

# Marak Alliance



\_LOCAL CONTENT  
CONFERENCE 2018

01 - 02 MAY

Venue: JW Marriott Houston  
Downtown, 806 Main St.,  
Houston, TX. 77002

**CONFERENCE AGENDA**

## AGENDA

### Day 1:

**07.30 - 08.30** Registration/Breakfast

**08.30 – 08.45:** Opening speech by Secretary Perry, U.S Secretary of Energy (to be represented by Shawn Bennett, Deputy Assistant Secretary for the Office of Oil and Natural Gas)

**08.45 - 09.15:** 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.

**9.15 – 09.30** **Brazil's Oil & Gas Local Content Policy: Lessons Learned**

**Presenter:** Nelson Narciso Filho (President at NNF Energy Consultancy and former director of ANP, Brazil)

**09.30 – 9.45:** Mexico National Content: The challenging alignment of domestic industry with foreign investment

**Presenter:** Miriam Grunstein, Ph.D, Scholar, Mexico Center, Baker Institute for Public Policy, Houston, Texas

**09.45 – 10.30:** General plenary:

Panel Q & A: Any lessons learnt from IKTV (Saudi Arabia), Brazilian, and Mexican LCR model? What is the global average for Local Content Requirements (LCR) and how does it impact FDI in the upstream, and downstream sectors? 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:** Miriam Grunstein, Fuad Mosa, Nelson Narciso Filho (President at NNF Energy Consultancy and former director of ANP, Brazil); Marcelo Neuman, associate professor and researcher at National University of General Sarmiento, Argentina

**10.30 – 11.00** Coffee/networking break

**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 options for suppliers in a local content regime

**Moderator:** Gosia Nowakowska-Miller, Local Supplier Development and Community Investment Specialist for International Finance Corporation

**Panel Members:** Alberto Bellorín, Managing Director-Chief Financial Officer (CFO) at InterCapital Energy

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?. 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

Moderator: Roger Tissot

Panelist: Nelson Narciso, Miriam Grunstein, Hon. Emmanuel Ekon, Omar Mitha, 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: Opening Address** by H.E Dr. Goodluck Jonathan, former president of the Federal Republic of Nigeria

**08.45 - 09.00: Keynote Speech:** How Local Content in Mozambique Can Add Value to the Gas Industry Supply Chain

Presenter: Mr. Omar Mitha

**09.00-09.15** Local Content in Oil and Gas – Supplier Development Program (Argentina)

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

**9.15 - 9.30:** The role of developing effective local content policies to support good governance in the extractive sector

Presenter: Charles Nyirahuku, Chief Gas Regulatory Officer, African Development Bank

**9.45-10.00:** How local content can dissuade conflicts in the Niger Delta region of Nigeria and attract FDI

**Presenter:** H.E Dr. Goodluck Jonathan

**10.00– 10.30:** Any lessons learnt from LCR models in Brazil, Mexico and Saudi Arabia that can be applied in Africa? How can local content in Africa be strengthened through regional cooperation?

**Moderator: Emeseh Engobo**

**Panelists:** Mr. Omar Mitha, Charles Nyirahuku, and Dr. Goodluck Jonathan

**10.30-11.00: Coffee break**

**11.00-11.30:** Local Content Implementation from the Perspective of Oil Servicing Companies

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

**11.30 - 13.00** Networking Lunch break:

**13.00 -13.30:** Local Content in Gabon & Cameroon – Trends and Developments

Presenter: Luis Miranda, Director, Miranda Alliance, Houston

14.00-14.30: Coffee/networking break

14.30 –15.00 Global High-Tech Procurement Solutions versus Domestication of Supply Chain Networks

Presenter: Presenter:

- 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: Miriam Grunstein, and Marcelo Neuman

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)