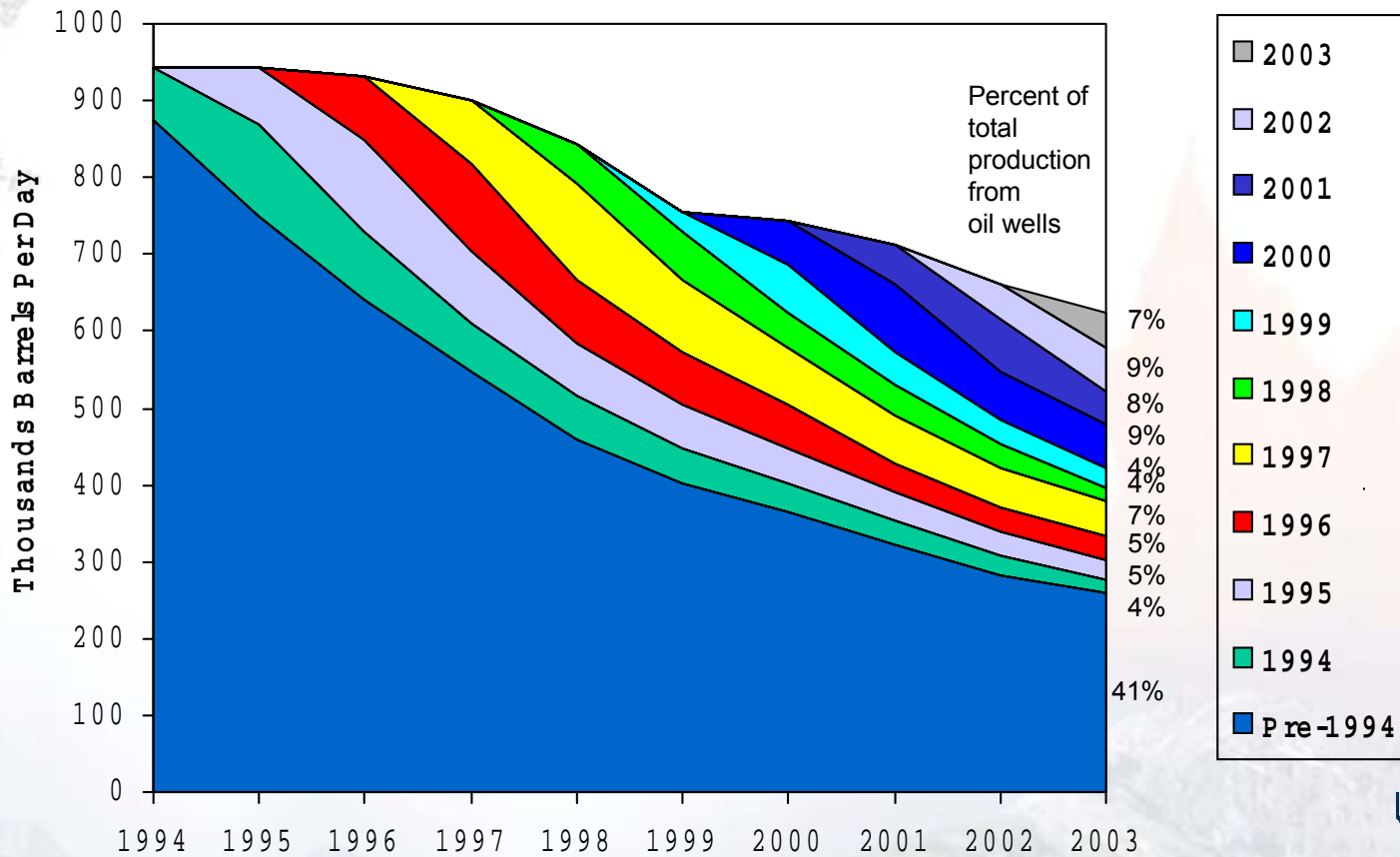
Oil Production

EVERY BARREL COUNTS!



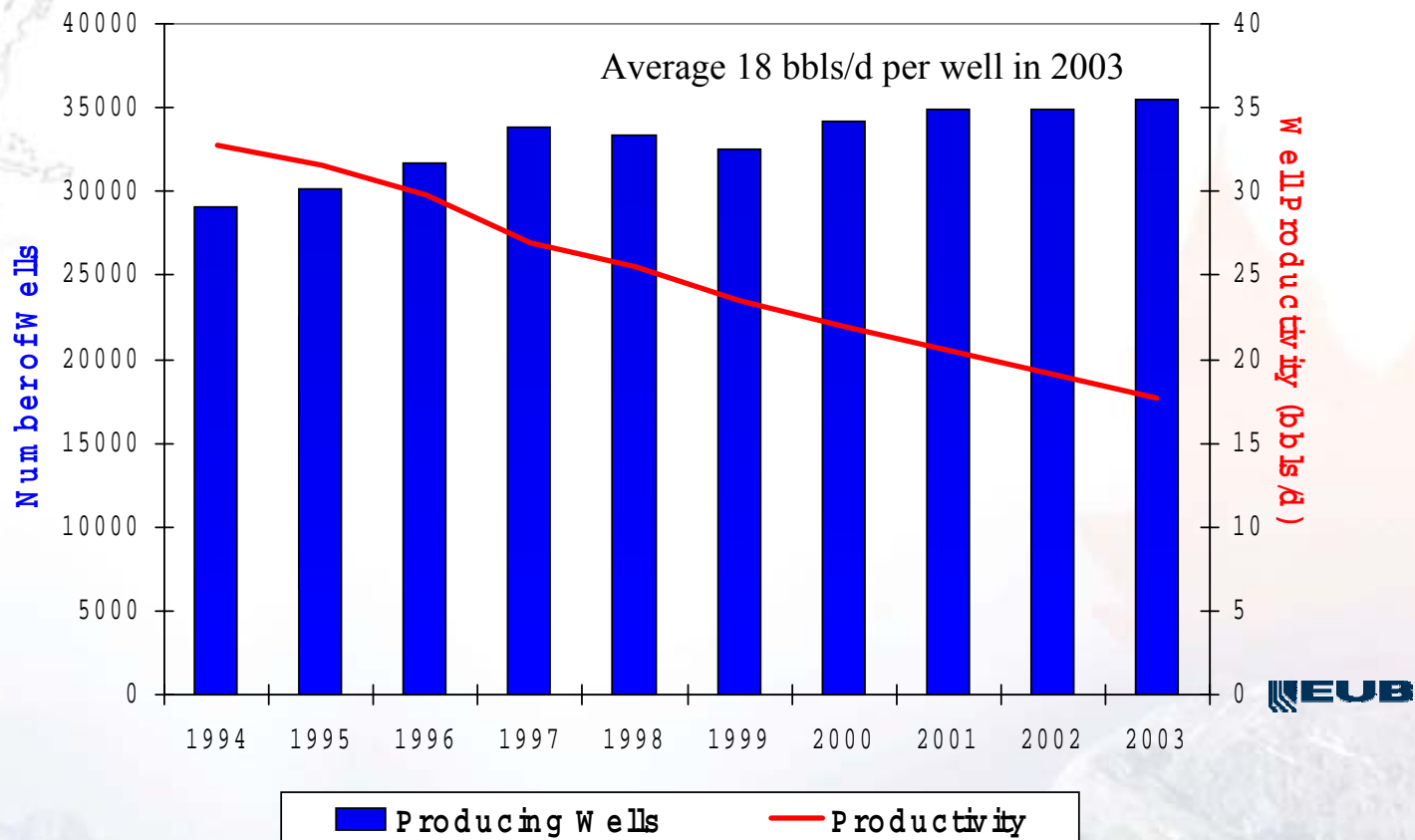
Total Conventional Crude Oil Production By Drilled Year

EVERY BARREL COUNTS!



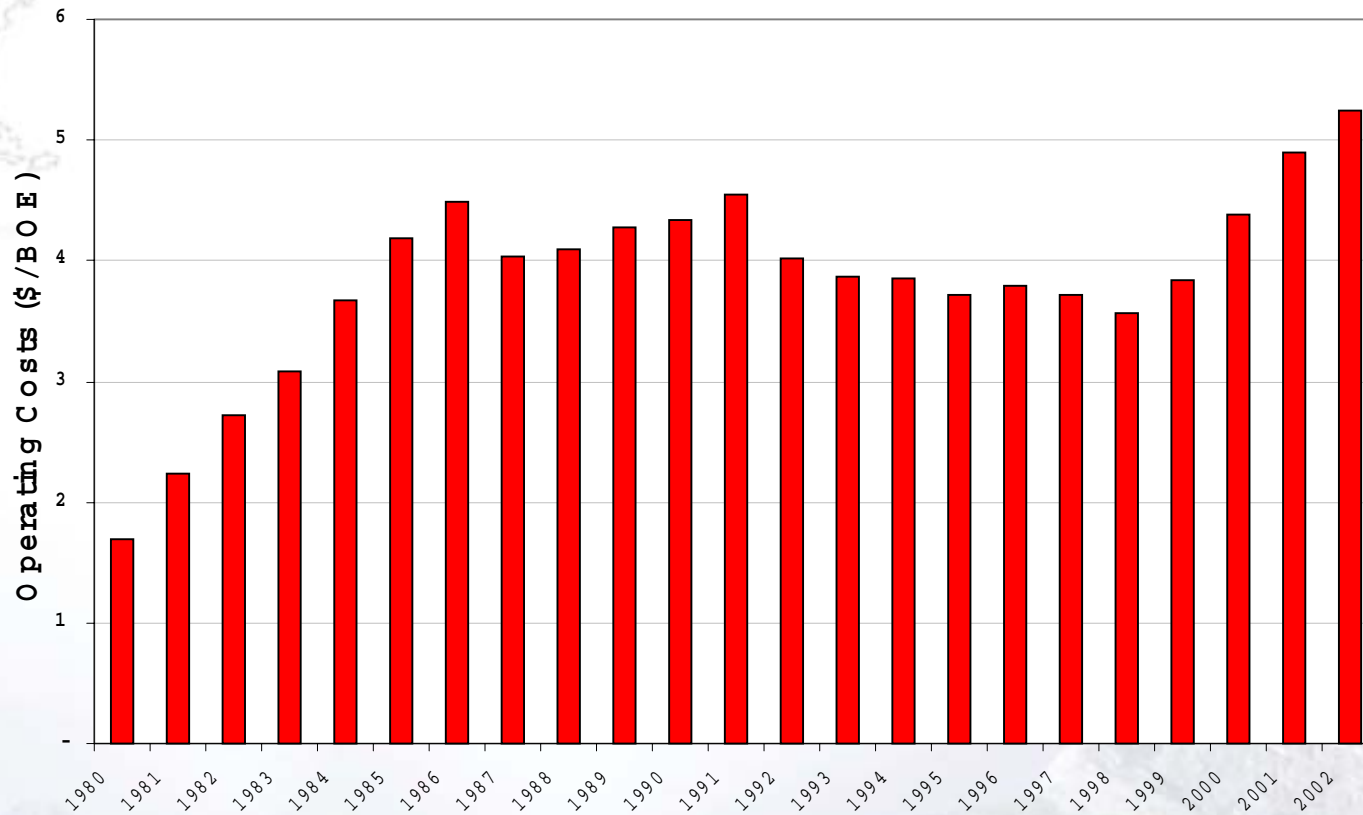
Producing Oil Wells

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Alberta Operating Costs

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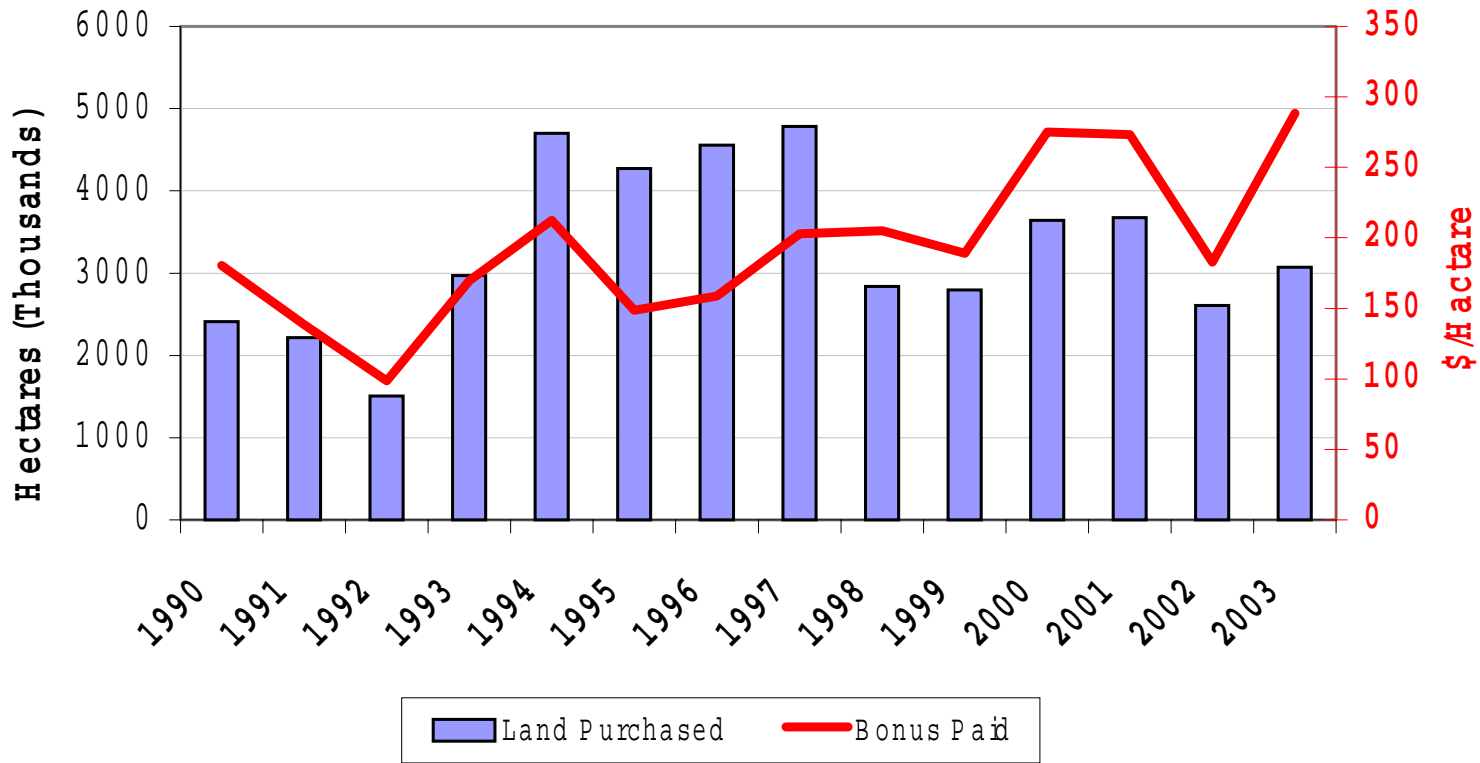
Source: CAPP



EVERY BARREL COUNTS!



Alberta Land Sales



Source: ADOE

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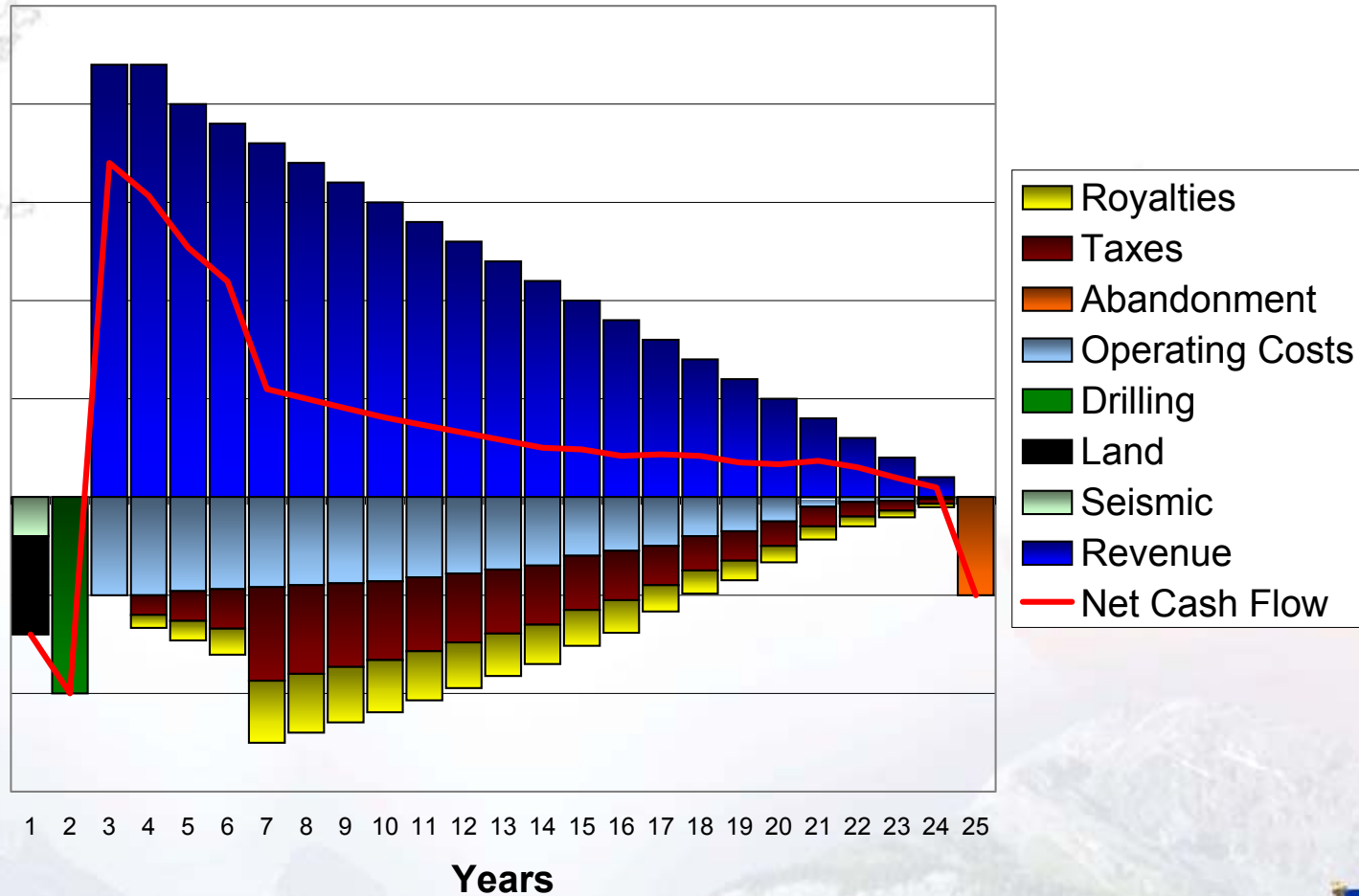
36





Business Analysis - Resource Economics

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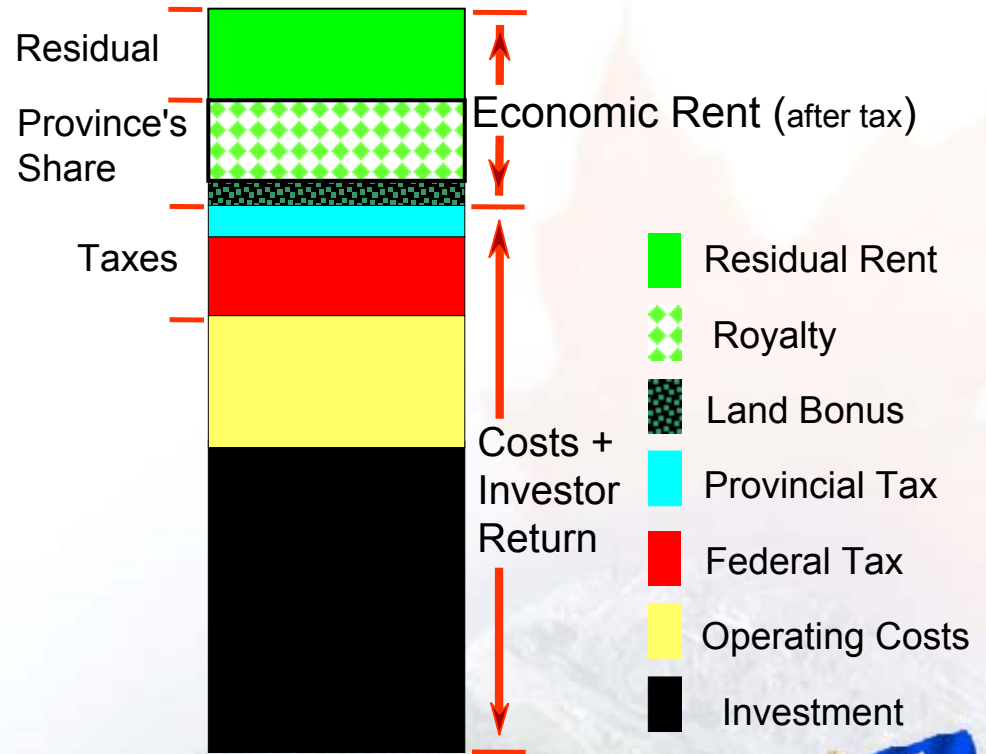


Economic Rent – Cash Flow Model

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- **Economic Rent = NPV after all costs, incl. a normal return, are recovered.**
- **Royalty targets available rent (excess profit) after provincial & federal taxes.**

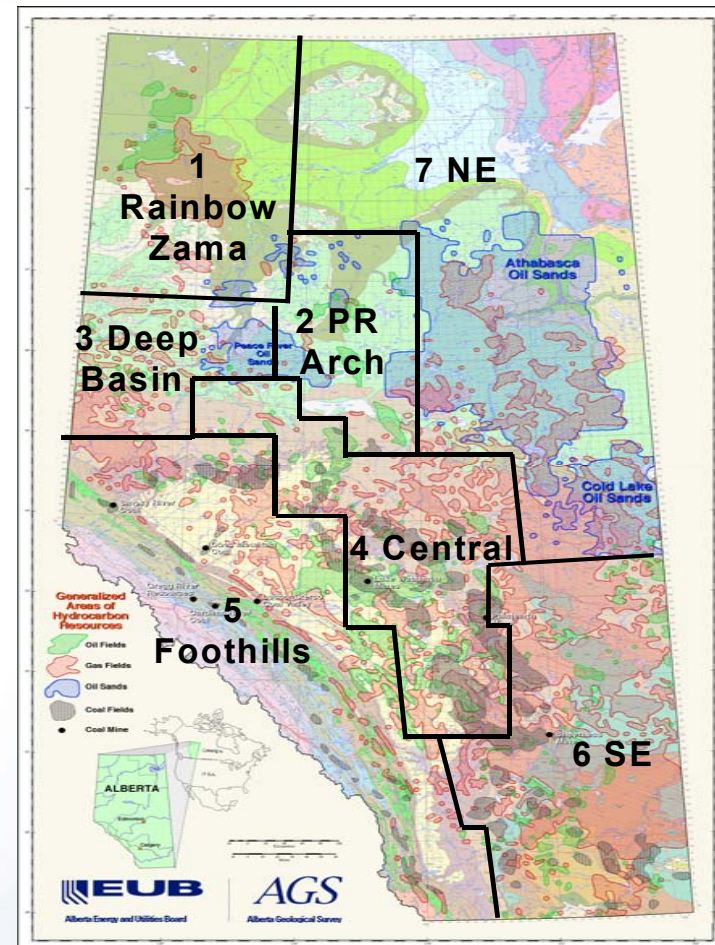
Representation of the Present Value of Cash Flows Over the Life of a Project



Resource Asset Groups

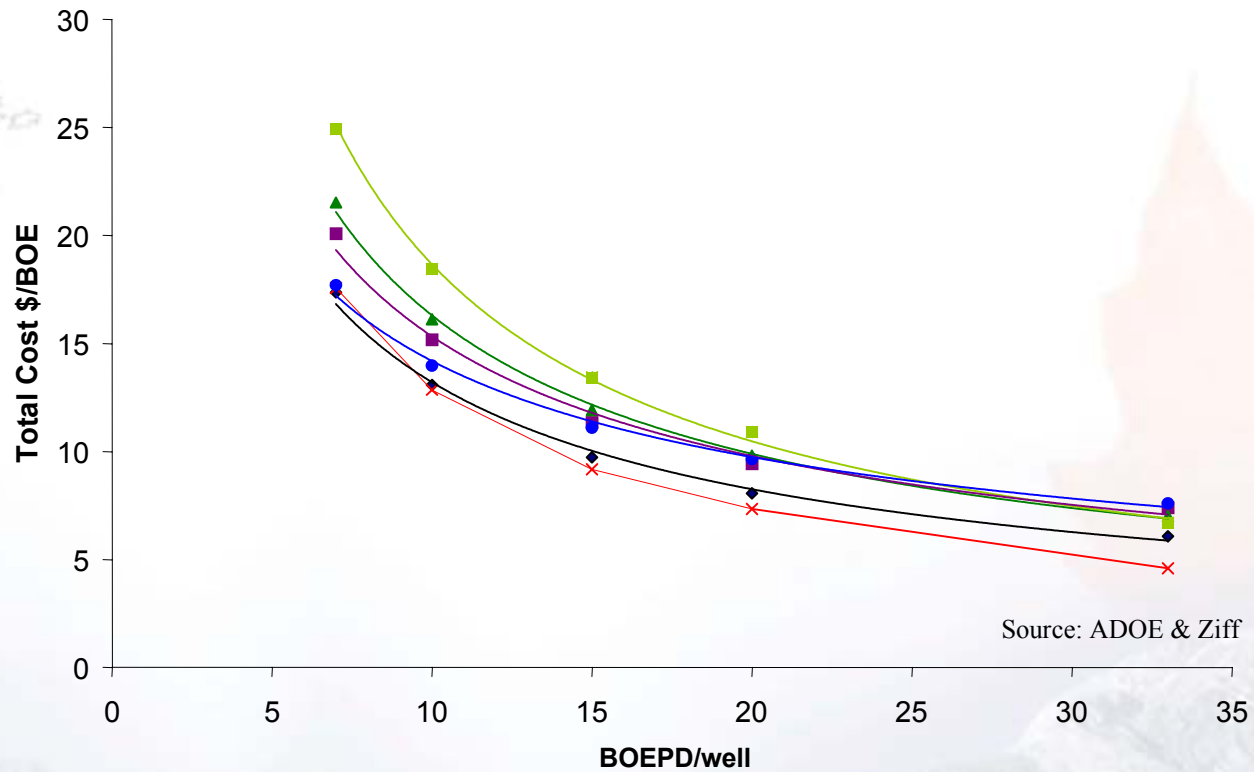
EVERY BARREL COUNTS!

- Geographic area
- Pool size
- Pool depth
- Oil quality



Operating Costs

EVERY BARREL COUNTS!

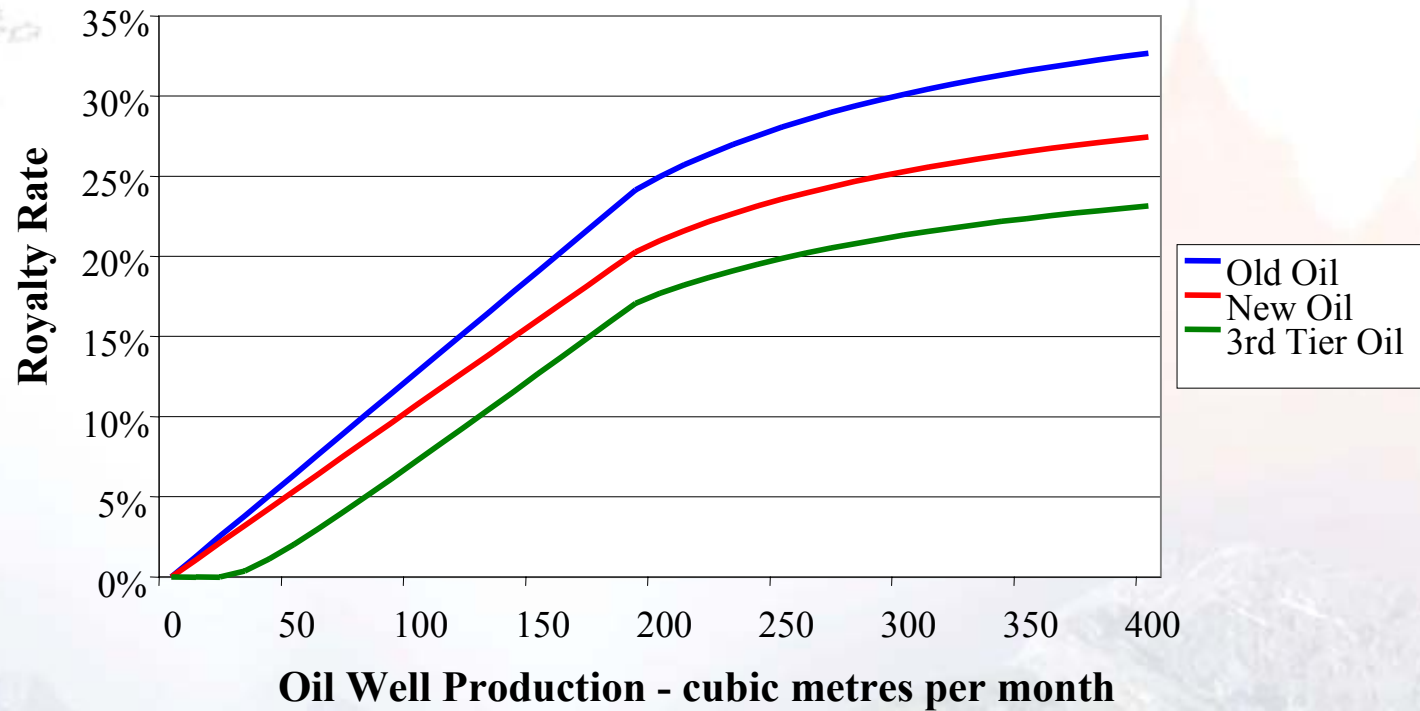


Business Analysis - Royalty

EVERY BARREL COUNTS!

Royalty Rate Production Sensitivity Example

Light/Medium Oil (<900kg/m³)
(at constant par price of C\$256/m³)



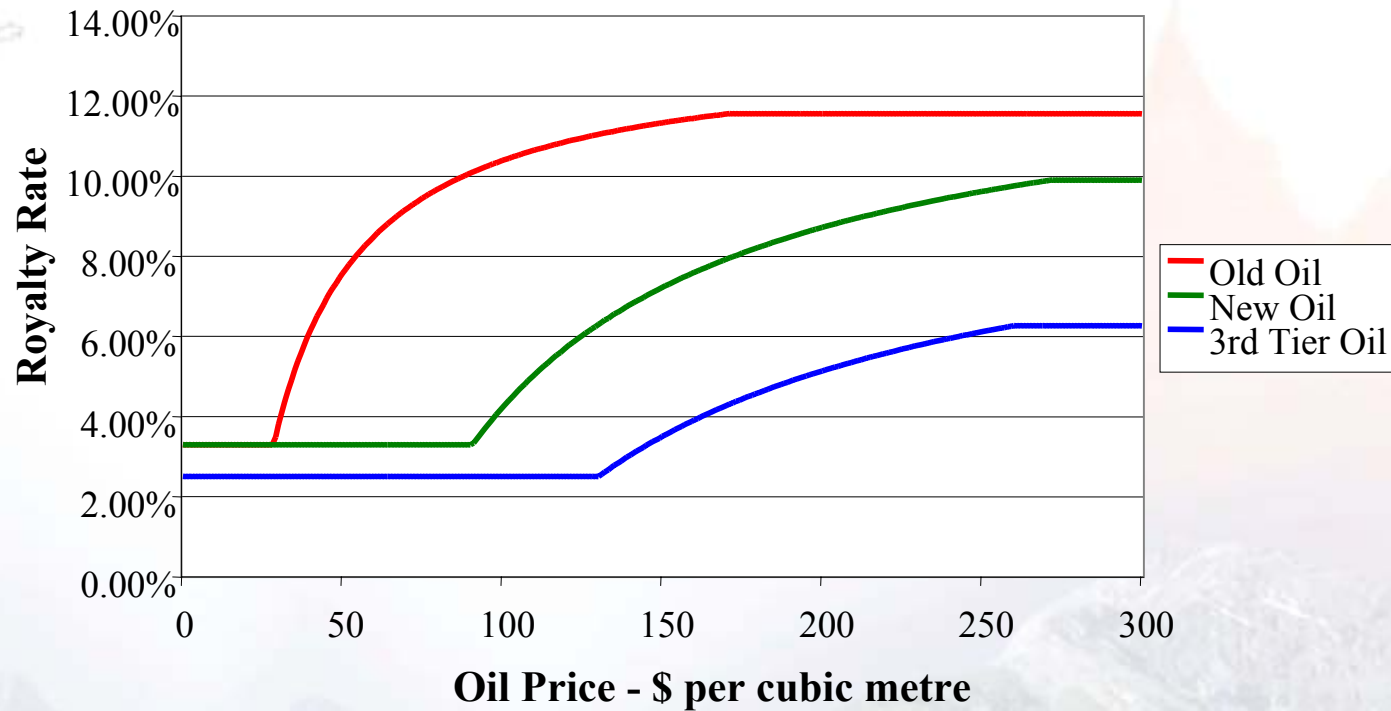
Business Analysis - Royalty

EVERY BARREL COUNTS!

Royalty Rates Price Sensitivity Example

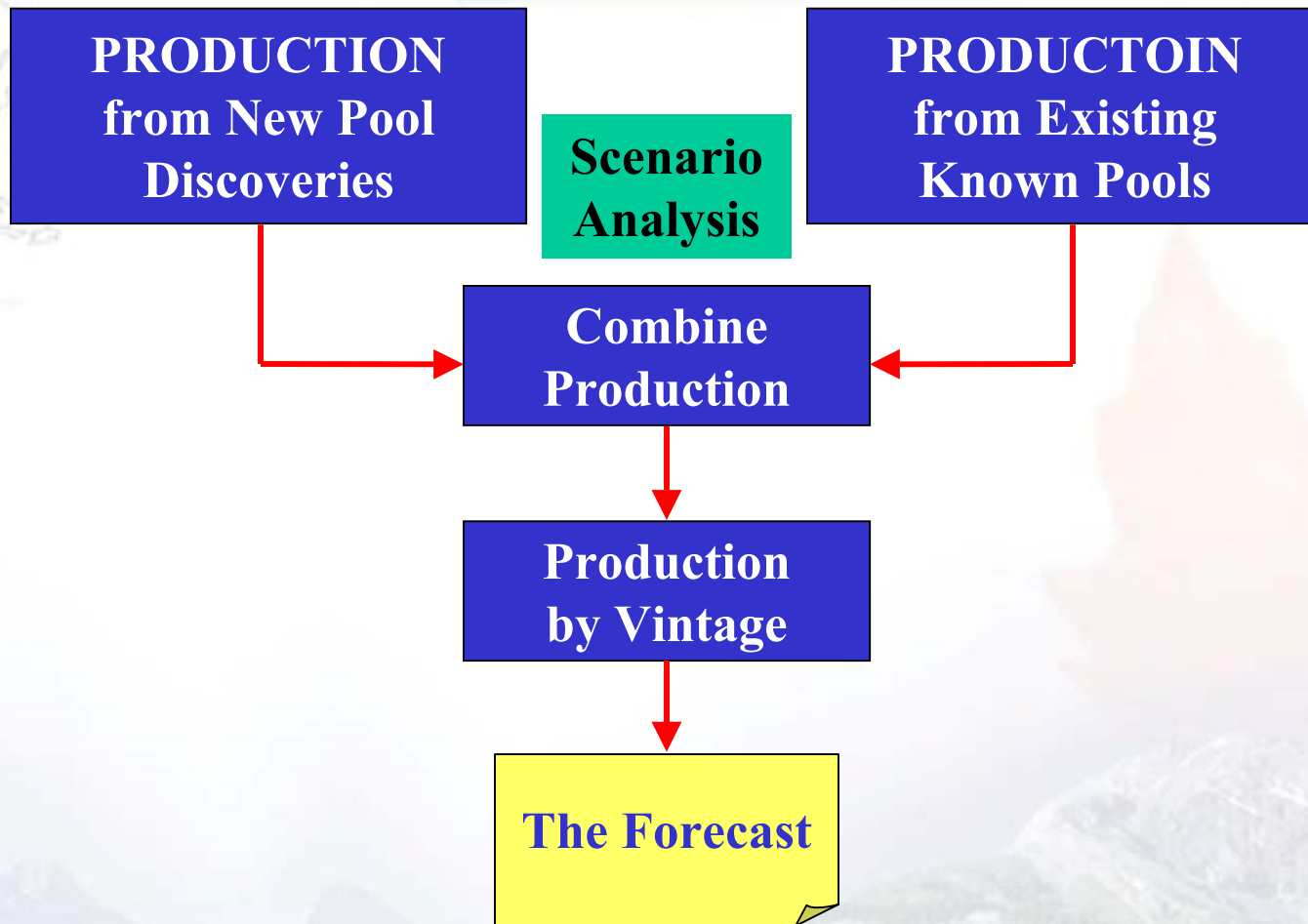
Light/Medium Oil (<900kg/m³)

(at constant production rate $Q = 91\text{m}^3/\text{month}$)



Conventional Oil Supply Forecast

EVERY BARREL COUNTS!





Policy and Program Review

EVERY BARREL COUNTS!

- Innovative Energy Technologies Program
 - \$200 million in royalty adjustments over 5 years
 - Includes \$15 million announced for four CO₂ demonstration projects in 2004
 - Offset up to 30% of approved project costs (maximum of \$10 million for any one project)
 - Applicable to corporate royalty liability
 - Projects must be approved by the Minister of Energy
 - Deadline for application for the first round is February 28, 2005





Policy and Program Review

EVERY BARREL COUNTS!

- Oil Royalty Programs Review
 - Examined effectiveness of existing programs royalty programs
 - Developed proposals for program change
 - Currently consulting with stakeholders
- Mature Oil Field Development
 - Examining impediments to development of mature oil wells and pools
 - Stakeholder consultation will begin in Spring 2005





Environmental Issues

EVERY BARREL COUNTS!

- Solution gas flaring and venting
- CO₂ Sequestration & Monitoring
- CO₂ Market Development
- Water usage for oil field injection





Business Development Contacts

EVERY BARREL COUNTS!

Sandra Locke, Acting Business Unit Leader	(780) 644-7126
Kathleen Kellman, Executive Assistant	(780) 415-9993
Toby Schneider, Manager, Oil Markets	(780) 427-2189
Hossein Hatami, Economist	(780) 422-6138
Gur Dhaliwal, Manager, Business Analysis	(780) 422-7015
Sameh Moawad, Policy Analyst	(780) 427-7819



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Crude Oil Operations

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Oil Royalty Calculation

EVERY BARREL COUNTS!

- Petroleum Royalty Regulation AR 248/90 (consolidated with amendments to 250/04)
- Formulas established in January 1993
- Formulas are sensitive to price, well productivity, density, and pool vintage



Oil Royalty Calculation

EVERY BARREL COUNTS!

- Monthly Information Letters, supply par prices, select prices, "R" multipliers and factors for each of the six categories of crude:
 - Non-heavy – old, new and Third Tier
 - Heavy – old, new and Third Tier
- Schedule A Table provides the 'S' part of the oil royalty formula for production from 0.1 m³ to 2000 m³, for each vintage of oil
- Petroleum Royalty Guidelines are on the Department web site:

<http://www.energy.gov.ab.ca/com/Oil/Guidelines>





Enhanced Oil Recovery (EOR)

EVERY BARREL COUNTS!

- EOR is a process where fluids such as hydrocarbons, carbon dioxide, nitrogen, chemicals or other approved substances are injected into a formation for the recovery of additional oil
- Enhanced Recovery of Oil Royalty Reduction Regulation AR 348/93 (consolidated with amendments to 121/03)
- A revised EOR program was announced in June 2003, effective May 2003





Enhanced Oil Recovery (EOR)

EVERY BARREL COUNTS!

- The revised program re-instated the previous program with significant changes to encourage industry to undertake CO₂ EOR projects
- Changes include:
 - Temporary Tertiary Factor for new and expanded EOR schemes
 - 10% uplift on the value of net CO₂
 - Recognition of additional capital costs for CO₂
 - Increased overhead allowance for CO₂ schemes





Enhanced Oil Recovery (EOR)

EVERY BARREL COUNTS!

- The EOR program is also open to applications for new EOR projects and expansion of existing EOR projects that utilize other methods of enhanced oil recovery such as hydrocarbon, nitrogen, chemical or other approved materials
- EOR guidelines are available on the Department's website:

<http://www.energy.gov.ab.ca/com/Oil/Guidelines>



Carbon Dioxide (CO₂)

EVERY BARREL COUNTS!

- CO₂ Projects Royalty Credit Regulation AR 120/03
- The program was announced in June 2003, to promote development of CO₂ enhanced oil and gas schemes
- It was a temporary feature of Alberta's royalty system with a limited budget
- 4 pilot projects were approved under the program and work has commenced



Experimental Project

EVERY BARREL COUNTS!

- Experimental Project Petroleum Royalty Regulation AR 65/92
- The program was originally introduced in 1979 to encourage the development of new and improved methods for oil recovery.
- An experimental project must first have AEUB experimental scheme approval.
- Upon DOE approval, crown royalty will be limited to 5% for the experimental approval period.





What are we working on?

EVERY BARREL COUNTS!

- The Department is currently working on a number of initiatives to provide more clarification around oil royalty calculations
- EOR guidelines for the revised program will be available shortly
- Administration package for Innovative Energy Technology program



How do we notify you?

EVERY BARREL COUNTS!

- Crude Oil Crown Royalty statements on the Registry
- EOR letters and schedules
- CO₂ letters and schedules
- Information Bulletins
- Information Letters



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Oil Royalty Programs and Certification

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Current Royalty Programs

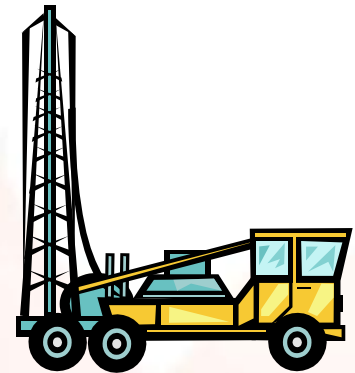
EVERY BARREL COUNTS!

- Reactivated Well Royalty Exemption Regulation (AR 352/92) (IL 93-3) – Program Code 47

2 years of inactivity

8,000 m³ production cap

No application required



- Third Tier Exploratory Well Royalty Exemption Regulation (AR 16/93) (IL 93-8) – Program Code 39

Lahee classification of NPW, NFW, DPT

12 production months/\$1 million cap

No application required



Current Royalty Programs

EVERY BARREL COUNTS!

- Low Productivity Well Royalty Reduction Regulation (AR 350/92) (IL 93-2) – Program Code 55

No production $> 121\text{m}^3$ in the last 2 years and the average of the last 6 months is $\leq 73\text{m}^3$

16000 m^3 cap

No application required

- Horizontal Re-entry Well Royalty Reduction Regulation (AR 348/92) (IL 93-4) – Program Code 46

Must be 12 months of production from original vertical well to establish maintenance volume

No cap

Application required with 6 months of the FDD of horizontal leg





Vintage/Certification

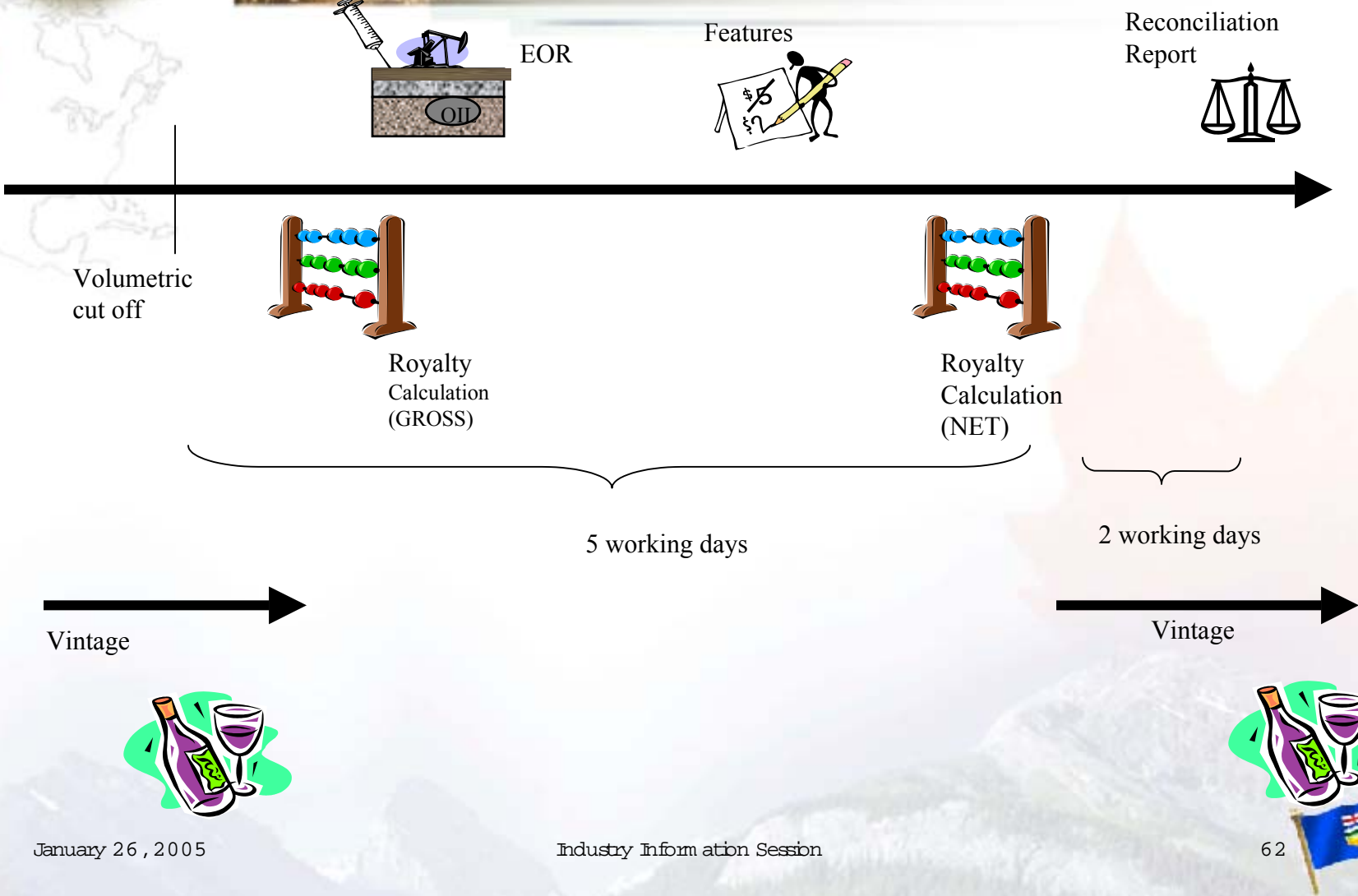
EVERY BARREL COUNTS!

- Old Oil – oil from a pool known to exist prior to April 1, 1974
- New Oil – oil from a pool discovered after April 1, 1974 (Wells spud after October 31, 1991 automatically qualify for new oil)
- Third Tier Oil - spud after Sept 30, 1992 (designating a third tier pool or into an existing third tier pool)
- Vintage information is available on the Petroleum Registry
 - Information is under Production Entity
 - Oil vintage is updated weekly
 - Gas vintage is updated daily



Timeline

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What we are working on

EVERY BARREL COUNTS!

- Compliance Reviews
- Investigating the feasibility of providing the following on the PRA:
 - Letters
 - ORBIS reports
 - Certification statements
 - Filing to the Department (i.e. EOR schedules)
- Notifications (mail out list)



Operations Contacts

EVERY BARREL COUNTS!

Marcel Sale, Director - Oil Operations

(780) 422-9124

Beverley Murray, Manager - Oil Royalty & EOR

(780) 427-2193

David Creig, Manager - Calgary Operations

(403) 297-5480

Laurie Schneider, Team Lead - Royalty Programs and Certification

(780) 422-9039

Sandy Drakes, Team Lead - Processes and Systems

(780) 422-9081



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Lunch

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Crude Oil Marketing

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Marketing and Strategic Relations

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- Take Crown crude oil royalty in kind
- Facilitate marketing of Crown crude oil production
- Collect and Remit royalty revenue to Treasury.
- Valuation of Crown crude oil royalty.



History

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- **1974** - APMC was created through the Petroleum Marketing Act
- **1985** - Deregulation. APMC marketed the Crown's share
- **1995** - APMC became part of the Department of Energy
- **1996** - The APMC contracted with private sector marketing agents.



Delivery of Crown Oil

EVERY BARREL COUNTS!

- The Crown's royalty share of crude oil production must be delivered in the month that it is produced.
- Oil produced from a battery is delivered into a pipeline or terminal.
- The royalty share of Crown production is calculated according to the applicable formulas and split out to the Crown's account at the pipeline.





Royalty Reporting

EVERY BARREL COUNTS!

- The operator will report their royalty volume split through the Petroleum registry.
- The pipeline will provide the APMC a Shipper's Balance identifying the actual Crown volumes delivered to their account in a specific delivery month.
- The reconciliation reports compare the calculated royalty volumes to the delivered volumes.
- Battery operators can access their reconciliation reports from the APMC through the Petroleum registry.



Petroleum Registry of Alberta

EVERY BARREL COUNTS!

- The VIPIR project was created to implement the recommendations of the industry led Royalty and Related Information Review (RRIR).
- The Petroleum Registry of Alberta went live October 2002.
- The Registry provides immediate on-line access to shared information and it streamlined the information exchange between oil and gas industry stakeholders.





Marketing Process

EVERY BARREL COUNTS!

- The two agents of the Crown are Encana Corporation and Tidal Energy Marketing Inc.
- A five-year agreement was entered with each agent starting from June 1, 2002.
- The Crown's volumes are combined with the agent's volumes to form a shared pool.
- The premise is that by pooling the agent's volumes with the Crown, the agent will get the best possible value for their oil therefore meeting the Crown's interest.
- Different crude oil pools are defined according to the agreement.





Remittance Process

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- On the 24th of each month, the agent will provide the Marketing and Strategic Relations group with the remittance statements. On the 25th of the month, the agent remits the sales revenue to the Crown.
- These statements include the revenues and the costs incurred for the Crown on a pool-by-pool basis.
- The net revenue for the Crown will be allocated based on the Crown's supply percentage in that pool.





Valuation of Crown Royalty Oil

EVERY BARREL COUNTS!

- Based on revenue received from Agents.
- Transportation and quality adjusted back to each battery.
- Field price is determined for each battery representing value of oil at the battery.
- Field price is used to financially settle differences between calculated royalty and delivered royalty.



Forecasting

EVERY BARREL COUNTS!

- Operators are required to forecast their production volumes to the pipelines one month before the actual deliveries.
- Battery operators will include the Par Price when calculating the crown's forecasted royalty volumes.
- Par Price determines the Price Sensitive component of the royalty formula.





Proposed Petroleum Marketing Regulation

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Introduction

- The proposed Petroleum Marketing Regulation is being introduced to ensure the Crown collects the full share of Alberta's royalty oil in a timely manner.
- The proposed Regulation includes penalties for the following areas:
 - Late/Inaccurate royalty reporting and /or delivery
 - Over/Under royalty delivery
 - Non-reporting on claiming over-deliveries
 - Inaccurate forecasting to the pipelines of Crown volumes.
- A consultation process with Industry prior to implementation and a six-month shadow billing period after enactment should provide an opportunity for Industry to understand and correct their reporting processes.



Crude Oil Marketing Contacts

EVERY BARREL COUNTS!

Don Olineck, Director

(403) 297-5476

Ann Blackmore, Senior Pricing Analyst

(403) 297-5503


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Alberta Energy and Utilities Board (AEUB)

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Conventional Oil

Critical Business Processes Data Elements





EUB - Well Licence

EVERY BARREL COUNTS!

- Application Process
- Energy Development Applications and Schedules
 - Guide 56
 - Schedules 1 and 4





EUB - Well Licence

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Critical Data Elements

- Well Purpose
 - Well Type
 - Substance Name
 - Formation Code and Name
- Well Detail
 - Surface and Bottomhole Locations
 - Projected Total Depth
 - Terminating Formation Name
- Lahee Classification
 - Subject to Review by EUB Staff





EUB – Drilling and Completion Data Filing

- Well Drilling and Completion Data Filing Requirements
 - Guide 59
 - Electronic Submission
 - Drilling and Completion Summary Data

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EUB – Drilling and Completion Data Filing

EVERY BARREL COUNTS!

Critical Data Elements

- Spud Date
- Finished Drilling Date
- Total Depth
- Initial Status Code
- Completion Data
- Kickoff Information





EUB - Lahee Classification Assignment

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- Classification given to wells to reflect the geological risk of failure
- Classification is used to determine eligibility of oil royalty feature





EUB - Lahee Classification Assignment

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Critical Data Elements

- Well Licence Application
- Company selection of Lahee
- Company has responded to EUB request for additional data to support their selection





EUB – Volumetric Reporting

EVERY BARREL COUNTS!

- The Petroleum Registry of Alberta
 - Shared Industry & Government Database
 - Reporting of volumetric & infrastructure data
 - Subject to audits by EUB staff
- Production Accounting Handbook
 - Guide 7 (Sept 2002 Draft)





EUB - Volumetric Reporting

EVERY BARREL COUNTS!

Critical Data Elements

- Facility code
- Well Status
- Field/Pool or Area/Deposit
- Gross Completion Interval
- Volumetric Reporting





EUB - Well/Fluid Status Determination

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- Well & Fluid Status
 - Subject to review by EUB staff
- Definitions of oil and gas
 - Oil and Gas Conservation Act
 - Section 1





EUB - Geology and Reserves Process

EVERY BARREL COUNTS!

- Well Evaluation
 - Pooling Delineation
- Pool Designation
 - Field and Pool Orders





EUB - Geology and Reserves Process

EVERY BARREL COUNTS!

Critical Data Elements

- Geophysical Logs
- Well Test Data
 - Pressure and Deliverability Testing Oil and Gas Wells
 - Guide 40
- Directional Survey





EUB – Additional Information Provided to DOE

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Conservation Applications

- EOR Scheme Approvals
- CO₂ EOR Scheme Approvals
- Experimental Scheme Approvals

Co-ex Factor Calculations



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EUB Contacts

– Geology & Reserves Group

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Kerry Johnson, Lahee Classification	(403) 297-6973
Wayne Elsner, Pool Designation	(403) 297-8229
Harvey Nahal, Well/Fluid Status	(403) 297-8395
Nancy Barnes EOR & Experimental Schemes	(403) 297-3556
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Well Data Services Help Line	(403) 297-8696
Well Licensing Help Line	(403) 297-4369
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Who We Are

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- Land Access and Development
- Geology
- GIS Mapping and Data Services





What We Do

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- Negotiate reasonable surface access to Crown energy and mineral resources
 - through land and resource policy and planning mechanisms.
- Support energy and mineral rights administration functions
 - by providing geological, engineering, planning and GIS mapping advice and expertise to internal and external clients.





What We Do

EVERY BARREL COUNTS!

- Collaborate with industry, other departments and governments to increase access to resources.
- Increase industry competitiveness by influencing initiatives and policies undertaken by other agencies.





What We Do

EVERY BARREL COUNTS!

- Protect the Crown's mineral ownership responsibilities and resolve mineral ownership disputes.
- Lead development and application of Mineral Operations Geographic Information System to support internal and external client decision-making processes.



What We Do

- Provide technical advice related to issuing and administering Crown agreements, evaluation of disposed rights, and complex geological and engineering issues.

EVERY BARREL COUNTS!





Issues Overview

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- Increasing stakeholder challenges to resource development:
 - Water use by the energy industry
 - Natural gas in coal (coal bed methane)
 - Urban/Rural interface development issues
- Access pressures in Alberta
 - Eastern Slopes
 - Boreal Forest Campaign





Issues Overview

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- Species At Risk (Endangered Species)
 - Federal *Species At Risk Act*
 - Provincial species recovery plans:
e.g. Woodland caribou; Grizzly bear





Issues Overview

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- Provincial Cross-Ministry Initiatives:
 - Provincial Land Use Policy
 - Access Management Framework
 - *Water for Life* Strategy
- Record levels of industry activity on limited land base
 - Increasingly complex resource management issues due to competing land and resource demands





Resource Land Access Contacts

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For more information, please visit us
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<http://www.energy.gov.ab.ca/>

<http://www.eub.gov.ab.ca/>

