

Membership and Marketing Plan



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1. Membership

IGU currently has 125 members: 83 Charter and 42 Associate.

1.1. Charter membership

A new application for IGU Charter membership has been received from Natural Gas Distributors Association (AGN) in Chile.

The Natural Gas Distributors Association of Chile (AGN) is a private organization formed in September 2002. AGN's main objectives are to monitor the development of the natural gas industry in Chile, promote the use of this energy source, and represent the industry in the governmental and public arenas. The four companies that form the Association (Metrogas, GasValpo, GasSur and Gasco) distribute gas to approximately 700,000 residential users, commercial businesses, and industrial customers distributed throughout the central and southern regions of Chile.

AGN is looking forward to sharing with other participants the Chilean experience of operating a fully privately owned and developed distribution network of natural gas and of being an LNG importer. In addition, AGN is willing to participate actively in IGU's technical committees.

The candidature is in accordance with the IGU Charter membership criteria and will be submitted to the EXC for endorsement.

Please refer to Appendix 1- Chile Charter membership application.

1.2. Associate membership

A new application was received from ENI, Italy, for Associate membership of IGU.

ENI is an integrated energy company, active in 90 countries in the world with 78,000 employees. It boasts a strong position in the oil and gas value chain, from the hydrocarbon exploration phase to product marketing.

ENI is keen to learn from the various global experiences of IGU with regard to technology and regulatory developments in the gas sector. Moreover, it is looking forward to participating in the different gas conferences and to cooperating with other IGU members.

The candidature is in accordance with the IGU Associate membership criteria and will be submitted to the EXC for endorsement.

Please refer to Appendix 2 - ENI, Italy, Associate membership application.

1.3. Change in Associate member organisation

Our Associate members, Det Norske Veritas (DNV) (Norway) and KEMA Nederland BV (The Netherlands), have merged with Germanischer Lloyd (GL) Garrad Hassan, the reputed energy specialist of the GL Group. The new organisation is now called DNV GL.

Recommendations:

The Executive Committee is requested to endorse:

- The application of Chile for IGU Charter membership.
- The application of ENI, Italy, for Associate membership.
- The change in Associate membership of DNV and KEMA as a result of their merger.

2. Affiliated organisations

Currently, IGU has 11 Affiliated organizations with which it cooperates to promote IGU and its global vision.

Please refer to Appendix 3 – List of Affiliated organisations

3. Marketing Plan

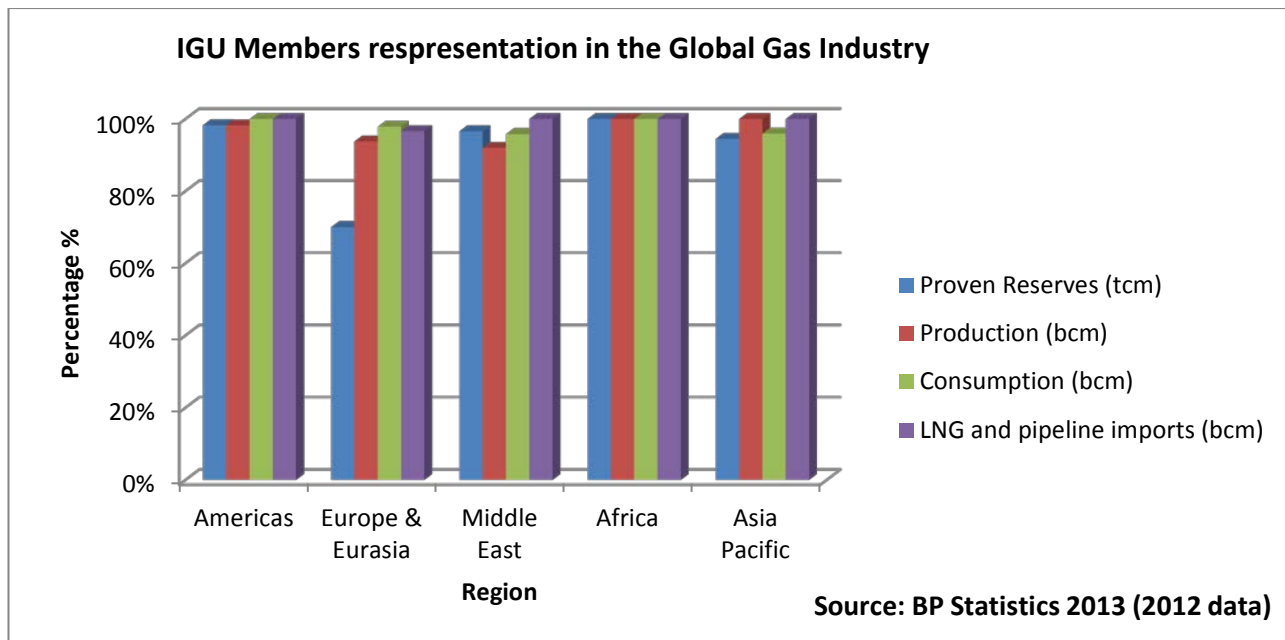


Figure 1 IGU Members representation in the Global Gas Industry

Marketing focus continues to be in the Caspian region, as well as South America and Africa. Several attempts have been made in those regions to encourage potential members to join IGU.

In the Caspian region, Turkmenistan was approached a number of times. Belarus has also been approached to discuss the possibility of the country re-joining IGU after it withdrew in 2012.

In Africa, following the successful IGU seminar in Abidjan, the ECOWAS Centre for Renewable Energy and Energy Efficiency (ECREEE) volunteered to support IGU's membership efforts in encouraging more African countries to join IGU.

During the UN Climate Change Conferences (COP 19), several African countries such as Niger, Gambia, and Namibia were introduced to IGU and its activities. Moreover, countries from the Middle East such as Kuwait have been re-introduced to IGU with a view to their becoming members.

In Latin America, as a result of continuous joint efforts, Chile has applied for IGU Charter membership. Bolivia has been approached to discuss the possibility of the country re-joining IGU, from which it withdrew back in 2005.

A map showing IGU members' geographical representation can be found in Appendix 4. A list of potential candidates, contacted by the IGU Secretariat for Charter and Associate membership purposes, can be found in Appendix 5.

(KS 12/03/2014)

Appendix 1 – Chile Charter membership application

CHARTER MEMBERSHIP
INTERNATIONAL GAS UNION
UNION INTERNATIONALE DU GAZ



Application Form

Please complete and return this form to the address indicated below enclosing documentation of owned tangible and/or intangible assets related to the gas chain incl. trading and marketing of gas, and attaching official audited accounts for the past two years.

Send to:

International Gas Union/Secretariat
Att. Mr. Torstein Indrebø, Secretary General
c/o Statoil ASA
Postbox 3,
1330 Fornebu
Norway

Telephone: +47 51 99 00 00
Fax: +47 67 80 56 01
E-mail: secrigu@statoil.com

Applicant's Information

Company (Applicant):

Please fill in a form for each individual company applying.

Company Name (complete): AGN, Natural Gas Distributors Association of Chile

Date of Establishment: September 2002

Contact Person 1:

Title of Contact Person: Executive Director

Name of Contact Person within this Company: Carlos Cortes-Simon

Company Address (complete): Isidora Goyenechea 3250, of. 802

Code: 7550000

City: Las Condes

Country: Chile

Phone: +562 22497627 Mobile phone: +569 93231657 Fax: +562 22497262

E-mail: ccortes@agnchile.cl

Contact Person 2:

Title of Contact Person: President of the Board

Name of Contact Person within this Company: Victor Turpaud

Company Address (complete): Isidora Goyenechea 3250, of. 802

Code: 7550000

City: Las Condes

Country: Chile

Phone: +562 2497626 Mobile phone: Fax: +562 2497262

E-mail: vturpaud@metrogas.cl

Main reasons for applying for IGU Charter Membership (please explain):

- To be part of the largest and most influential natural gas (NG) organization worldwide and gain access to IGU's network and resources (including databases, publications, etc.).
- To attend forums, seminars, workshops and other IGU activities that allow us to be aware of the new industry trends, and to participate in the technical committees that are discussing current issues and new developments that are going to affect the future of the industry.
- To share with other participants the Chilean experience of a fully private owned and developed distribution network of natural gas and as a LNG importer (due to market factors Chile was forced to change its supply from one neighbouring provider to a pool of potential suppliers in a very short period of time).

In which way will the Applicant demonstrate capability and willingness to contribute actively to the development of the gas industry through active participation within IGU (please explain):

- AGN is the main representative of the NG distribution sector in Chile. We actively work with a range of organizations, including government authorities, trade organizations, the media and technical committees, promoting the use of this energy source.
- Nowadays AGN is actively fostering the utilization of NG in different fields in our country (NGV in public transportation, LNG vehicles, development of CHP, etc.) and being a member of IGU will allow us to increase our efforts in this area.
- AGN influences local policies regarding the energy sector, especially in relation to NG, such as the operation of LNG facilities, technical aspects related to pipelines and distribution networks, the utilization of NGV and the creation of new markets for this resource.

Brief description of the Applicant's activities:

The Natural Gas Distributors Association of Chile (AGN) is a private organization that was formed in September 2002. The main objectives of AGN are to monitor the development of the natural gas industry in Chile, promote the use of this energy source, and represent the industry in the governmental and public arenas.

The four companies that form the Association (Metrogas, GasValpo, GasSur and Gasco) distribute gas to approximately 700,000 residential users, commercial businesses, and industrial customers distributed throughout the central and southern regions of Chile.

Date of Submission: December 9th, 2013

Carlos Cortés Simon



Firmado digitalmente por Carlos Cortés Simon
Nombre de reconocimiento (DN): cn=Carlos Cortés Simon, o=AGN, ou, email=ccortes@egchile.cl,
c=CL
Fecha: 2013.12.09 14:37:58 -0400'

Signature

Executive Director

Title in Company

Appendix 2 – ENI, Italy, Associate membership application

ASSOCIATE MEMBERSHIP
INTERNATIONAL GAS UNION
UNION INTERNATIONALE DU GAZ



Application Form

Please complete and return this form to the address indicated below enclosing documentation of owned tangible and/or intangible assets related to the gas chain incl. trading and marketing of gas, and attaching official audited accounts for the past two years.

Send to:

International Gas Union/Secretariat
Att. Mr. Torstein Indrebø, Secretary General
c/o Statoil ASA
Postbox 3,
1330 Fornebu
Norway

Telephone: +47 51 99 00 00
Fax: +47 67 80 56 01
E-mail: secrigu@statoil.com

Applicant's Information

Company (Applicant):

Please fill in a form for each individual company applying.

Company Name (complete): Eni S.p.A.

Date of Establishment: 1953

Contact Person 1:

Title of Contact Person: Midstream Senior Executive Vice President

Name of Contact Person within this Company: Marco Alverà

Company Address (complete): piazza E. Vanoni, 1

Code: 20097

City: San Donato Milanese

Country: Italy

Phone: + 39 0252031588

Mobile phone:

Fax:

E-mail: marco.alvera@eni.com

Contact Person 2:

Title of Contact Person: Midstream Executive Vice President

Name of Contact Person within this Company: Francesco Giunti

Company Address (complete): piazza E. Vanoni, 1

Code: 20097

City: San Donato Milanese

Country: Italy

Phone: +390252031278

Mobile phone:

Fax: +390252031135

E-mail: francesco.giunti@eni.com

Main reasons for applying for IGU Associate Membership (please explain):

exchange of information and getting the latest news about the technological and regulatory development in the gas sector in different parts of the world
participate in the international conferences concerned gas industry development
cooperate with international gas organizations

In which way will the Applicant demonstrate capability and willingness to contribute actively to the development of the gas industry through active participation within IGU (please explain):

encourage new gas technologies and best practices, know-how and performances

promote safe environmental performance

managing risks and mitigating the impacts of its operating activities while creating added value for its stakeholders

adopting the highest gas standards and international gas guidelines in the management of gas activities in all contexts where the activities are carried out

Brief description of the Applicant's activities:

Eni is an integrated Energy company, active in 90 countries in the world with a staff of 78.000 employees.

Eni boasts a strong position in the oil&gas value chain, from the hydrocarbon exploration phase to the product marketing.

Strong presence in the gas market and in the liquefaction of natural gas, skills in engineering and project management allows it to realize integrated projects.

Date of Submission: 23/21/2014


Marco Alvera
Senior Executive Vice President

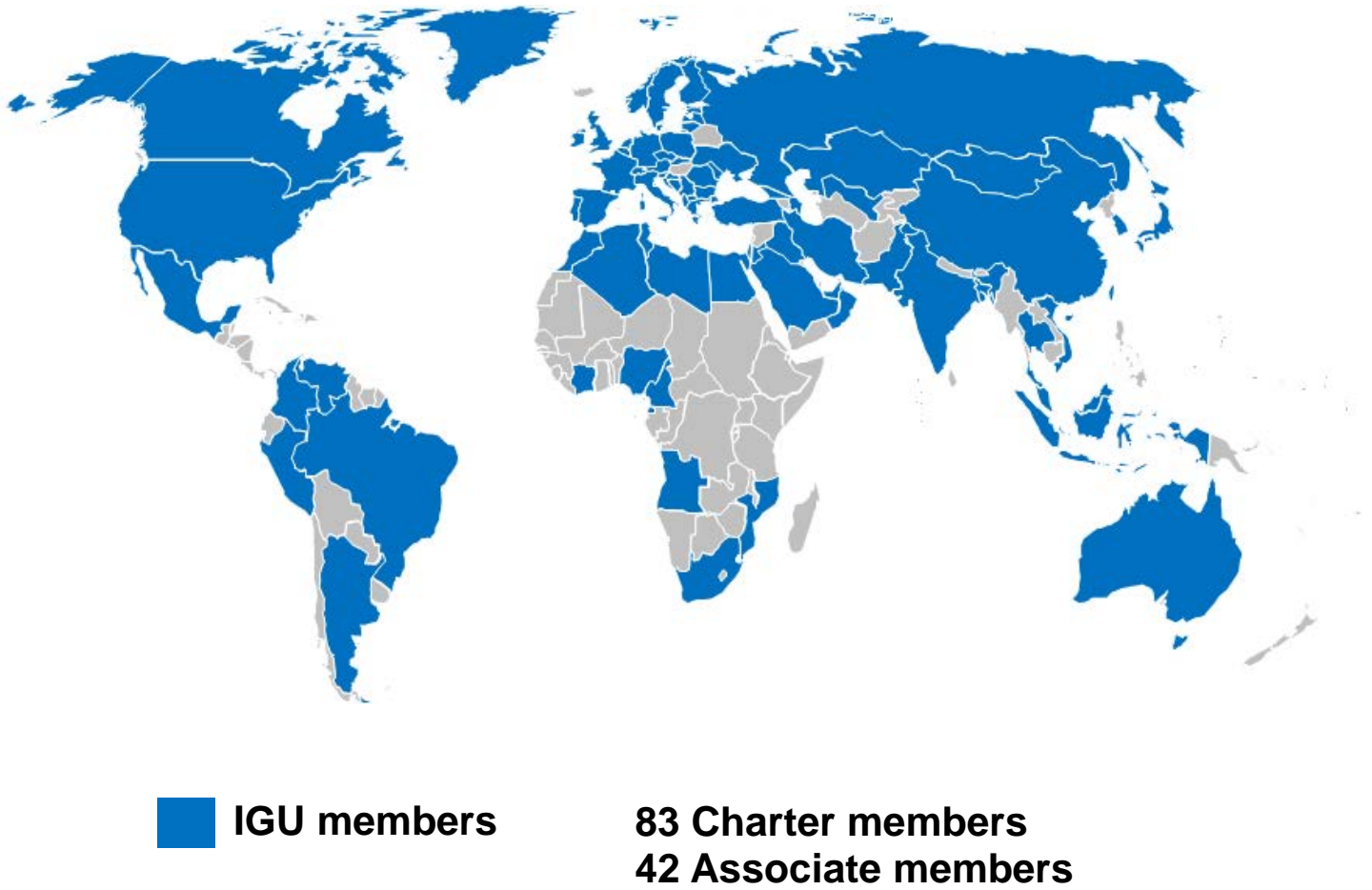
Signature

Title in Company

Appendix 3 - List of Affiliated Organisations

1. Energy Delta Institute (EDI)
2. European Gas Research Group (GERG - Groupe Européen de Recherches Gazières)
3. Gas Infrastructure Europe (GIE)
4. Gas Technology Institute (GTI)
5. Groupe International des Importateurs de Gaz Naturel Liquéfié (GIIGNL)
6. International Association of Natural Gas Vehicles (IANGV)
7. International Pipeline & Offshore Contractors Association (IPLOCA)
8. Marcogaz
9. Natural & bio Gas Vehicle Association (NGVA Europe)
10. Pipeline Research Council International, Inc. (PRCI)
11. Russian National Gas Vehicle Association (NGVRUS)

Appendix 4 – Map showing IGU members



Appendix 5 – List of IGU members

IGU Charter members

- 1 Albania (ERE – Albanian Energy Regulator)
- 2 Algeria (Association Algérienne de l'Industrie du Gaz (AIG))
- 3 Angola (Sonangol Gás Natural (Sonagas))
- 4 Argentina (Instituto Argentino del Petróleo & del Gas)
- 5 Australia (Australian Gas Industry Trust c/o Energy Networks Association)
- 6 Austria (Österreichische Vereinigung für das Gas- und Wasserfach (ÖVGW))
- 7 Azerbaijan (State Oil Company of Azerbaijan Republic - SOCAR)
- 8 Belgium (Association Royale des Gaziers Belges)
- 9 Bosnia and Herzegovina (Gas Association of Bosnia and Herzegovina)
- 10 Brazil (Associação Brasileira das Empresas Distribuidoras de Gás Canalizado (ABEGAS))
- 11 Brunei (Brunei Energy Association)
- 12 Bulgaria (Overgas Inc)
- 13 Cameroon (Société Nationale des Hydrocarbures)
- 14 Canada (Canadian Gas Association)
- 15 China, People's Rep. of (China Gas Society)
- 16 Colombia (Asociacion Colimbiana de Gas Natural – NATURGAS)
- 17 Croatia (Croatian Gas Association)
- 18 Cyprus
- 19 Czech Republic (Czech Gas Association)
- 20 Denmark (Dansk Gas Forening - Danish Gas Association)
- 21 Egypt (Egyptian Gas Association)
- 22 Equatorial Guinea (Sociedad Nacional de Gas de G.E. (SONAGAS))
- 23 Estonia (Estonian Gas Association)
- 24 Finland (Finnish Natural Gas Association)
- 25 France (Association Française du Gaz (AFG))
- 26 Germany, Fed. Rep. Of (Deutsche Vereinigung des Gas- und Wasserfaches e.V. (DVGW))
- 27 Greece (Public Gas Corporation of Greece S.A. (DEPA))
- 28 Hong Kong, China (The Hong Kong & China Gas Co. Ltd.)
- 29 India (Gas Authority of India Ltd. (GAIL))
- 30 Indonesia (Indonesian Gas Association (IGA))
- 31 Iran (National Iranian Gas Company (NIGC))
- 32 Iraq (State Oil Marketing Company/ Ministry of Oil - SOMO)
- 33 Ireland (Irish Gas Association - Bord Gais Eireann)

- 34** Israel (The Israel Institute of Energy and Environment)
- 35** Italy (Comitato Italiano Gas (CIG))
- 36** Ivory Coast- Cote d'Ivoire (Société Nationale d'Opérations Pétrolières – PETROCI Holding)
- 37** Japan (The Japan Gas Association)
- 38** Kazakhstan (KazTransGas JSC)
- 39** Korea, Republic of South (The Korea Gas Union)
- 40** Latvia (Latvijas Gaze)
- 41** Lebanon (Ministry of Energy and Water)
- 42** Libya (National Oil Corporation of Libya)
- 43** Lithuania (Lithuanian Gas Association)
- 44** Macedonia, Republic of (Macedonian Gas Association)
- 45** Malaysia (Malaysian Gas Association - c/o Petronas)
- 46** Mexico (Asociación Mexicana de Gas Natural, A.C.)
- 47** Monaco (Société Monégasque de l'Électricité et du Gaz (SMEG))
- 48** Mongolia (Baganuur Joint Stock Company)
- 49** Morocco (Fédération de L'Énergie de la Confédération Générale des Entreprises du Maroc -CGEM)
- 50** Mozambique (Empresa Nacional de Hidrocarbonetos, E.P. (ENH))
- 51** Netherlands, The (Royal Dutch Gas Association- Koninklijke Vereniging van Gasfabrikanten in Nederland (KVGN))
- 52** Nigeria (Nigerian Gas Association c/o Nigerian LNG Ltd.)
- 53** Norway (Norwegian Petroleum Society - Norwegian Gas Association)
- 54** Oman, Sultanate of (Oman LNG L.L.C.)
- 55** Pakistan (Petroleum Institute of Pakistan)
- 56** Peru (Perúpetro S.A)
- 57** Poland (Polish Gas Association (PZITS))
- 58** Portugal (AGN - Associação Portuguesa das Empresas de Gás Natural)
- 59** Qatar (Qatar Liquefied Gas Company Ltd. (Qatargas))
- 60** Romania (S.N.G.N. Romgaz S.A.)
- 61** Russian Federation (Gazprom JSC)
- 62** Saudi Arabia (Saudi Aramco - Development Department)
- 63** Serbia, Republic of (Gas Association of Serbia)
- 64** Singapore (SP PowerGrid Limited)
- 65** Slovak Republic (Slovak Gas and Oil Association)
- 66** Slovenia (GEOPLIN)
- 67** South Africa (South African Gas Development Company (Pty) Ltd.)
- 68** Spain (Spanish Gas Association - Asociación Española del Gas (SEDIGAS))
- 69** Sweden (Swedish Gas Association-Svenska Gasföreningen)

- 70 Switzerland (SWISSGAS)
- 71 Taiwan, China (The Gas Association of the Republic of China, Taipei)
- 72 Thailand (PTT Public Company Ltd. - Petroleum Authority of Thailand)
- 73 Timor-Leste (Timor Gas & Petroleo, E.P -Timor GaP)
- 74 Trinidad and Tobago (The National Gas Company of Trinidad and Tobago Limited)
- 75 Tunisia (Association Tunisienne du Pétrole & du Gaz (ATPG) c/o ETAP)
- 76 Turkey (BOTAŞ)
- 77 Ukraine (Naftogaz of Ukraine)
- 78 United Arab Emirates (Abu Dhabi Liquefaction Company Ltd. (ADGAS))
- 79 United Kingdom (The Institution of Gas Engineers and Managers)
- 80 USA (American Gas Association)
- 81 Uzbekistan (Uzbekneftegaz (UNG))
- 82 Venezuela (Petróleos de Venezuela S.A. (PDVSA))
- 83 Vietnam (Vietnam Oil and Gas Company)

IGU Associate members

- 1 ADNOC Distribution (United Arab Emirates)
- 2 Australian Petroleum Production & Exploration Association (APPEA) (Australia)
- 3 BG Group plc (BG) (United Kingdom)
- 4 BP Gas Marketing Limited (United Kingdom)
- 5 Bursagaz (Turkey)
- 6 Cheniere Energy, Inc. (USA)
- 7 Chevron Global Gas (USA)
- 8 China National Petroleum Corporation-CNPC (P.R. of China)
- 9 ConocoPhillips Company (USA)
- 10 Det Norske Veritas Germanischer Lloyd - DNV GL
- 11 E.ON Global Commodities (Germany)
- 12 Eurogas
- 13 ExxonMobil Gas & Power Marketing (USA)
- 14 Gaslink - Gas System Operator Ltd (Gaslink) (Ireland)
- 15 GasTerra (The Netherlands)
- 16 GAZBIR- Association of Natural Gas Distribution Companies of Turkey (Turkey)
- 17 GDF SUEZ (France)
- 18 IGDAŞ - Istanbul Gas Distribution Co. (Turkey)

- 19** Indian Oil Corporation Limited (India)
- 20** INPEX Corporation (Japan)
- 21** Instituto Brasileiro de Petróleo, Gás e Biocombustíveis (Brazil)
- 22** Liander N.V. (The Netherlands)
- 23** NV Nederlandse Gasunie (The Netherlands)
- 24** OMV Gas & Power (Austria)
- 25** Origin Energy Limited (Australia)
- 26** Petróleo Brasileiro S.A. - Petrobras (Brazil)
- 27** Petronet LNG (India)
- 28** Rasgas Limited (Qatar)
- 29** Repsol (Spain)
- 30** Russian Gas Society (Russia)
- 31** Shell International Explorations & Production BV (The Netherlands)
- 32** Sonorgás (Portugal)
- 33** Spetsneftegaz NPO JSC (Spetsneftegaz) (Russia)
- 34** Swiss Gas and Water Industry (Switzerland)
- 35** TAQA, Arab Company for Energy (Egypt)
- 36** TBG - Transportadora Brasileira Gasoduto Bolivia-Brasil S/A (Brazil)
- 37** TOTAL S.A. (France)
- 38** Transportadora de Gas del Perú (Peru)
- 39** Vopak LNG Holding BV (Vopak LNG) (The Netherlands)
- 40** Westnetz GmbH- RWE Deutschland AG (Germany)
- 41** Wintershall (Germany)
- 42** Woodside Energy Ltd. (Australia)