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# USAID ENERGY POLICY PROGRAM

## MONTHLY PROGRESS REPORT MARCH 2015

COMMERCIAL ADVISORY SUPPORT FOR  
LNG PROCUREMENT

**April 2015**

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# FGE MARCH 2015 MONTHLY PROGRESS REPORT

During the month of March, FGE worked on one task order as follows:

- I. Ongoing LNG Support to the Government of Pakistan
  - a. Continue to review further Doha SPA drafts and strategy, including FSRU compatibility and liaise with Excelerate.
  - b. We are working with the GOP on the SPA, but the GOP is making the decisions on various commercial clauses that FGE does not always recommend, support or advise.
  - c. Prepare new draft SPA for QG, drafting clauses that are not advised and will only prolong the negotiations.
  - d. March 10 presentation to the GOP's pricing committee via skype explaining LNG prices as well as the current and forecast market outlooks. Extended discussions focused on specific pricing formula slopes and constants and recommendations on where the GOP's position should be.
  - e. Travel to Islamabad on 12 March to finalize Qatargas SPA and help with a commissioning cargo that came on the FSRU.
  - f. Assist with communication with Excelerate and coordinating the commissioning cargo.
  - g. Presentation to the 4<sup>th</sup> meeting of the Pricing Committee at the Ministry in Islamabad on March 20. SSGC and SNGPL in attendance via video conference.
  - h. Continue to liaise with other potential suppliers and facilitate with future G2G relationships with Petronas, CNOOC, and Gazprom. Note that CNOOC met with MD ISGS in Beijing in March and then a CNOOC delegation came to Islamabad the last week in March.
  - i. Travel to Doha on March 30 to meet with Qatargas to continue to finalize the SPA. Preparation for pricing negotiations with price committee in Doha. Note that the Pricing Committee postponed the planned meeting that was intended for 2 April 2015.

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