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**M E M O R A N D U M**

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**To : File**

**From : Tamara Brightwell  
Senior Special Counsel  
Division of Corporation Finance  
U.S. Securities and Exchange Commission**

**Re : Section 1504 of the Dodd-Frank Wall Street Reform and Consumer  
Protection Act**

**Date : September 27, 2010**

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On September 27, 2010, Wayne Carnall, Roger Schwall, Tamara Brightwell, Elliot Staffin, and George Schuler of the Division of Corporation Finance, and Jenifer Minke-Girard and Jonathan Duersch of the Office of Chief Accountant, met with members of the American Petroleum Institute. A list of attendees is attached. The participants discussed Section 1504 of the Dodd-Frank Wall Street Reform and Consumer Protection Act, which requires the Commission to issue rules requiring resource extraction issuers to disclose information relating to payments made to governments for the purpose of commercial development of oil, natural gas, or minerals.



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API Meeting with SEC  
September 27, 2010  
11:30am

<u>Company</u>	<u>Representative</u>	<u>Title</u>
ExxonMobil	Pat Mulva Beverley Babcock Joe Horne	Vice President and Controller Assistant Controller Accounting Policy Manager
Anadarko	Bruce Busmire  Cathy Douglas	Vice President, Finance and Treasurer Vice President and Chief Accounting Officer
Chevron	Matt Foehr Al Ziarnik	Vice President, Comptroller Assistant Comptroller
ConocoPhillips	Sigmund Cornelius  Ken Seaman	Senior Vice President Finance and Chief Financial Officer Assistant Controller
Marathon	Joe Bakies  Ed Krause	Manager, Technical Accounting- Planning Assistant Controller, WW E&P
Occidental	Roy Pineci Michael Helm	Vice President, Controller Assistant Controller
API	Misty McGowen Lisa Ceglia Walt Retzsch	Director, Federal Relations Policy Advisor Senior Policy Advisor



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## API Corporate Finance Committee September 27, 2010

### Agenda

- Introductions (5 min) All Attendees
- Opening remarks (10 min) Pat Mulva
- Review agenda (5 min) Al Ziarnik
- EITI process (10 min) Walt Retzsch
  - Background on EITI process
  - Characteristics of EITI payment disclosures
- Technical perspectives (25 min)
  - Shareholder protection Joe Bakies
  - Aggregation and materiality Al Ziarnik
  - Audit, scope and presentation Joe Horne
- SEC timeline and next steps (5 min) Pat Mulva

## Summary of Issues

- **EITI process**

- Background on EITI process
  - EITI is a voluntary, multi-lateral, multi-stakeholder initiative. Participants include governments, investors, civil society and extractive companies.
  - 30 countries have pledged to follow EITI principles.
  - The oil industry supports improved transparency.
- Characteristics of EITI payment disclosures
  - Universality – applies to all parties, including unlisted companies.
  - Confidentiality – aggregation protects sensitive data.
  - Disclosures are separate from normal financial reports.

- **Technical perspectives**

- Shareholder protection
  - Disclosure of project-level and, in some cases, country-level information is competitively sensitive and must respect contracts and host country laws/regulations.
  - Disclosure of project-level information may raise safety and security concerns.
- Aggregation and materiality
  - Disclosure of project-level information raises significant practicality and cost-benefit concerns by vastly increasing the amount of data that must be reported.
  - Project-level payment information is not currently available for some payment categories (e.g., tax payments are made at the legal entity level).
  - System modifications to capture such payments data at the project level do not meet the cost-benefit test.
  - Practical rules must be defined to address materiality.
- Audit, scope and presentation
  - It would be prohibitively expensive to make this part of audited financial reports, regardless of the timeframe.
  - Making transparency reporting part of unaudited disclosures mitigates the cost-benefit concerns, but does not fully resolve the timing concerns. Moving this new requirement outside the annual 60-day reporting timeframe is needed.
  - The scope of required transparency reporting is not clear (e.g., the definition of “processing” and “export” activity appears to conflict with definitions already adopted by the SEC for supplemental oil and gas reporting). The industry believes that extractive activities (e.g., exploration, development, production, upgrading into synthetic oil or natural gas) should be the clear focus of the new transparency rules.
  - Scope decisions made by the SEC in the rules will have a significant impact on the practicality of reporting. A broader scope will complicate reporting and expand the systems requirements.
  - Scope should be limited to consolidated entities only.

- Presentation of transparency reporting should be outside of the Forms 10-K or 20-F to avoid possible confusion with accrual-based information included in the financial statements and notes.
- **SEC timeline and next steps**
  - Timing and comment period for Proposed Rules?
  - Timing of first annual reporting (fiscal year 2011 or 2012?)

**Extractive Industry Transparency Initiative (EITI)  
Overview for September 27, 2010 Meeting with SEC  
API Corporate Finance Committee**

**Background on EITI Process**

- The API and oil industry support the goals of revenue transparency and accountability, but we are concerned that, if not carefully implemented, Section 1504 of Dodd-Frank could fail in its desire to promote transparency and be harmful to investors.
- EITI is a voluntary, multi-lateral, multi-stakeholder initiative begun in 2002 with extractive industries. The oil industry is the leading industry in the initiative. The industry has been at the forefront of efforts seeking improved transparency.
- EITI's main purpose is to establish global standards for companies to publish what they pay for extracting resources and for host governments to disclose what they receive for those resources.
- The key objective of EITI is to provide transparency to government leaders and citizens in developing countries regarding the revenues paid by extractive industries.
- EITI provides a platform for companies, host governments, investors and civil society organizations to work together to improve transparency. They jointly agree on the level of disclosure appropriate for each country.
- EITI contains mechanisms for independent verification of the industry's reported payments through selection of an independent administrator to reconcile payment and receipt figures to international standards.
- EITI includes participation by a group of institutional investors. The investors group has published an "Investors' statement on transparency in the extractive industries" including the following: "We therefore encourage the development of mechanisms to promote payments transparency that respect the following principles:
  - Confidentiality: to ensure that existing contractual agreements and commercially sensitive information are respected;
  - Universality: to ensure that improved disclosure standards apply to all parties. This includes joint ventures, state-owned extractive companies and their host governments;
  - Comprehensiveness: ensuring that all relevant payments and revenues paid to governments are captured, and
  - Comparability: to enable data for different countries to be compared easily"We fully support these principles.
- To date, 30 countries have pledged to follow EITI guidelines, three of which have achieved validation, and 27 countries are undertaking the EITI's external validation process to ensure that they are implementing the program according to agreed standards.
- It is possible implementation of the U.S legislation could lead to the collapse of EITI, resulting in the loss of a cooperative mechanism for encouraging broad-based transparency with the host governments and civil society organizations.

**Characteristics of EITI Payments Disclosures**

- EITI does not require payment disclosures be published at either the company or project level. EITI allows countries to adopt varied levels of disclosure that best meet their needs. Most countries have elected not to disclose payments by company, but rather to aggregate disclosure at the country level. However, some countries have chosen to disclose total payments by company.
- Countries have also varied in their approaches to disaggregation of payment types (also referred to as "benefit streams"). Generally, payment type or benefit stream information has not been disclosed at the company level, but rather in total for the country. However, a few countries (e.g., Liberia, Nigeria, Norway, Sierra Leone and Timor Leste) have provided consolidated payment information by both company and payment type.
- Under any of these scenarios, EITI requires that all companies operating in the country are included in the reporting, so all are treated on an equal basis.

**Extractive Industry Transparency Initiative (EITI)**  
**Overview for September 27, 2010 Meeting with SEC**  
**API Corporate Finance Committee**

- No countries have required disclosure at the project level. Protecting confidentiality of project-level information helps ensure that existing company contractual agreements and commercially sensitive information are respected.
- The EITI principle of universality ensures improved disclosure standards apply to all parties, including state-owned extractive companies and national oil companies (NOCs). When a country adopts EITI, the EITI rules require all extractive entities operating in that jurisdiction must comply with the agreed process. This is often done through national legislation or government mandate.
  - In addition to supporting basic fairness across all extractive entities that are working in a country, it better ensures full transparency of host government revenues is achieved.
  - It also eliminates any potential for unfair competitive or commercial advantage by non-reporting entities.
- Disclosure of payments outside of normal financial reports, such as through EITI, is more consistent with existing financial reporting standards and less likely to confuse investors. Existing financial reporting standards focus on material financial, economic, business and risk information that is useful to investors in making investment decisions. Including a significant volume of payments information is likely to distract investors from more important disclosures. For example, investors may not understand that some current period payments are not necessarily reflected in the current period income statement.
- We believe there are some misconceptions surrounding the requirements of the EITI as reported in the media, including the following:
  - That EITI's own "best practices" require disaggregated reporting by company and payment type.
    - In reality, EITI has no policy or requirement on the degree of disaggregation needed for final published EITI reports.
    - EITI specifically states that the degree of disaggregation is left to the individual countries to decide.
  - That the Dodd-Frank transparency measure is based on the same premise as the EITI, which the API supports, that misuse of revenues can be addressed through transparency.
    - While the API does support the goals of transparency, EITI provides flexibility on the degree of disaggregation by company and payment type. It clearly does not require disclosure of project level information.
    - EITI does not sanction reporting by only a subset of companies active in the country.
  - That the measure will cover 90% of internationally operating extractive companies, that NOCs do not operate outside their home countries, and that the information will be complementary to information provided by other companies.
    - Many significant companies that are not U.S. SEC registrants will be exempt from reporting under this measure. These companies have significant influence on the global extractive industry as evidenced by their worldwide production and reserves summarized in Attachment A.
    - Most NOCs are active on a global basis as demonstrated in Attachment B.
    - Companies not covered by this measure include those listed in Attachments C and D.



# EITI FACT SHEET

19 JULY 2010

The EITI sets a global standard for managing revenues from natural resources

EITI implementation leads to a wide range of benefits

Three and a half billion people live in countries rich in oil, gas and minerals. With good governance, the exploitation of these resources can generate large revenues to foster economic growth and reduce poverty. However when governance is weak, such resources endowments may result in poverty, corruption, and conflict. The Extractive Industries Transparency Initiative (EITI) aims to strengthen governance by improving transparency and accountability in the extractives sector.

The EITI is a global standard that promotes revenue transparency. It has a robust yet flexible methodology for monitoring and reconciling company payments and government revenues at the country level. The process is overseen by participants from the government, companies and national civil society. The EITI Board and the International Secretariat are the guardians of the EITI methodology internationally.

**Governments** benefit from implementing a standardised and internationally recognised procedure for transparency in natural resource management. In many countries, revenues from oil, gas and mining create political and economic distortions and high expectations. The commitment to reconcile company payments and government revenues via a multi-stakeholder process signals a commitment to good governance, improves international credibility, and affirms that the government is committed to fighting corruption.

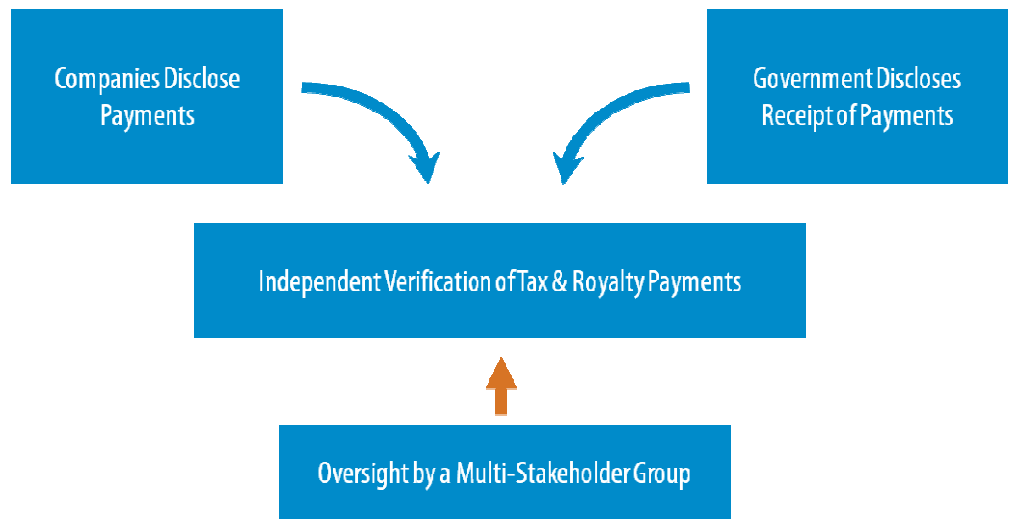
**Companies** benefit from the improved investment climate, engaging in a constructive way with citizens and civil society, and a level playing field as all companies are required to disclose the same information.

**Citizens and civil society** benefit from the increased transparency by being able to hold their government and companies to account when the tax payments are disclosed.

**Energy security** is enhanced by a more transparent and level playing field. Energy net importing countries gain from increased stability in supplier countries. This increased stability encourages long-term investment in production – and thus ensures a more stable supply.



EITI requires companies to publish what they pay, and governments to publish what they receive



Implementation of the EITI is assured by independent 'Validation'



To become an **EITI Candidate**, a country must meet four sign up indicators (see below), including the development of a work plan documenting how the country intends to achieve EITI Compliance. The plan must be discussed with and agreed to by key stakeholders.

To achieve **EITI Compliant** status – or to extend Candidate status beyond 2 years – a country must complete the standard’s quality assurance process - **EITI Validation**. It provides an independent assessment of the progress achieved and identifies what measures are needed to strengthen the EITI process. The Validation is carried out by an independent Validator selected by the Multi-stakeholder Group, using the methodology set out in the **EITI Rules Book**.

If the EITI International Board considers a country to have met all the indicators in the Validation grid, the country will be recognised as **EITI Compliant**. If a country has made good progress, but does not meet all of EITI requirements, the country may apply to retain its Candidate status for a limited period. Where validation shows that no meaningful progress has been achieved, the Board will revoke the country’s Candidate status.

Azerbaijan, Liberia and Mongolia were the first countries to complete EITI Validation. Many other countries are currently preparing to complete EITI Validation.

31 countries are already well underway in implementing the EITI

Around 50 of the largest oil, gas and mining companies are committed to the EITI

A broad coalition of governments, Civil Society, International Organisations supports the EITI

EITI's governance structure reflects its multi-stakeholder nature

**EITI International Secretariat**  
Ruseløkkveien 26, 0251 Oslo, Norway  
Tel +47 22 24 21 05 Fax +47 22 24 21 15  
secretariat@eiti.org  
www.eiti.org

Three countries, Azerbaijan, Liberia and Timor-Leste, are now EITI Compliant Countries. 28 other countries have achieved EITI Candidate status: Afghanistan, Albania, Burkina Faso, Cameroon, Central African Republic, Chad, Democratic Republic of Congo, Republic of Congo, Côte d'Ivoire, Gabon, Ghana, Guinea, Iraq, Kazakhstan, Kyrgyzstan, Mali, Mauritania, Madagascar, Mongolia, Mozambique, Niger, Nigeria, Norway, Peru, Sierra Leone, Tanzania, Yemen, and Zambia.

23 of these countries have disclosed their payments and revenues in an EITI Report. Several other countries have signalled their intent to implement the EITI, and are working towards meeting the sign up indicator requirements.

Around 50 of the world's largest oil, gas and mining companies support and actively participate in the EITI process - through their country operations in implementing countries, international-level commitments, and industry associations. Also, the EITI has won the support of over 80 global investment institutions that collectively manage over \$16 trillion.

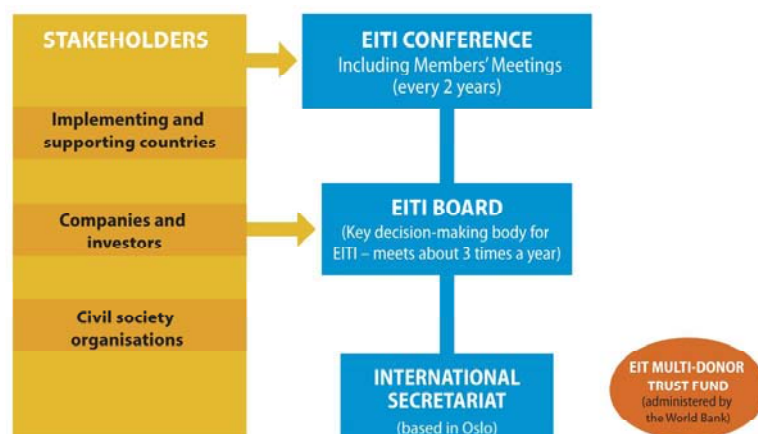
Civil Society Organisations participate in the EITI directly and through the Publish What You Pay campaign, which is supported by over 300 NGOs worldwide.

International Organisations supporting the EITI include the World Bank, IMF, African Development Bank, Asian Development Bank, the Inter-American Development Bank, the European Bank for Reconstruction and Development, and the European Investment Bank. These organisations provide technical and financial support to implementing countries, and support EITI outreach.

A number of governments including Australia, Belgium, Canada, Denmark, Finland, France, Germany, Italy, Japan, the Netherlands, Norway, Spain, Sweden, Switzerland, the United Kingdom and the United States support the EITI. These governments provide political leadership in promoting the Initiative. Many also contribute financially to the international management of the EITI, and support implementation through direct bilateral support to EITI implementing countries or through a multi donor trust fund managed by the World Bank. The EITI has also been endorsed by the UN, G8, G20, AU, the International Organisation of the Francophonie and EU.

The EITI is overseen by the EITI International Board, chaired by Dr Peter Eigen, founder and former chairman of Transparency International. The Board consists of representatives from EITI implementing country governments, extractive companies, civil society groups, investors, and supporting country governments.

The highest governing body is the Members' Meeting at the EITI Global Conference. The last conference in Doha in February 2009 was attended by over 500 people including Heads of States, CEOs and civil society leaders. The next Global Conference will take place early 2011.



How can governments become involved?

There are two ways a government can take part in the EITI. Countries with significant extractive industry sectors can commit to implement the EITI. In addition, any country can become a EITI Supporting Country by formally endorsing the EITI, and by providing political, financial and technical support. In both cases, governments should begin with a clear statement of their commitment to become an implementing or supporting country. Visit [www.eiti.org/supporters/countries](http://www.eiti.org/supporters/countries), or contact the EITI International Secretariat for further advice.

Technical assistance for implementing countries is available from the World Bank administered Multi-Donor Trust Fund, and from several other development agencies.

How can companies become involved?

An **EITI Business Guide** is available on the website that provides guidance on how companies can support revenue transparency and implementation of the EITI.

In short, all companies operating in the relevant sectors in countries implementing EITI have to disclose material payments made to the government.

In addition, any company can become an EITI Supporting Company at the international level by expressing its support to the EITI and contributing to country implementation where appropriate. This does not require any reporting or disclosure in addition to the requirements for all companies operating in the extractive sector in EITI implementing countries. Companies are also asked to make an annual contribution to the management of the EITI. The EITI Secretariat should be contacted about becoming a supporter.

How can organisations become involved?

If your organisation wishes to state its support for the initiative, a public statement of policy is recommended. One way to demonstrate support is to create a page on your organisation's website and submit the link to the EITI Secretariat for posting on the EITI website. For other means of supporting the EITI, please contact the Secretariat.

Want to know more?

**Website** [www.eiti.org](http://www.eiti.org)  
**Email** [secretariat@eiti.org](mailto:secretariat@eiti.org)  
**Telephone** +47 22 24 21 05  
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**Address** EITI Secretariat, Ruseløkkveien 26, 0251 Oslo, Norway



## Investors' Statement on Transparency in the Extractives Sector

As institutional investors with exposure to companies operating around the world, we believe it is in the interest of the companies in which we invest to operate in a business environment that is characterised by stability, transparency and respect for the rule of law. These factors are essential to securing economic prosperity and social cohesion, which, in turn, enable the companies in which we invest to prosper. However, they are frequently undermined by poor standards of governance and transparency, which can give rise to corrupt operating environments.

We are concerned that extractive companies are particularly exposed to the risks posed by operating in these environments. Companies that make legitimate, but undisclosed, payments to governments may be accused of contributing to the conditions under which corruption can thrive. This is a significant business risk, making companies vulnerable to accusations of complicity in corrupt behaviour, impairing their local and global “licence to operate”, rendering them vulnerable to local conflict and insecurity, and possibly compromising their long-term commercial prospects in these markets.

We believe that improved transparency about both payment and revenue flows is an important contributor to good governance by host governments, although its effectiveness will depend on the success of wider initiatives to combat corruption and the misuse of revenues.

We recognise that the root of the governance problem often lies in underdeveloped local capacity in many host countries. However, in the light of the G8 discussions on corruption and increased international attempts to create transparency about revenue flows, we believe that the corporate sector has an important opportunity to support government and multilateral institutions by taking action to protect its own long-term interests.

We acknowledge that the corporate sector cannot single-handedly reform long-standing business practices such as lack of transparency over payments to government, nor can individual companies act alone without compromising their immediate commercial interests. However, we believe that reform will give the extractive companies in which we invest an opportunity to be seen as contributors to, and not just beneficiaries of, economic development and reconstruction.

We therefore encourage the development of mechanisms to promote payments transparency that respect the following principles:



BOSTON COMMON  
ASSET MANAGEMENT, LLC



HBOS plc





Confidentiality: to ensure that existing contractual agreements and commercially sensitive information are respected;

- Universality: to ensure that improved disclosure standards apply to all parties. This includes joint ventures, state-owned extractive companies and their host governments;
- Comprehensiveness: ensuring that all relevant payments and revenues paid to governments are captured, and
- Comparability: to enable data for different countries to be compared easily.



We commend the Extractive Industries Transparency Initiative (EITI) process for seeking to develop an effective system of disclosure regarding payments in the mining, oil and gas sectors, which is supported by home and host governments, commercial and national companies, and other stakeholders.



Within the framework of the G8 discussions on payments transparency and the EITI, we are calling on the companies in which we invest to:



- Support the principles of payments disclosure developed by the EITI process;
- Work proactively with host country governments and other stakeholders, including other companies, to develop and implement payments transparency agreements within those countries that sign the principles;
- Become, or continue to be, active participants in the process to promote take-up of payments transparency agreements by host country governments that are not yet signatories to the principles.



We believe that the EITI principles may be relevant to other sectors, and welcome appropriate initiatives with similar objectives.



As institutional investors representing US\$16.0<sup>1</sup> trillion we actively support the development of international mechanisms to address payments transparency, and encourage other investors to join us in this statement.

August 2009<sup>2</sup>



For further information on this Statement or contact details for the Investors listed below, please contact Julie Mc Dowell, Head of SRI, Standard Life Investments [julie\\_mcdowell@standardlife.com](mailto:julie_mcdowell@standardlife.com) or +44 131 225 2345



<sup>1</sup> This figure is approximate as the assets of certain signatories may be partially included in the Assets Under Management figure of the Association of British Insurers.

<sup>2</sup> This Statement was originally drafted in May 2003, when it was signed by 10 original supporting investors. This version is updated as of August 2009 to include the organisations and contacts that have subsequently signed.



## EITI INVESTOR GROUP



Aberdeen Asset Managers Ltd (UK) – Andrew Preston & Clare Payn  
 ABP Investments – Stephen Lister  
 AEGON Asset Management (UK) – Ryan Smith  
 Allianz Global Investors France, David Diamond  
 Amundi (France) – Micheline Thaumiaux  
 Association of British Insurers (UK) – Lucy Butler  
 Aviva Investors (UK) – Toby Belsom  
 Baillie Gifford & Co (UK) – Kenny Bell  
 Banco Fonder (Sweden) – Helena Hagberg  
 Bâtirente (Canada) – Francois Meloche  
 Boston Common Asset Management (US) – Dawn Wolfe  
 Caisse de Dépôt et Placement du Québec (Canada) – Marie-Claude Provost  
 CAAT Pension Plan (Canada) – Julie C. Cays  
 CalPERS (US) – Dennis Johnson  
 CalSTRS (US) – Janice Hester-Amey  
 Calvert Group Ltd (US) – Lily Donge  
 Canadian Labour Congress (Canada)  
 CCLA (UK) – Neville White  
 Central Finance Board of the Methodist Church (UK) – Bill Seddon  
 Christian Brothers Investment Services (US) – Julie Tanner  
 Co-operative Insurance Society (UK) – Jo Allen  
 CPP Investment Board (Canada) – Brigid Barnett  
 (France) – Micheline Thaumiaux  
 DnB Nor Asset Management/Carlson Investment Management- Allan Emanuelsson  
 Dexia Asset Management (Belgium/France)  
 Domini Social Investments (US) – Adam Kanzer  
 Element Investment Managers (South Africa) – David Couldridge  
 Ethical Funds (Canada) – Robert Walker  
 Ethos Investment Foundation (Switzerland) – Caroline Schum  
 F&C Management (UK) – Karina Litvack  
 Fidelity Investments (UK)  
 Folksam Insurance Group (Sweden)  
 Fonds de Réserve pour les Retraites- Nada Villermain-Lécolier  
 Första AP-fonden (AP1) (Sweden) – Nadine Viel Lamare  
 Gartmore Investment Management plc (UK) – Tony Little  
 Guilé Foundation (Switzerland) - Gilles Carbonnier  
 Goldman Sachs Asset Management International (UK) – Alex Marshall  
 Governance for Owners (UK) – Michelle Edkins  
 Henderson Global Investors (UK) Anthony Marsden  
 Hermes Investment Management Limited (UK) – Jennifer Walmsley  
 Hospital of Ontario Pension Plan (HOOPP) (Canada)  
 HSBC (UK) – Francis Sullivan  
 I.DE.A.M. – Integral Development Asset Management (France) –  
 Micheline Bourny-Thaumiaux  
 Illinois State Board of Investment (US) – William Attwood  
 Inspire Invest –  
 ING Investment Management (The Netherlands) – Hendrik-Jan Boer  
 Insight Investment Management (UK) – Rachel Crossley  
 JPMorgan Asset Management (US) – Amy Davidsen  
 Jupiter Asset Management (UK) – Emma Howard Boyd





Legal & General Investment Management (UK) – Peter Chambers  
 Local Authority Pension Fund Forum (UK) – Tessa Younger  
 Mn Services (Netherlands) – Kim Cartwright  
 Newton Asset Management Ltd (UK) – Amanda Young



New York State Common Retirement Fund (US) – George Wong  
 Norges Bank Investment Management (NBIM) (Norway) – Ola Peter Krohn Gjesvang  
 Nottinghamshire County Council (UK) – John Pearson  
 Ohio Public Employees Retirement System (US) – Cynthia Richson  
 Ontario Teachers' Pensions Plan (OTPP) (Canada) – Catherine Jackson



PGGM (The Netherlands) – Karina Litvack, F&C  
 Railpen Investments (UK) – Frank Curtiss  
 RCM (UK) – Barbara Evans  
 Rio Tinto Pension Investments Ltd (UK) – Stephen Burley  
 Robecco (The Netherlands) – Wilco Van Heteren  
 Sarasin (Switzerland) – Eckhard Plink



Governance for Owners



Schroders Investment Management (UK) – Sue Livingston  
 Scottish Widows Investment Partnership (SWIP) – Anne C Fraser  
 Services Employees International Union (SEIU) (US) – Steve Abrecht  
 SNS (The Netherlands) – Theo Dijkstra  
 Standard Life Investments (UK) – Julie McDowell  
 State of Connecticut (US) – Denise L. Nappier & Donald A. Kirshbaum  
 State Street Global Advisors (US)



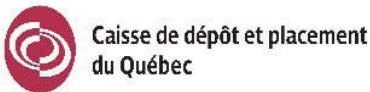
Stichting Pensioenfonds ABP (The Netherlands) – Stephen Lister  
 Storebrand (Norway) – Kristine Meisingset  
 Swiss Re Asset Management (Switzerland) – Paolo Sismondi  
 The Dreyfus Premier Third Century Fund Inc and the Dreyfus  
 Socially Responsible Growth Fund Inc (US) – John O'Toole  
 TIAA-CREF (US) – Hye Won Ehoi



Trades Union Congress (UK) – Janet Williamson  
 Threadneedle Asset Management Ltd. – Therese Niklasson  
 Trillium Asset Management (US)



UBS Global Asset Management (UK) Ltd – Ian Pitfield  
 Universities Superannuation Scheme (UK) – Dan Summerfield  
 Walden Asset Management (US) – Tim Smith  
 York University Pensions Fund (Canada) – Leona Fields



Association of British Insurers 51 Gresham Street, London EC2V 7HQ Tel: 020 7600 3333 Fax: 020 7696



## Top 75 Oil and Gas Companies Oil and Gas Reserves and Production

Source: Energy Intelligence Group Top-100 annual publication covering the "top-100" oil/gas companies 2008

Worldwide Liquids & Gas Reserves and Production				
(million boe)				
Company	Rank	SEC Registrant	Reserves *	Production
National Iranian Oil Company	1	N	311,883	6,202
Saudi Aramco	2	N	308,650	12,106
Iraq Nation Oil Company	3	N	133,650	2,454
Petroleos de Venezuela	4	N	128,713	3,042
Qatar Petroleum	5	N	118,216	1,879
Gazprom	6	N	116,613	9,695
Kuwait Petroleum Corporation	7	N	111,983	2,991
Abu Dhabi National Oil Company	8	N	73,050	2,007
Turkmengas	9	N	46,833	907
Nigerian National Petroleum Corporation	10	N	40,020	1,640
Libya NOC	11	N	39,073	1,547
China National Petroleum Corporation	12	N	37,691	3,847
Sonatrach Petroleum Corporation	13	Y	35,661	3,106
Petronas	14	N	27,020	1,796
Exxon Mobil	15	Y	22,986	3,921
Rosneft	16	N **	22,309	2,320
BP	17	Y	17,888	3,790
Lukoil	18	Y	15,467	1,787
Pemex	19	Y	13,982	3,849
Royal Dutch Shell	20	Y	11,663	3,199
Chevron	21	Y	11,196	2,530
Petrobras	22	Y	11,191	2,400
Surgutneftegas	23	N	10,565	1,463
ConocoPhillips	24	Y	10,224	2,422
Total	25	Y	10,065	2,262
Uzbekneftegas	26	N	8,654	1,062
Egyptian General Petroleum Company	27	N	8,383	835
Eni	28	Y	6,757	1,763
Petrodar	29	N	6,361	680
Oil and Natural Gas Company	30	N	6,298	1,101
Socar	31	N	6,049	308
Tatneft	32	N	5,833	520
Kazmunaigas	33	N	5,547	460
StatoilHydro	34	Y	5,238	1,751
Pertamina	35	N	4,617	327
Novatek	36	N	4,512	546
Sonangol	37	N	4,233	589
SPC	38	N	4,167	285
TNK-BP	39	N	4,045	818
Sinopec	40	N	4,001	945

Company	Rank	SEC Registrant	Reserves *	Production
Canadian Natrual Resources	41	Y	3,906	484
EnCana	42	Y	3,286	774
Occidental	43	Y	2,977	603
YPFB	44	N	2,701	140
Suncor	45	Y	2,573	256
CNOOC	46	Y	2,521	526
BG	47	Y	2,459	619
Devon Energy	48	Y	2,429	649
Bashneft	49	N	2,413	237
Apache	50	Y	2,401	535
XTO	51	Y	2,310	390
Anadarko	52	Y	2,277	563
Petroecuador	53	N	2,145	274
Repsol YPF	54	Y	2,126	918
Chesapeake	55	Y	2,009	384
Inpex	56	N **	1,598	405
Marathon	57	Y	1,583	405
Mangistaumunaigas	58	N	1,546	120
EOG	59	Y	1,448	332
Hess	60	Y	1,432	381
Reliance	61	N **	1,394	42
BHP Billiton	62	N **	1,382	376
Petrovietnam	63	N	1,364	153
Wintershall	64	N	1,298	357
Russneft	65	N	1,235	307
Talisman	66	Y	1,207	352
OMV	67	N **	1,167	306
Ecopetrol	68	Y	1,114	443
Petro-Canada	69	Y	1,091	351
PTT	70	Y	996	253
Pioneer	71	Y	960	114
Nexen	72	Y	926	210
Noble Energy	73	Y	864	214
Woodside	74	N **	835	144
Husky Energy	75	Y	789	284

\* Worldwide Liquids &amp; Gas Reserves

\*\* Voluntary Filer



**National Oil Companies' Foreign Operations**

**Saudi Aramco:** U.S., Egypt, UK, Netherlands, Singapore, China, Hong Kong, Japan, South Korea, UAE, Italy, Malaysia, India

**National Iranian Oil Company (NIOC) –** UK, Germany, Senegal, Azerbaijan, India, Malaysia, Indonesia, Syria

**Oil and Natural Gas Corporation Ltd. (ONGC – India) -** Venezuela, Russia, Brazil, Myanmar, Colombia, Sudan, Vietnam, Syria, Egypt, Iran, Nigeria, Sao Tome and Principe, Libya, Cuba, Republic of Congo, Bermuda, Cyprus, Iraq

**Petroleos de Venezuela S.A. (PDVSA) -** Ecuador, Curacao, Dutch Antilles, China, Sweden, Germany, U.S., U.S. Virgin Islands, Brazil, Belgium, UK

**Petrobras -** Angola, Argentina, Bolivia, Chile, Colombia, Ecuador, India, Iran, Japan, Libya, Mexico, Mozambique, Nigeria, Pakistan, Paraguay, Peru, Portugal, Senegal, Tanzania, Turkey, Uruguay, U.S., Cape Verde, Cuba, Guinea Bissau, Niger, Mali, Togo

**Petroleos Mexicanos (PEMEX – Mexico) -** United States

**GAZPROM (Russia) -** Algeria, Bolivia, India, Venezuela, Vietnam, Kazakhstan, Uzbekistan, Kyrgyzstan, Tajikistan, Turkey, Hungary, Greece, Serbia, Belarus, Germany, China, Italy, Libya, Slovenia

**ROSNEFT (Russia) -** Kazakhstan, Belarus, Poland, Algeria

**CNPC -** Chad, Equatorial Guinea, Libya, Mauritania, Niger, Nigeria, Sudan, Tunisia, Oman, Iran, Syria, Mongolia, Myanmar, Indonesia, Thailand, Russia, Kazakhstan, Turkmenistan, Uzbekistan, Azerbaijan, Canada, Ecuador, Peru, Venezuela, Iraq, Algeria

**CNOOC -** Australia, Equatorial Guinea, Nigeria, Kazakhstan, Canada, Iran, Brazil (preliminary interest only)

**Sinopec -** Ecuador, Nigeria, Angola, Canada, Russia, Venezuela, Sudan, Algeria, Congo-Grazzaville, Kazakhstan, Australia, Saudi Arabia, Papua New Guinea, Kuwait

**Petronas -** Algeria, Argentina, Australia, Benin, Cambodia, Cameroon, Chad, China, Egypt, Equatorial Guinea, Ethiopia, India, Indonesia, Iran, Japan, Morocco, Mozambique, Myanmar, Nigeria, Pakistan, Philippines, Russia, South Africa, Sudan, Thailand, Timor Leste, Turkmenistan, UK, Uzbekistan, Vietnam

**Inpex -** Kazakhstan, Indonesia, Australia, Canada, Venezuela, Brazil, U.S., UAE, Democratic Republic of Congo, Egypt, Algeria, Azerbaijan, Turkey,

**State Oil Corporation of Azerbaijan (SOCAR) -** Ukraine, Georgia, Turkey, Romania, Switzerland

**STATOILHYDRO (Norway)** - Denmark, Germany, U.S., UK, Latvia, Singapore, Poland, Lithuania, Estonia, Sweden, Canada, Cuba, Venezuela, Brazil, Ireland, Algeria, Libya, Egypt, Nigeria, Angola, Mozambique, Iran, Iraq, Azerbaijan, Russia, India, China

**Qatar General Petroleum Corporation (QGPC)** - Australia, Bahrain, Egypt, India, Kuwait, Libya, Saudi Arabia, United Arab Emirates

**Kuwait Petroleum Corporation** - Belgium, Denmark, Italy, Kuwait, Luxembourg, Netherlands, Spain, Sweden, U.S.; KPC also owns U.S.-based exploration services firm Santa Fe International.

**National Oil Company (Libya)** - Chad, Cyprus, Egypt, Germany, Italy, Kenya, Libya, Mali, Malta, Monaco, Netherlands, Niger, Senegal, Spain, Switzerland, Uganda

**Sonangol (Angola)** – Gabon, Republic of the Congo, China subsidiary (China Sonangol International Holding Limited), Cape Verde, Democratic Republic of the Congo, Portugal, Sao Tome e Principe, U.S., UK, Singapore

Source: BMI

Updated - March 16, 2010

	A	B	C	F
1			<b>Companies operating in each country</b>	<b>Attachment C</b>
2	<b>Country</b>	<b>EITI Implementing Countries</b>	<b>Companies that report to the SEC</b>	<b>Companies that do not report to the SEC</b>
3	Algeria		Amerada Hess, Anadarko, ConocoPhillips, BHP Billiton, BP, ENI, Gaz de France, Petrobras, Repsol-YPF, StatoilHydro, Talisman, Total (3/07)	ABB, Cepsa, CNODC, CNPC, Enagas, Endesa, Enel, Maersk, Petrofac, Wintershall, Woodside
4	Angola		BP, Chevron, Devon Energy, Eni, ExxonMobil, Marathon, Occidental, Petrobras, ConocoPhillips, Sinopec, StatoilHydro, Total (03/08)	Maersk, Petrogal, Roc Oil
5	Azerbaijan	X	BP, Chevron, StatoilHydro, ExxonMobil, Devon Energy, Amerada Hess, Total, Chevron, Royal Dutch Shell, ConocoPhillips, BMB	Lukoil, Inpex, TPAO, Itochu, Wintershall, Alberta Energy, JAOC, Teikoku, Itochu Rafi Oil, CNPK of China, Arawak Energy of Canada, Russneft, Caspian Energy Group (UK),
6	Bahrain		Chevron, ExxonMobil (3/08)	
7	Bolivia		BP, Chevron, Petrobras, Repsol-YPF, Total (12/07)	BG, Pluspetrol,
8	Brunei		Shell, Total (4/07)	Mitsubishi
9	Cameroon	X	ExxonMobil, Chevron, Total, Shell, and	Petronas, Perenco
10	Chad		ExxonMobil, Chevron, Total, Shell, and	Petronas, Perenco
11	Colombia		BP, Occidental Petroleum, Nexen (Canada), Chevron (9/07)	Petrobank Energy and Resources (Canada)
12	Congo, Rep. of (Brazzaville)	X	Anadarko, Chevron, ExxonMobil, Murphy Oil, Sasol, Shell, Total (5/07)	Energy Africa, Heritage Oil, Maurel and Prom, Perenco, Tacoma
13	Cote d' Ivoire	X	Canadian Natural Resources, Chevron, ENI, ExxonMobil, Devon Energy, PanCanadian Petroleum, Shell, Total (7/08)	Addax, Afren Energy, Dana Petroleum, Energy Africa, Gentry, Gulf Canada, Mondoil, Pluspetrol, Stratic Energy, Tullow, Vanco Energy
14	Ecuador		Repsol-YPF	Andes Petroleum
15	Equatorial Guinea	X	Amerada Hess, Chevron, Devon Energy, ExxonMobil, Marathon Oil, Noble Affiliates, CNOOC (10/07)	Energy Africa, Petronas, Tullow, Petro SA, BG Gas Marketing LTD
16	Gabon	X	Shell, Total, Vaalco (11/07)	Addax Petroleum, Tullow Oil, Maurel et Prom
17	Ghana	X	Anadarko, ExxonMobil	Tullow, Kosmos Energy, Ghana National Petroleum Corp., Sabre Oil & Gas, EO Group
18	Indonesia		BP, Chevron, CNOOC, ConocoPhillips, ExxonMobil, PetroChina, Total (1/07)	Inpex, KG, Mitsubishi, Nippon Oil, Petronas, Vico
19	Iran		BHP, Bow Valley, Eni, Total, Royal Dutch Shell, Sinopec, Sheer Energy, StatoilHydro (10/07)	BG, Indian Oil Company, Gazprom, Lukoil, OMV, Petronas
20	Iraq		Ivanhoe, ConocoPhillips, Total, Royal Dutch Shell, Repsol YPF, (8/07)	Petoil, Prime Natural Resources, Calibre Energy, Taq Taq Operating Company, Addax Petroleum, Genel Enerji, DNO ASA, KRG, Western Oil Sands, Sterling Energy, Heritage Oil Corporation, Inpex, Petrel Resources, Crescent Petroleum, Reliance Industries, Soyuzneftgaz, Chinese National Petroleum Company (CNPC), Korean National Oil Company, Lukoil, Petrovietnam, TPAO, Indonesia's PT Pertamina, OGI, DanaGas, Gulfsands Petroleum, Botas, Tekfen
21	Kazakhstan	X	Chevron, Total, ExxonMobil, Shell, ENI, StatoilHydro, LG International Corp, Repsol, MOL Rt, ConocoPhillips, (2/08)	CNPC, BG Group, Lukoil, Korean National Oil Corp (KNOC), Vertom, Vegyepszer (Hungary), Inpex, Rosneft, Gazprom, Oman Oil Company
22	Kuwait		BP, Chevron, Total, ExxonMobil, Shell, Fluor Corp (11/06)	Arabian Oil Company, Parsons Corp.,
23	Libya		Amerada Hess, Canadian Occidental, Chevron, Eni, Husky Oil, Occidental, PetroCanada, Repsol, Shell, StatoilHydro, Total (7/07)	CNPC, Indian Oil Corp., Liwa (UAE), Medco Energy (Indonesia), Naftogaz Ukrainy, Nimr Petroleum (Saudi Arabia), OMV, ONGC, Pedco (South Korea), Petrobras (Brazil), Petronas (Malaysia), Red Sea Oil Corp. (Canada), Verenex (Canada), Wintershall (Germany), Woodside (Australia)
24	Mauritania	X	Repsol	China National Petroleum Co., Woodside Petroleum, Hardman Resources
25	Mexico			
26	Niger	X		CNPC, Petronas
27	Nigeria	X	BP, Chevron, ConocoPhillips, ENI, ExxonMobil, Nexen, Petrobras, Shell, Sinopec, StatoilHydro, Sun Oil, Tenneco, Total (4/07)	British Gas, Deminex
28	Norway	X	BP, Chevron, ConocoPhillips, ExxonMobil, Marathon, StatoilHydro	Norsk Hydro
29	Oman		BP, Occidental Petroleum, Shell, Total (4/07)	BG, CNPC, Indago Petroleum, Partex, PTTEP

	A	B	C	F
2	<b>Country</b>	<b>EITI Implementing Countries</b>	<b>Companies that report to the SEC</b>	<b>Companies that do not report to the SEC</b>
30	<b>Peru</b>	X	Empresa de Energia de Bogota, Hunt Oil, Petrobas, ConocoPhillips, Repsol-YPF, SK Energy, Technit, (6/08)	Hyundai, Interconexion Eletrica, Maple Production, Perenco, Petro-Tech, Pluspetrol, Sapet, Sonatrach, Tractebel, Transel ca
31	<b>Qatar</b>		Anadarko Petroleum, BP, Chevron, ExxonMobil, Mitsui, Occidental Petroleum, Shell, Total (5/07)	Maersk Oil, Marubeni
32	<b>Russia</b>		ExxonMobil, Shell, ConocoPhillips, BP, Chevron	Novatek, Itera, and Northgaz
33	<b>São Tomé and Príncipe</b>	X	Chevron, ExxonMobil, Sinopec	Addax Petroleum
34	<b>Saudi Arabia</b>		Royal Dutch Shell, Total, ConocoPhillips, Sinopec, Eni, Repsol, Chevron (3/08)	Lukoil, Sumitomo Chemical
35	<b>Sudan</b>		Total SA, Marathon Oil Corporation (4/07) [important note: Marathon is listed because it believes it has rights to production under an old lease (1980ish?) in partnership with Total, but it is not exercising its rights and no production is occurring on the lease pending Marathon's attempts to a) get clarification of its rights and b) sell said rights]	China National Petroleum Corporation (CNPC), India's Oil and Natural Gas Corporation (ONGC), Petronas, Kuwait Foreign Petroleum Company
36	<b>Syria</b>		Shell Oil, Total, Petro-Canada	Stroytransgaz, Soyuzneftegaz, ONCG, CPNC, INA Naftaplin
37	<b>Timor-Leste</b>	X	N/A	
38	<b>Trinidad &amp; Tobago</b>		BHP Billiton, BP, and Repsol-YPF, Chevron	Petrotrin, BG
39	<b>Turkmenistan</b>		Eni	Petronas, Dragon Oil, Maersk Oil (Denmark), Wintershall (Germany), ONGC (India)
40	<b>Uganda</b>			Tullow
41	<b>United Arab Emirates</b>		ExxonMobil	
42	<b>Uzbekistan</b>			Soyuzneftegaz, CNPC, Petronas
43	<b>Venezuela</b>		BP, Chevron, Repsol-YPF, Royal Dutch Shell, StatoilHydro, Total (10/07)	CNPC
44	<b>Vietnam</b>		BP, Chevron, ConocoPhillips, ExxonMobil, Nexen, StatoilHydro, Talisman, Total (7/07)	Idemitsu Kosan, KNOC, Mitsubishi, Nippon Oil, ONGC Videsh, Petronas Carigali, Premier Oil, PTTEP, Santos, Zarubezhneft
45	<b>Yemen</b>	X	ExxonMobil, Nexen, Hunt Oil, Total, Occidental, SK Corporation, Sinopec (10/07)	Cepsa, Korea National Oil Company, Kufpec, DNO, Safer E&P Operation, Dove Energy, Calvally, VICOM, Oil Search, OMV, PanCanadian, Soco, Vintage Oil
46				
47	<b>Source: <a href="http://www.eia.doe.gov">www.eia.doe.gov</a></b>			
48	<b>Updated 10/16/09</b>			

**Foreign companies covered and not covered by Dodd-Frank Act**

An initial legal assessment indicates that foreign companies would only be covered if they have securities listed on a US stock exchange, or have made a public offering of their securities in the US, or are otherwise required to file periodic reports (annual/quarterly) with the SEC. This would pick up a foreign issuer whose ADRs are traded on a stock exchange, but would NOT pick up a foreign issuer with ADRs traded in the US over-the-counter market (these companies are mostly exempt from the requirement to file periodic reports with the SEC). In addition, most national oil companies, which operate globally and currently control almost 80 percent of world oil reserves, would not be covered by Dodd-Frank Act.

**Oil and Gas Companies with ADRs on the NYSE (covered by Issuers language)**

BP	Petroleo Brasileiro – Pref
China National Offshore Oil Company (CNOOC)	Repsol YPF
China Petroleum & Chemical	Royal Dutch Shell - A Shares &
Ecopetrol	Royal Dutch Shell - B Shares
Eni	Sasol
Petrobras Energia	Statoil Hydro
PetroChina	TOTAL
Petroleo Brasileiro – Com &	YPF

**Oil and Gas Companies with ADRs on the OTC markets (NOT covered by Issuers language)**

Amadeus Energy	Premier Oil
Aygas A.S.	Prosafe Production
Basic Consolidated	PT Energi Mega Persada Tbk
Cairn Energy	PTT Exploration and Production
Caltex Australia	Range Resources
CNPC (Hong Kong) Ltd	S-Oil – Com and S-Oil Pref
Cue Energy Resources	Saipem Spa
Det Norske Oljeselskap	Salamander Energy
DNO International ASA	Santos
First Australian Resources	SBM Offshore
Galp Energia SGPS SA	Sevan Marine
Gazprom	Singapore Petroleum
Greenvale Mining	Sinopec Kantons
Grupa Lotos	Sol Petroleo
Idemitsu Kosan	Southern Pacific Petroleum
INPEX	Surgutneftegaz and Surgutneftegaz – Pref
JKX Oil & Gas	Tatneft
Jutal Offshore Oil Services	Teekay Petrojarl
LUKOIL	TGS NOPEC Geophysical Co
Lundin Petroleum AB	The New Zealand Refining
Melrose Resources	TomCo Energy
MOL Magyar Olaj-ES Gazipari	TONENGENERAL SEKIYU
New Zealand Oil and Gas	Tullow Oil
Nighthawk Energy	Ukmafta
Norse Energy	Vallourec
OGX PETROLEO E GAS PARTICIPACOES	Venture Production
Oil Search	Victoria Petroleum
OMV	Westralian Gas and Power
Origin Energy	Wilmar
OSAKA GAS	Woodside Petroleum
Petrol Ofisi A.S.	WorleyParsons
Petron	Xiniao Gas Holdings
Petrolplus Holding	BG Group
Petsec Energy	Gazprom Neft
Polski Koncern Naftowy Orlen	Linc Energy
Polski Gronictwo Naftowe i Gazownictwo SA	Pryme Oil & Gas

Source: Bank of NY Mellon, 2009, updated 2010