

From: [Bob Fleck](#)
To: [Bown, Charles W.](#)
Cc: [David Barrowman](#)
Subject: RE: Ziff Paper and review
Date: Thursday, November 1, 2012 10:13:45 AM
Attachments: [Wood Mackenzie Comments on Ziff Analysis 1 Nov 2012.pdf](#)

Charles,

I had to go through the paper to make it read correctly, reflecting analysis instead of report. Please review and let me know if I missed anything.

Regards,

Bob

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From: Bown, Charles W. [<mailto:crown@gov.nl.ca>]
Sent: Wednesday, October 31, 2012 7:11 PM
To: Bob Fleck
Cc: David Barrowman
Subject: RE: Ziff Paper and review

Bob

Can you edit the first sentence to note that you reviewed an analysis by ziff on a pipeline solution for grand banks gas rather than a report by Ziif. We have combined both of Ziffs reports into one document and the LNG option was not the subject of this review. This means that now the term "report" is not entirely accurate. Thanks. With is change the Pipeline commentary is final. Thank-you for the great information, advice and analysis.

Charles

From: Bob Fleck [<mailto:bob.fleck@woodmac.com>]
Sent: October-31-12 10:20 AM
To: Bown, Charles W.
Cc: David Barrowman
Subject: RE: Ziff Paper and review

Good Morning Charles,

Attached please find Wood Mackenzie's review of Ziff's report in regards to the utilization of natural gas produced from the White Rose field to power generation on Newfoundland.

Please let me know if you have any questions, comments, or other needs.

Regards,

Bob

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From: Bown, Charles W. [<mailto:cbown@gov.nl.ca>]
Sent: Tuesday, October 30, 2012 5:05 PM
To: Bob Fleck
Subject: Re: Ziff Paper and review

Today is good. At your convenience.

From: Bob Fleck [<mailto:bob.fleck@woodmac.com>]
Sent: Tuesday, October 30, 2012 06:34 PM
To: Bown, Charles W.
Subject: RE: Ziff Paper and review

Charles,

I have just gotten power et al restored. I can talk today or tomorrow, assuming you have not already spoken with David Barrowman.

Regards,

Bob

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From: Bown, Charles W. [<mailto:crown@gov.nl.ca>]

Sent: Tuesday, October 30, 2012 2:01 PM

To: Bob Fleck

Cc: David Barrowman

Subject: RE: Ziff Paper and review

Bob;

We've combined both reports into one; none of the matters you reviewed has changed. Please reflect that you have reviewed on report (two elements in your comments). I'd like to discuss at your convenience.

Charles

From: Bob Fleck [<mailto:bob.fleck@woodmac.com>]

Sent: Tuesday, October 30, 2012 3:05 PM

To: Bown, Charles W.

Subject: Re: Ziff Paper and review

You can call David Barrowman to discuss as well

Sent from my iPhone

On Oct 30, 2012, at 12:13 PM, "Bown, Charles W." <crown@gov.nl.ca> wrote:

Bob

Are you ok for a call later this afternoon?

Charles

From: Bob Fleck [<mailto:bob.fleck@woodmac.com>]
Sent: Monday, October 29, 2012 09:36 PM
To: Bown, Charles W.
Subject: Re: Ziff Paper and review

No power or phone. Trying to save battery so will call when I can

Sent from my iPhone

On Oct 29, 2012, at 4:52 PM, "Bown, Charles W." <cdown@gov.nl.ca> wrote:

<image001.gif>

Bob;

Please call. 709.685.9189

Charles

From: Bob Fleck [<mailto:bob.fleck@woodmac.com>]
Sent: Monday, October 29, 2012 10:20 AM
To: Bown, Charles W.
Cc: David Barrowman
Subject: RE: Ziff Paper and review

Good morning Charles,

Preparing for storm Sandy here, but so far so good. I did get some minor feedback over the weekend from Massimo and have incorporated into the attached version of the paper. Please work off this version in your review. I should be here all week, although communications will entirely depend on power outages... I'm hoping I'm far enough north to not have problems, but the maps show us clearing within the "probable" zone for power outages over the next 48 hours.

I would suggest copying David Barrowman on any correspondence in case I am not reachable.

Kindest regards,

Bob

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From: Bown, Charles W. [<mailto:cbown@gov.nl.ca>]
Sent: Friday, October 26, 2012 2:21 PM
To: Bob Fleck
Subject: Re: Ziff Paper and review

Hi Bob
What's the status of your review letter?
Charles

From: Bob Fleck [<mailto:bob.fleck@woodmac.com>]
Sent: Saturday, October 20, 2012 11:11 AM
To: Bown, Charles W.
Subject: RE: Ziff Paper and review

OK,

I'll pass on to the team.

Bob Fleck

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From: Bown, Charles W. [<mailto:cbown@gov.nl.ca>]
Sent: Saturday, October 20, 2012 9:28 AM

To: Bob Fleck
Subject: RE: Ziff Paper and review

Final for commentary. Any change past this point would likely only be grammatical.

Charles

From: Bob Fleck [<mailto:bob.fleck@woodmac.com>]
Sent: Saturday, October 20, 2012 10:57 AM
To: Bown, Charles W.
Subject: RE: Ziff Paper and review

Charles,

Are these for simple review, or the final versions for us to write a commentary?

Bob

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From: Bown, Charles W. [<mailto:cbown@gov.nl.ca>]
Sent: Saturday, October 20, 2012 8:53 AM
To: Bob Fleck
Cc: David Barrowman
Subject: RE: Ziff Paper and review

Bob;

Ziff has provided us with two new versions of the papers. They are attached for your review.

Charles

From: Bob Fleck [<mailto:bob.fleck@woodmac.com>]
Sent: Wednesday, October 17, 2012 4:53 PM
To: Bown, Charles W.
Cc: David Barrowman
Subject: RE: Ziff Paper and review

Thank you for the update Charles...I'll inform the team so they can work on that piece.

Regards,

Bob

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From: Bown, Charles W. [<mailto:cbown@gov.nl.ca>]
Sent: Wednesday, October 17, 2012 3:22 PM
To: Bob Fleck
Cc: David Barrowman
Subject: RE: Ziff Paper and review

Bob;

We are working through a couple of technical issues on the pipeline paper and expect to have something for the end of the week. The LNG paper looks to be static and you can proceed to conclude your review on that document. The deadline can be relaxed until I give you further notice.

Charles

From: Bob Fleck [<mailto:bob.fleck@woodmac.com>]
Sent: Wednesday, October 17, 2012 4:47 PM
To: Bown, Charles W.
Cc: David Barrowman
Subject: Ziff Paper and review

Dear Charles,

David is traveling this week and asked that I stay on top of the Ziff paper review. I have not received anything and am concerned about meeting the deadlines indicated last week.

Please advise the current status of things.

Kindest regards,

Bob

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VP Americas Gas and Power Consulting

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Introduction

Wood Mackenzie has been engaged by the Newfoundland and Labrador Department of Natural Resources (DNR) for the purpose of reviewing and commenting on an analysis prepared for the DNR by Ziff Energy Group (Ziff) on a pipeline solution for Grand Banks gas. Wood Mackenzie has used its independent views and its in-depth knowledge of the costs of production and transportation of natural gas from off-shore plays, such as the White Rose field to reach the conclusions herein. Wood Mackenzie has not reviewed Ziff's modeling or internal processes, rather we have compared our independent views on the issues as compared to the conclusions of Ziff's analysis.

Review of “Grand Banks Natural Gas As An Island Electric Generation Option”

Cost analysis of offshore infrastructure

The Ziff analysis examines three scenarios for the development of gas resources in the Grand Banks. Cost estimates relate to the expense to produce gas in addition to existing oil production and are all in 2012 terms.

General cost assumptions

Ziff assumes the costs of wells for gas production will be Cdn\$50 million each. Wood Mackenzie believes this is a reasonable representation of expected well costs in this environment. For an oil and gas reservoir, operators may have the option to drill and complete wells that produce both oil and gas, thus reducing the element of costs per well that would be related to gas production. However, given the need for a reliable source of gas, dedicated gas wells would be more appropriate, thereby justifying the approach of assuming gas-only production wells.

An assumption of Cdn\$400 million for an offshore gas conditioning plant has been indicated. Ziff states that this will cost around twice the amount of an equivalent plant located onshore in Alberta. We feel that this is a reasonable assumption, given the more complex and sophisticated technology that would be required to install the facilities offshore with more limited space. There is however significant risk of higher costs, which could arise in particular due to regulatory specification requirements and installation.

Stand Alone Development

Ziff assumes the cost for a Gravity Based Structure (GBS) to manage gas production would be between Cdn\$1.5 and 2.4 billion. GBS facilities are notoriously expensive – Wood Mackenzie estimates that ExxonMobil's Hebron GBS, due onstream in 2018, will cost

approximately Cdn\$6 billion. The structure proposed in the Ziff paper would be smaller in scale and therefore less costly. Nevertheless, we expect costs would be right at the top end of Ziff's estimated range, and expect Cdn\$2.5 billion to be a more representative conservative estimate.

FPSO

To use the existing White Rose FPSO, Ziff assumes a refit would cost Cdn\$600 million (including Cdn\$400 million for the gas plant). Ziff states that turret and vessel modifications would make up the balancing Cdn\$200 million, and likely exceed this amount. We also feel that these modifications would likely be higher – a total cost of Cdn\$800 million would be more representative of a conservative estimate for FPSO refit.

The analysis assumes vessel replacement would be required by 2030, assigning a cost to represent the gas element of Cdn\$450 million. This is split as Cdn\$250 million for refit of an existing oil FPSO, and Cdn\$200 million to transfer the gas plant. This is representative of current costs that could be achieved, but there is considerable upside risk to these cost estimates. In addition to the cost risks in common with any offshore development, there is presently increasing demand in the FPSO market. While it is difficult to state the condition of the FPSO market in 2030, we feel it may be more prudent to assume a higher cost for the gas element of an FPSO replacement, in the order of Cdn\$600 million.

Integrated West White Rose

Ziff considers the scenario of expanding Husky's West White Rose GBS to incorporate gas production. Additional costs of 50% are assumed, equating to Cdn\$1.1 billion. We agree that an incremental cost factor of 50% is appropriate. However, the implied total cost of Cdn\$2.2 billion would represent the lowest end of the likely cost range. Ultimately the specifications of this smaller GBS will determine cost, but for a base estimate, Cdn\$3 billion would be more representative and better cover upside cost risks. Consequently, we feel the incremental cost for gas production would equate to Cdn\$1.5 billion.

Pipeline

Ziff estimates that a pipeline from production to shore would cost Cdn\$640 to 1,165 million. This estimate is based on an estimate of Cdn\$182,000/inch-mile which, under the assumption of a 16-inch diameter, equates to around Cdn\$1.8 million per kilometre. This is a reasonable representation of offshore pipeline costs.

The length of pipeline required ranges from 350 to 640 kilometres, depending on the route chosen. The choices are a short route to shore, or longer deeper route to avoid potential iceberg scour. Ziff rightly states that in the case of a short route, there would be additional cost for trenching the pipeline to avoid iceberg scour. Pipeline trenching costs would depend on requirements specific to the environment, and as such it is hard to place a definitive cost on them. Nevertheless, given that the shorter route would require more trenching, it is fair to say that the lower cost estimate provided should be used as a guide only and does not reflect this uncertainty, indicating a likely higher cost for the pipeline.

Comment on inflation

The Ziff analysis does not factor in any assumption for future cost inflation. In the Canadian upstream oil and gas sector there is ongoing expansion of operations in several sectors, most notably within tight/shale gas and oil sands. We expect inflationary pressures in the

sector to remain into the future, impacting the economics of an offshore development. This warrants a mention as part of the analysis.

Comments on presentation by Dr. Brunneau

Ziff's analysis comments on some of the assertions made by Dr Brunneau's presentation regarding the viability of natural gas production in the Grand Banks. For comments relating to the feasibility of an offshore gas production development, we find Ziff's comments to be reasonable. We will add to Ziff's comments that Dr. Brunneau's assumption that producers will sell gas to Newfoundland at a Henry Hub price is pure speculation, as the price must support the costs plus a reasonable profit in order for a producer to be incentivized to produce the gas.

Wood Mackenzie's Conclusions

Wood Mackenzie generally finds Ziff's analysis and conclusions relative to natural gas as a fuel source for Newfoundland to be reasonable in regards to the use of natural gas produced in the White Rose fields. If anything, Wood Mackenzie's estimates of costs in this area would tend to be higher, rather than lower than those determined by Ziff. Additionally, we believe that the Government of Newfoundland may find it difficult to enter a contract for that gas that would make the producers interested in producing the gas for market due to the costs of production and the low level of requirements that Newfoundland will have for power generation.