

Annual Report 2006



ASSOCIATION OF DUTCH SUPPLIERS IN THE OIL AND GAS INDUSTRY



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and Managing Director
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AS PER 31 DECEMBER 2006

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IRO R. Liem (Co-ordinator)



The IRO team, from left to right:
Ruud Liem, Hans de Boer,
Rena Babetti, José de Goede,
Marjo Hakkenbrak, Judith de Groot,
Marloes Kraaijeveld.

PREFACE

Continuing the success of the previous year, the Dutch upstream oil and gas industry performed very well in 2006. Activities on the Dutch Continental Shelf increased further, thanks to several new exploration and production projects which were initiated in the course of the year. However, most business was still generated in areas outside the North Sea, in particular the Gulf of Mexico, the Middle East, West Africa, Central Asia and the Far East.

So, too, for the executive office of the association it was again a busy and successful year. As in previous years, high priority was given to the external communication with the members of the association. Five member-get-together meetings (LOL meetings), four public meetings, two general meetings as well as three seminars and workshops proved again to be a successful formula to strengthen the network between members. In September the association celebrated its 35th anniversary with a successful seminar and a well attended gala dinner boat cruise in the port of Rotterdam. Visits by the managing director and other staff members to individual member companies were further intensified and provided a lot of new ideas for expansion of the service level of the association.

The IRO Well Services Group, the IRO Offshore Wind Energy Group, the IRO Export Group, the IRO Safety and Training Group and the IRO Gas Group all had a busy year with various activities and a continuing growth of membership figures. The IRO Personnel Services Group was officially founded in January and had four successful meetings during the year. The oil and gas training course, which was initiated in 2003, continued to be a great success with six courses over the year. All courses were fully booked well in advance.

IRO's participation in nine international exhibitions, two trade missions and three foreign matchmaking events contributed to the further strengthening of our international ties and export activities.

The upturn in the oil and gas industry was also reflected in the success of IRO. The association saw a net growth of 26 new enthusiastic members over the year. In view of the positive prospects of the oil and gas industry, the association and its members have good reasons for a continued optimistic outlook to the forthcoming years!

Since its foundation in 1971 association IRO furthers the interests of the Dutch supply and service companies in the upstream oil and gas industry. Members cover all activities involved in the supply industry, such as engineering, field development, pipeline installation, maintenance and material and equipment supply / manufacturing, onshore as well as offshore.

IRO represents the interests of its 300 member companies towards the government and prospective customers, facilitates export promotion and subsidies for innovative technology and has a wealth of information available. Furthermore, member companies can use the vast national and international network to boost their business.



INNOVATIVE TECHNOLOGY

Motivating IRO members to participate in innovative technology programmes proves to be a difficult task. Most IRO members are SME companies that do not have dedicated departments or persons responsible for innovative technology development. Also the conditions to participate in a government programme are often considered to be too bureaucratic. Furthermore as a result of the boom in the oil and gas industry most companies are too busy with their daily work. Though IRO companies are reluctant to participate in innovative technology programmes, it does not mean that they are not innovative. In the framework of projects where clients are willing to pay for a solution many new innovations are introduced.

As a follow-up of the IRO Innovation Event in 2005 IRO is planning to organize an innovation event in 2007. Whereas in the 2005 event an overview of innovation programmes in the oil and gas industry was presented, the 2007 IRO Innovation Event will give IRO members the opportunity to present their own innovations. IRO did not initiate any innovative technology activities of its own in 2006. However, IRO supported various innovative technology events and programmes organized by other organizations.

Offshore Service Industry Workshop

The Strategic Agenda initiated by the Ministry of Economic Affairs and developed by the Dutch offshore industry was presented in a workshop on 13 March 2006 in the World Trade Centre in Rotterdam. The workshop was organized by the Ministry of Economic Affairs and endorsed by 'Het Maritiem Kennis Centrum', The Dutch Maritime Platform and IRO.

About 150 representatives of the oil and gas supply industry, of which the majority were IRO members, attended the workshop. The Strategic Agenda, which was drafted by prominent representatives

of the offshore oil and gas industry, focuses on two areas: deep offshore technology development and the LNG chain.

The purpose of the Strategic Agenda is to get financial support from the Ministry of Economic Affairs for innovative technology projects in the framework of the Omnibus programme. The Strategic Agenda has been presented to the Ministry of Economic Affairs and is waiting for approval.

TNO Oil & Gas Day

On 1 November 2006 TNO, The Netherlands Centre for Applied Science, organized an information day where besides TNO other parties were also given the opportunity to present their innovative technology. The event was very well attended by IRO members.

The Industry Technology Facilitator (ITF)

ITF is an Aberdeen based organization that has a successful and growing track record in delivering investment for key oil and gas innovative technology projects with funds provided by the participating operators and contractors. Dutch suppliers are also in the position to submit proposals for funding of innovative

technology projects. A discussion between IRO and ITF was started in 2006 to see how the participation of Dutch suppliers in ITF projects can be improved.

Holland Marine Equipment LNG feeder seminar

On 28 June 2006 Holland Marine Equipment organized a seminar on the future of LNG feeder ships. IRO supported this seminar in light of the interest of the IRO Gas Group for LNG developments. However, as expected, participation from IRO members was low as the development of LNG feeders is not a core IRO activity.

KIVI / IRO presentation

Every month KIVI Offshore Engineering organizes lectures, which are open to IRO members. Within the framework of its 35th anniversary IRO organized a presentation at the monthly KIVI Offshore Engineering meeting on 19 October 2006 on the history of the Dutch offshore industry. Since the establishment of IRO in 1971 the Dutch Offshore Industry has developed into an important player on the international offshore market. In a number of areas within the offshore industry the Dutch have a leading position, which is quite an achievement in this very competitive industry. The presentation focused on the development, innovations and successes of the Dutch offshore industry and also gave a picture of the future challenges and opportunities.



REGULATIONS

Seminar on the insurance consequence of the mutual indemnity agreement

On 22 February 2006 IRO, in cooperation with insurance brokers AON, Intramar and Marsh, organized a seminar on the consequences for liability insurances as a result of the introduction of the Mutual Indemnity Agreement (MIA) by the operators in The Netherlands. The reason for organizing this seminar was that companies were complaining that as a result of the introduction of the MIA it was no longer possible to get liability insurance at a normal price. In some cases it was not possible to insure for liability at all. The conclusion of the seminar was that the MIA is just a formalisation of the long existing 'knock for knock system' in the oil

and gas industry. Problems with not being able to insure could arise from the fact that companies are doing business with insurance companies and/or brokers that do not have expertise in offshore oil and gas industry.

Seminar on changes social security status Dutch Continental Shelf

In accordance with European legislation there are plans to change the status of the Dutch Continental Shelf. On 26 April 2006 PricewaterhouseCoopers and IRO organized a seminar on the consequences of the planned change concerning the social insurance of employees. For social insurance purposes the Dutch Continental Shelf will be considered as Dutch territory.

Potential consequences for companies include additional administrative burdens and possibly double social security costs. In other words, the intended plans could have far reaching implications for both companies as well as their offshore employees.

At the seminar the major developments in the fields of social security and tax were explained. In order to safeguard the interest of its members IRO contacted the Ministry of Social Affairs and Employment with the request to be included in the discussion on this subject. However the Ministry responded that the time was not right yet.

COOPERATION WITH OTHER ORGANIZATIONS

Over the year much attention was again paid to cooperation with other organizations in order to exchange information and to share common areas of interest.

In the field of export promotion, a number of activities and events were organized jointly or with the support of the Netherlands Foreign Trade Agency (EVD), Netherlands embassies and consulates abroad, the Dutch Maritime Network (NML) and Holland Marine Equipment (HME). Exchange of professional information took place with The Netherlands Diving Centre (NDC), the Royal Institution of Engineers (KIVI NIRIA), the Central Dredging Association (CEDA), FME-CWM, Fenedex and various NML partners. In several cases joint activities like technical seminars or presentations were organized. IRO likes to thank these organizations for their generous cooperation.

Jointly with the Port of Rotterdam and Deltalinqs, a study was carried out on the role of Rotterdam as service centre for the upstream oil and gas industry. The results were published in November in a report titled 'Rotterdam Offshore Centre: Dutch glory revives?'. The study was sponsored by NML.

On a national level, IRO further intensified its ties with NOGEPa and a frequent exchange of views took place on the implementation of the Dutch mining legislation. Furthermore IRO and NOGEPa agreed on a joint project to attract more professional and technically skilled people to the oil and gas industry. The project will take off in January 2007.

IRO also participated again in the quarterly consultation meetings with the State Supervision of Mines (SodM), which have proven to be a very useful medium to exchange information, in particular on topics like HSE and labour conditions. IRO supported and participated in several conferences and exhibitions of the International Association of Drilling Contractors (IADC). IRO members were given the opportunity to participate in these conferences and exhibitions and IRO would like to thank IADC for the pleasant cooperation.

On an international level, the continuous fruitful cooperation with our sister organizations of the United Kingdom, Norway and Denmark was maintained through contacts during several international events and two joint meetings in London and Oslo.



EXPORT PROMOTION

The organization of a Dutch participation in exhibitions is part of the export promotional activities of IRO. IRO members and non-members are offered the opportunity to take part in the Dutch Pavilion at international exhibitions all over the world. Included in the package is full-service before, during and after the show. IRO keeps in contact with the show organizers and arranges, amongst other things, stand construction, transport and catering.

IRO members can opt for three different ways of participation in the IRO booth. Though the exposure for each company is less compared to participation with their own booth in the pavilion, it is a good way to get familiar with an exhibition.

OVERVIEW EXHIBITIONS 2006

The IRO exhibition programme is selected upon experience, interest shown by our member companies (during meetings, visits, the annual exhibition survey and so on) and the advice of the CCFZ, which reviews the programme. In 2006 IRO participated in the following exhibitions:

EWEC, Athens Greece

The annual EWEC event is the only international wind energy forum that brings together all the disciplines that affect the wind industry – business, policy, science and technology – with an extensive exhibition of all the major players. Besides the exhibition visitors could take the opportunity to participate in high level political debate and technical discussions. EWEC 2006 attracted a high number of professionals, leading experts and exhibiting companies from across the globe: 2,800 participants from over 50 countries, 500 oral and poster presentations and 159 exhibiting companies from all sectors. The Dutch Pavilion existed of 99 square meters and was organized in cooperation with the EVD. Four Dutch companies participated in it with a stand and the IRO Wind Energy Group was also represented.

Iran Oil Show, Tehran Iran

The Iran Oil Show attracted a record level of exhibitors. A total of 1,053 companies (including 375 foreign and 650 local enterprises) attended the exhibition, with a growth rate of 7,5% from last year's show. A total of 65,000 square meters floor space makes the show the biggest of its kind in the Middle East. IRO organized a Dutch Pavilion, in cooperation with the EVD, and had a total size of 168 square meters. This exhibition can be seen as the largest and most important one of Iran, therefore IRO will be participating again in 2007.

OTC, Houston USA

Attendance at the 2006 Offshore Technology Conference (OTC) reached a 24-year high, as 59,236 exploration and production professionals met to learn about the latest technology to find the oil and gas that the world needs. OTC's exhibition was bigger than ever, with 2,229 companies from more than thirty countries. Exhibition space was expanded with two new climate-controlled pavilions that were constructed adjacent to the main exhibition area. Total exhibition space was almost 470,000 square feet, about the size of 12 football fields.

EWEC	Athens, Greece	Dutch Pavilion (99 sqm)	27 February – 2 March
Iran Oil Show	Tehran, Iran	Dutch Pavilion (168 sqm)	20 – 23 April
OTC	Houston, USA	Dutch Pavilion (1,048.5 sqm)	1 – 4 May
WGC	Amsterdam, The Netherlands	Dutch Pavilion (115 sqm)	5 – 9 June
NEFTEGAZ	Moscow, Russia	Dutch Pavilion (200 sqm)	19 – 23 June
ONS	Stavanger, Norway	Dutch Pavilion (415 sqm)	22 – 25 August
RIO Oil & Gas	Rio de Janeiro, Brazil	Dutch Pavilion (120 sqm)	11 – 14 September
ADIPEC	Abu Dhabi, UAE	Dutch Pavilion (222 sqm)	5 – 8 November
ALOGE	Oran, Algeria	IRO booth (14 sqm)	25 – 29 November



Again the Dutch Pavilion was a great success and one of the largest country pavilions. For the 2007 edition, the new stand design will definitely draw visitors' attention to the Dutch Pavilion. On 1 May the Consulate General in Miami, the Consulate in Houston and some fifteen other sponsoring companies hosted the Dutch participants and their American counterparts at a very successful reception that was attended by over 300 guests.

World Gas Conference, Amsterdam The Netherlands

From Monday 5 June to Friday 9 June the 23rd World Gas Conference took place in the Amsterdam RAI Convention Centre. Representatives of the energy sector from all over the world came to the capital of The Netherlands to participate in this high level event. Over 15,000 square meters of exhibition space and hospitality suites were reserved for the World Gas Conference. The Dutch Pavilion, organized in cooperation with the EVD, represented fifteen companies besides IRO and the EVD. The IRO Gas Group was also represented in the IRO stand. The participants were satisfied with the overall 'Dutch' look of the pavilion. As the pavilion was not very well positioned, there were fewer visitors than expected. Besides the Dutch Pavilion, IRO worked on the Gasunie plan to realize a HSE pavilion. However due to lack of participants, the idea of an HSE Pavilion was abandoned. The 2009 WGC edition will take place in Buenos Aires, Argentina.

NEFTEGAZ, Moscow Russia

From 19 to 23 June 2006, the Moscow Expo Centre Fairgrounds hosted the 11th International Exhibition of Equipment for the Oil and Gas Industries-NEFTEGAZ 2006. The event was organized jointly by Expo centre, ZAO and Messe Düsseldorf GmbH (Germany) with support from the

Ministry of Industry and Energy of the Russian Federation. IRO participated with a booth of twelve square meters, in which five Dutch companies were represented. There was also a large group of Dutch companies which were participating individually in the Pavilion.

Offshore Northern Seas, Stavanger Norway

The ONS 2006 exhibition, conference and festival in Stavanger was a great success. The 1,251 exhibitors attracted about 34,000 visitors. With 50% of the exhibitors coming from outside Norway, the exhibition occupied just over 17,500 square meters of stand space divided between ten halls and various outdoor sites. There were 366 stands, including eighteen national pavilions. Twenty-three countries were represented in all. The Dutch Pavilion had a total surface of 415 square meters and a variety of 23 participants. The ONS 2006 edition was again a great success for the Dutch delegation.

Rio Oil & Gas, Rio de Janeiro Brazil

The president of the Brazilian Petroleum and Gas Institute (IBP), João Carlos de Luca, celebrated the 'absolute record' set by the 2006 edition of the Rio Oil & Gas. Upon closing the four day meeting, he announced that a number of 32,000 people had visited the event, 2,000 more than expected. This year the Dutch Pavilion had twelve participants and an overall surface of 121 square meters. Together with the Dutch Embassy, IRO organized a match-making programme for the interested Dutch companies. Not only the Dutch Pavilion participants joined this programme, the individual participating companies were also present. All were very enthusiastic about the diversity of the programme.

ADIPEC, Abu Dhabi UAE

The Abu Dhabi International Petroleum Exhibition & Conference (ADIPEC) took place from 5 – 8 November 2006 at the Abu Dhabi National Exhibition Centre (ADNEC) and was attended by a record breaking number of visitors from the international oil and gas community. This year ADIPEC took 14,500 square meters of stand space hosting more than 1,200 exhibitors. The Dutch Pavilion had a total surface of 222 square meters and was organized by IRO in cooperation with the EVD. IRO also organized a matchmaking programme, in cooperation with Hugh Frasier International. The overall impression of the exhibition was very professional.

ALOGE, Oran Algeria

The third Algerian Oil and Gas Exhibition was held at the Oran Exhibition Centre from 25 – 29 November 2006. The Dutch Pavilion was organized by NCH, Netherlands Council for Trade Promotion. IRO participated with a basic booth of 14 square meters and NMI, TNO, Van Heck and NEM were participants. The IRO Gas Group was also represented in the stand.

International Association of Drilling Contractors

In 2006 IRO supported and participated in the following IADC Conferences and Exhibitions of which all IRO members were informed and able to participate:

- IADC European Well Control Conference and Exhibition, Amsterdam 4 – 5 April 2006
- IADC World Drilling Conference and Exhibition, Prague 21 – 22 June 2006
- IADC HSE Conference and Exhibition, Amsterdam 3 – 4 October 2006
- IADC International Well Control Conference and Exhibition, Abu Dhabi 7 – 8 November 2006



EXPORT PROMOTIONAL EVENTS

EIC Connect

On 27 and 28 March 2006 EIC, the British sister organization of IRO, organized an EIC Connect event in London where twenty international oil companies and contractors gave presentations on their plans for the coming year. IRO and about fifteen member companies attended this very informative event. The next EIC Connect London event will be held in 2008.

Oil and Gas Africa discussion workshop

On 7 April 2006 the Netherlands Foreign Trade Agency organized a discussion workshop on doing business in Algeria, Angola, Egypt, Nigeria and South Africa. IRO was invited to participate as a panel member. Other panel members were from the Ministry of Economic Affairs, Shell, Fugro and Thomassen Compression Systems. About 25 companies attended the workshop.

ADIPEC additional supporting activity

To support the participation of Dutch companies at ADIPEC, IRO organized a seminar on doing business in the oil and gas industry in the United Arab Emirates on 23 May 2006. Van Mens & Wisselink and Hugh Fraser International, a law firm specialised in the oil and gas industry from Dubai, co-operated in this seminar.

Saudi Aramco event

On 22 and 23 May 2006 Saudi Aramco in cooperation with IRO, FME CWM and ABN AMRO Bank, organized an event to promote doing business in the oil and gas industry in Saudi Arabia. The event was well attended by IRO members.

Oil sands Canada

On 13 December 2006 FME-CWM, in cooperation with the Ministries of Economic and Foreign Affairs and with support of IRO, organized a seminar about the opportunities for Dutch companies offered by the oil sands in Alberta, Canada. This seminar will be followed up with a trade mission in June 2007. The opportunities for Dutch suppliers are tremendous. The oil sands contain a reserve of at least 178 billion barrels of oil and in the coming years more than 105 billion Euros will be invested of which more than 50% will be in oil and gas exploration. In Alberta the daily oil production is 1 million barrels a day, which will grow to 2 million barrels a day soon. Alberta is also rich in gas. The gas reserves are ten times as large as in Groningen.

Seminar Kuwait

On 26 September 2006 IRO organized a seminar on doing business in the oil and gas industry in Kuwait in cooperation with Fluor in Haarlem. Presentations were given by Fluor, Shell and AFI. The seminar was chaired by Mr. Jaap Vaandrager, chairman of the Netherlands-Middle East Business Council. The purpose of the seminar was to give the participants in the IRO Oil and Gas Mission to Kuwait insight in the opportunities and ways of doing business in Kuwait. The seminar was attended by forty persons.

IRO Oil and Gas Mission Aberdeen

From 23 – 26 October 2006, IRO organized a trade mission to Aberdeen, in cooperation with Scottish Enterprise Network and Scottish Development International. Visits were arranged to Shell, Total, The Woodgroup, Scottish Enterprise, FPAL and Petro Canada.

It did not prove possible to arrange an individual matchmaking programme, as the companies in Aberdeen were all very busy. Eight companies participated in this mission. Though the programme was limited most participants were satisfied as the presentations of the visited companies were all of a high level and some participants succeeded in arranging their own appointments.

IRO Oil and Gas Mission Kuwait

From 11 – 13 December 2006 IRO organized an oil and gas mission to Kuwait. Mission leader was Mr. Jan Bruggenthijns, President of Stork Industry Services. The programme was organized in cooperation with the Royal Netherlands Embassy in Kuwait. Visits were arranged to Kuwait Petroleum Corporation, Kuwait Oil Company, Kuwait National Petroleum Corporation, Kharafi, Schlumberger and Fluor. Furthermore, there was a meeting with captains of industry at the Kuwait Chamber of Commerce and Industry and a matchmaking programme. At the dinner hosted by the Dutch ambassador Mr. Cornelis van Honk many prominent representatives from the oil and gas industry were present. A total of eighteen companies participated in this trade mission.

Support for export promotional events

In August 2006 IRO applied for financial support from the Netherlands Foreign Trade Agency for four projects in 2007 in the framework of the CPA (Collective Promotional Activities) programme. Support for the participation in the Iran Oil Show in 2007 was awarded. However support for participation in trade fairs in China, Russia and Kazakhstan were rejected.



NETWORK EVENTS

Several times a year IRO organizes meetings for its members. The main goal of these meetings is that members meet other members and that they use the vast network of the association. At these members meetings the hosting company gives a presentation, which is usually followed by an excursion. This is a great opportunity for the host company to showcase the business they are in. Other member companies are offered the opportunity to give a short company introduction. IRO also organizes meetings where non-members are invited to enlarge the network.

guidelines. Members were guided through the company where several services and facilities were demonstrated. Also other member companies (Intramur Insurances, Mechanische Industrie Menzing and Radio Holland Netherlands) were given the opportunity to give a company introduction. Beside members other relations from the oil and gas industry in the region were invited to enlarge network possibilities.

Members meeting at Allard-Europe

On 7 December 2006 a members meeting was held at steel foundry Allard-Europe in cooperation with CEDA, the Central Dredging Association. Besides several presentations, a guided tour was made through the steel foundry where the actual process of steel founding was demonstrated. Both members from IRO and CEDA were invited to this meeting to create and enlarge network possibilities. Other members meetings organized during 2006 with a special theme are mentioned under the Innovative Technology and Regulations heading, elsewhere in this report.

The first members meeting each year is the New Year's reception in January. As in other years, the New Year's Reception in 2006 was, with 170 guests, one of the most attended events. Every year around February the Gulf Forecast Meeting is held. The Gulf Publishing Company from Houston gives its predictions about the developments in the oil and gas industry for the coming year. With around 135 participants, the meeting was very well attended. In November the Annual General Meeting took place, where members were informed about the activities of the past year and where they could vote about important issues concerning the association. A resolution

was accepted unanimously by all members to amend a few clauses in the Articles of Association of IRO. The amendments were needed to bring the Articles of Association in line with present legal requirements in The Netherlands. The amendments have no impact on the objectives or structure of the association.

Members meeting at IVM

On 14 March 2006 a regional meeting took place at IVM, the Institute for Safety & Environment. IVM is specialised in services for labour safety and company emergency aid. For the oil and gas industry IVM gives courses in accordance with NOGEP



IRO'S 35TH ANNIVERSARY

On 8 September 2006 IRO celebrated its 35th anniversary in the Cruise Terminal in Rotterdam. Some interesting speakers were invited, including Mr. Jan van der Tempel, lecturer at Delft University of Technology and Mr. Allard Everts, Senior Manager at Trompenaars Hampden-Turner. Keynote speaker was Mr. Malcolm Brinded, Shell's Executive Director Exploration and Production. Mr. Brinded highlighted the achievements of the Dutch oil and gas industry to date, both in The Netherlands and globally. He stressed the need for cooperation between operators,

contractors and suppliers in order to meet the industry's growing technical and environmental challenges. Also on this day the *IRO Award of Excellence* was presented to Mr. Joop Roodenburg, Managing Director of Huisman-Itrec. As part of the festivities the *Offshore Students' Contest* was organized with the main purpose of creating interest among young people in a career in the upstream oil and gas industry. In the evening a Gala Dinner Cruise was organized for members and special guests.



COMMITTEES AND WORKING GROUPS

As from 2006, profiles of the IRO working groups are included in the Netherlands Oil & Gas Catalogue to give the IRO working groups more exposure. For working group members that have an advertisement in the catalogue, the page number of the advertisement is indicated behind the company name in the profile.

As a result of the booming business in the oil and gas industry, it proved very difficult to create interest among members for joining IRO activities both in the commercial, the technical and the regulatory side. Participation in IRO committees and working groups in 2006 had an all-time low.

Committee on Commercial and Financial Affairs

Besides the usual monitoring of and advising on IRO export promotional events two other activities coordinated by the Committee on Commercial and Financial Affairs (CCFZ) are worth reporting. The CCFZ discussed whether IRO should establish a taskforce for disasters like Hurricane Katrina in the Gulf of Mexico. The feeling is that immediately after the disaster IRO should have offered its services to the oil and gas industry in Houston. As the scope of the destruction was not clear to IRO no action was taken. However much later it became evident that hundreds of platforms were damaged. The CCFZ is of the opinion that a disaster taskforce should be established to enable IRO to react immediately on worldwide disasters in the oil and gas industry. Important aspects for success would be an intelligence network that provides information on the scope of a disaster and that is able to assist in distributing information and establishing contacts.

Furthermore the CCFZ is of the opinion that an inventory should be made of oil and gas disaster relief technology available amongst IRO members.

Another subject discussed in the CCFZ is the 2g@there programme of the Netherlands Foreign Trade Agency that aims at a better programmatic use of existing instruments and services offered by the government. Parties from the oil and gas industry can go into agreements with the Netherlands Foreign Trade Agency for concerted export promotional actions on interesting projects, countries and regions. In order to make this approach successful, both the Netherlands Foreign Trade Agency and the industry have to commit themselves for an extended period of time. The CCFZ will further deliberate how this programme can be applied to IRO export promotion activities.

Committee on Public Relations

As 2006 was the year of IRO's 35th anniversary, the Committee on Public Relations (CPR) had its hands full with the organization of several festivities. It was decided to create a special committee especially for the anniversary. This committee came together on a regular basis to create an interesting programme for this special day, 8 September 2006. IRO organized the Offshore Students' Contest with the main goal of creating interest among young people in the upstream oil and gas industry. It is well known that the industry suffers from a lack of technical personnel and mostly young

technical personnel. The anniversary was a great opportunity for IRO to contribute its share with organizing this contest. Besides the anniversary, the Committee looked into several means of communication. The general opinion of the committee about the monthly newsletter 'IRO Nieuws' was that the content is satisfactory, but that the overall appearance could be improved. Also the website www.oilgascareer.nl was looked at and statistics show that it is a useful tool for members to attract people for their job vacancies. In 2007 the Dutch Pavilion will be given a new look. Several suggestions were proposed to the Committee.

Committee on Technical and Regulatory Affairs

During the reporting period Committee on Technical and Regulatory Affairs (CTR) chairman Mr. Ruud Haneveer changed jobs to a non IRO member company and consequently had to step down as CTR chairman. Mr. Ton Holthuis of Lloyd's Register EMEA has replaced Ruud Haneveer as CTR chairman. Monitoring and advising on the many innovative technology and regulatory activities organized by third parties in cooperation with IRO was the main activity for the CTR in 2006. (See the headings on these activities). Also the earlier mentioned plan to organize an IRO innovation event in 2007 was on the CTR agenda in 2006. The valuable suggestions of the CTR will be incorporated in the programme of the IRO innovation event.



IRO Export Group

Four IRO Export Group (IEG) sessions were held in 2006. On 14 February 2006 an IEG meeting was hosted by the Bluestream Group in Den Helder. Managing Director Mr. Kieran Pieters, mission leader of the IRO oil and gas mission to China (7 – 17 December 2005), gave a presentation of his experiences of participating in this mission. Besides the IEG participants also all the participants in the mission to China and other interested IRO members were invited to this IEG meeting. In the spirit of the theme the informal part of the meeting was held in a Chinese restaurant.

On 11 April 2006 a special IEG meeting was organized. To draw more IEG members all IRO members were invited to this meeting which was hosted by Hollandia in cooperation with ZNS-Van Dam Geveltechniek. The theme of the presentation, which was given by Ernst & Young, was how SME companies should value the many export chances triggered by the high oil prices. Though a large number of IRO members attended this IEG meeting it did not result in new IEG participants.

On 26 June 2006 the theme of the IEG was Iran. Mr. Art Ligterink of Seaway Heavy Lifting gave a presentation on his experience in doing business with Iran. In particular the way Seaway Heavy Lifting secured payments from Iran drew a lot of attention by the IEG members. A very special part of this meeting was a dinner at the residence of the Ambassador of the Islamic Republic of Iran in The Netherlands, His Excellency Mr. B. Ziaran, which was highly appreciated by all. Other IRO members interested in doing business in Iran were also invited to this dinner party.

On 26 September 2006 the IRO Export Group meeting was combined with a seminar on doing business in Kuwait at Fluor in Haarlem (See heading Export Promotion).

The IEG proves to be an important platform to exchange information on doing international business. The IEG members are of the opinion that the informal exchange of export information on tenders, projects, trade fairs etc. is very valuable. The more experienced exporters in the IEG are more than happy to share their knowledge with new IEG members.

IRO Gas Group

The IRO Gas Group (IGG) gathered three times in its second year of existence. On 7 March 2006 the IGG meeting was at LogicaCMG in Rotterdam. On 27 June 2006 there was a meeting at Bronswerk in Nijkerk where the Ministry of Economic Affairs gave an explanation on the research project LNG supply chain as formulated in the strategic agenda. On 10 October 2006 there was a meeting at TNO in Delft with presentations from 4Gas on the plans to build a LNG receiving tank park in Rotterdam and on ISO standards for LNG installations by the NEN. In 2006 the IGG participated in two trade shows: The World Gas Conference exhibition, which was held from 5 – 9 June 2006 in Amsterdam and from 25 – 29 November 2006 the IGG participated in ALOGE in Oran, Algeria.

IRO Offshore Wind Energy Group

In 2006 the IRO Offshore Wind Energy Group (IOWG) participated in the Holland Pavilion at the European Wind Energy Exhibition & Conference, which took place from 27 February to 2 March 2006 in Athens, Greece. The Holland Pavilion in

which other wind energy companies also participated, was organized by IRO with support of the Netherlands Foreign Trade Agency.

Two IOWG meetings took place in 2006. On 16 March 2006 the IOWG meeting took place at Smulders Projects in Hoboken, Belgium. Smulders is a manufacturer of towers for wind turbines. On 27 August there was an IOWG meeting at the ECN Windturbine Testpark Wieringermeer where several types of wind turbines are tested. Furthermore the IOWG participated in the AYOP Amsterdam IJmuiden Offshore relations day on 12 October 2006, where the Provincial Government of North Holland presented their plan to become a hub for offshore wind energy. Also at this meeting the Dutch Near Shore and the Q7 offshore wind energy projects situated off the coast of North Holland were explained.

The activities of We@Sea, the innovative technology programme for the offshore wind energy in which some IOWG members have been participating, is somewhat stagnant due to the boom in the oil and gas industry. Now new members are invited to participate and new project proposals can be submitted.

As ever the IOWG chairman Mr. Joost van Iperen has been very active in the Dutch offshore wind energy world to promote the interests of the IOWG. Joost van Iperen is member of the offshore committee of the Netherlands Wind Energy Association (NWEA). Furthermore he is a board member of We@Sea. Joost van Iperen is also member of Transitie Offshore Wind (TOW), the platform where the government and the industry discuss, plan and coordinate the future of the offshore wind energy industry in The Netherlands.



COMMITTEES AND WORKING GROUPS

IRO Personnel Services Group

On 26 January 2006 the inaugural meeting of the IRO Personnel Services Group (IPSG) took place. At this meeting the goal of the IPSG was further formulated and an inventory was made of the subjects and activities that are of interest for the IRO Personnel Services Group. Mr. Menno van der Ploeg has been appointed as the IPSG chairman. Sixteen companies joined the IPSG.

On 13 April 2006 an IPSG meeting took place at Humares / Oceanwide Netherlands in Vlissingen where professor dr. Hans Junggeburst, Director Human Resources Humares Group, gave a presentation on how a company can be attractive for employees and how training can play a role.

At the IPSG meeting on 12 September 2006 law office Van Mens & Wisselink in Amsterdam gave an overview of new legislation with regard to labour.

On 30 November 2006 Interocean Personnel Services in Cappelle aan den IJssel hosted the IPSG. Subjects that were looked into by the IPSG in the first year of its existence are: the possibility of establishing a collective insurance, a labour pool, education of workers for the oil and gas industry; the consequences of the change in status of the Dutch Continental Shelf and the position of self employed personnel.

IRO Safety and Training Group

The IRO Safety and Training Group (ISTG) came together three times in 2006. The main subjects of the ISTG were the revision of the NOGEPA Training Handbook and the harmonisation of European Training programmes. NOGEPA is not a member of the IRO Safety and Training Group but as an observer Mr. Cees van Oosterom makes an important contribution to the ISTG meetings.

IRO Well Services Group

The amendment of the Mutual Indemnity Agreement and the working time directive, the two main issues governing the IRO Well Services Group (IWSG) during the past few years, came to a final stage in 2006. Though the IWSG is still not satisfied with the results to date on the Mutual Indemnity Agreement (MIA), it was decided to stop efforts to pursue further amendments as more than 250 companies have already signed the MIA. Also it is not likely that the operators will accept any further amendments. It is left to individual IWSG members whether they want to sign the MIA.

The seminar on the insurance consequences of the MIA (see heading Regulations) was initiated by the IWSG to get clarity on this matter.

With regard to the 15 out of 21 days rule in the working time directive, an agreement was reached with labour union FNV Bondgenoten so that the suggested amendments were acceptable for all parties. However it is decided to run a pilot project at Schlumberger first, before the definite introduction of the rule.

The Pilot is running now under monitoring of State Supervision of Mines.

The IWSG proposals for extension of the maximum of 12 working hours a day and the maximum of 2,080 hours a year were not accepted by FNV Bondgenoten. Other subjects in which the IWSG was involved in 2006 were the consequences of the change in status of the Dutch Continental Shelf for the social insurance (see heading Regulations) and the NOGEPA and SodM working group to improve the safety behaviour in the oil and gas industry. For this purpose an inventory will be made of the safety measures already in operation in the industry. During the year Mr. Nico Tielens stepped down as IWSG chairman due to a change of position. The IWSG chairman position is vacant for the time being as it proves to be hard to find a suitable successor.



INFORMATION AND DOCUMENTATION

The gathering of information which is of interest to IRO members is an ongoing process. Documents on file include:

- *operator fact sheets*
- *general country information*
- *annual reports*
- *operator presentations, including so-called ShareFair presentations*
- *data sheets on LNG (projects)*
- *other documents of general interest*

ProjectNET

Through ProjectNET selected project information was made available to subscribers. Although the year 2006 marked the 10th anniversary of ProjectNET, IRO has decided to stop this information service. Most of the information passed on through ProjectNET is freely available on the internet.

Knipselkrant

The 'Knipselkrant' is a newspaper clipping service which was published at the end of each month up until December 2006. As with ProjectNet, IRO stopped this service. Of course information is still available for members at the IRO office.

Enquiries

In 2006 some 100 enquiries were received by IRO both from members and non-members on a variety of subjects. In the majority of the cases people could be helped and provided with the requested information or at least guided in the right direction where and/or how to find what they were looking for.

Netherlands Oil & Gas Catalogue

Again the Netherlands Oil & Gas Catalogue has proven to be successful. The catalogue provides a good overview of the activities, products and services of Dutch suppliers to the oil and gas industry and is an important tool for companies to present themselves. The number of advertisers reached a high of 150 of which 80% were IRO members.

OilGasCareer

After more than a year after its launch, it can be concluded that the website www.oilgascareer.nl has been successful. The statistics show that the website has been visited regularly and that the number of visitors is still growing, as is the number of pages (job vacancies) that have been selected. Around 120 job vacancies are constantly online and monthly around 200 visitors actually fill out the online application form. For now, it is still not measurable how many vacancies are actually filled through the website. Many people check the vacancy online, but apply directly to the company instead of applying via the website.

IRO Newsletter

In 2006 the IRO Newsletter was issued twice this year. In August 2006 it contained an article and an advertisement about Van Oord Offshore. In December 2006, Oceanwide Offshore Services was interviewed and had an advertisement. Besides this, extra attention was paid to IRO's 35th anniversary, the Offshore Students' Contest and the IRO Award of Excellence.

The advertisers said they were satisfied with the exposure but could not tell if this led directly to more work or brand recognition. The Newsletter was sent to all international relations of the association. The goal of this newsletter is to inform relations about the activities of IRO and the activities and expertise of its members.

Course 'Oil and gas well sourced'

In 2006, the training course about the oil and gas industry was given 6 times, one of them in English. This non-technical course has proven to be a big success as more and more people apply for this course. It is set up for people who work in the industry but lack the basic knowledge about it. This can either be new employees or present employees who need to have a general understanding about how oil and gas came into being, how it is found, how it is produced, what technology is used and how the industry is organized. The course is not only useful to people who work for a company in the oil and gas industry, but also for people who provide products and services to the sector.

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