

Nelthorpe, Colleen MNGD:EX

From: Manahan, Suzanne MNGD:EX
Sent: Friday, August 4, 2017 10:25 AM
To: Restall, Analise MNGD:EX
Subject: EMP-2017-72530
Attachments: US-China Agreement.docx

From: Wray, Jennifer MNGD:EX
Sent: Thursday, May 25, 2017 4:06 PM
To: Manahan, Suzanne MNGD:EX
Subject: FW: US-China and LNG announcement

Mark and Shauna put this together in response to the request from MIT below. Any concerns? Perhaps something to flip to Dave as well...

From: Urwin, Mark MNGD:EX
Sent: Thursday, May 25, 2017 4:05 PM
To: Wray, Jennifer MNGD:EX
Subject: FW: US-China and LNG announcement

From: Quiring, Janel MIT:EX
Sent: Thursday, May 25, 2017 11:10 AM
To: Urwin, Mark MNGD:EX
Subject: US-China and LNG announcement

s.13

<https://www.commerce.gov/news/press-releases/2017/05/joint-release-initial-results-100-day-action-plan-us-china-comprehensive>

4. The United States welcomes China, as well as any of our trading partners, to receive imports of LNG from the United States. The United States treats China no less favorably than other non-FTA trade partners with regard to LNG export authorizations. Companies from China may proceed at any time to negotiate all types of contractual arrangement with U.S. LNG exporters, including long-term contracts, subject to the commercial considerations of the parties. As of April 25, 2017, the U.S. Department of Energy had authorized 19.2 billion cubic feet per day of natural gas exports to non-FTA countries.

US - China deal improves potential for direct LNG exports

LNG exports highlighted in US-China joint statement on trade

- On May 11, 2017 the US and Chinese governments announced a deal that improves the potential for direct LNG exports between the countries.
- In the statements jointly released by US Department of Commerce and Chinese Ministries of Commerce and Finance, ten areas were identified where significant progress has been made regarding trade negotiations and where market access or increased co-operation is expected by the end of the 100-day period (July 16, 2017).
- One point of specific interest to the global gas industry was the explicit statement that China is welcome to receive direct imports of US LNG and that the country is treated no less favourably than any of the US' non-free trade (FTA) trading partners regarding LNG export authorizations. The statement goes on to highlight that Chinese companies are free to negotiate with US LNG exporters - including for long-term contracts - subject to the individual parties' commercial consideration.
- s.13,s.16

Direct deals have been limited to date

- During the first phase of development in the US Gulf Coast, Chinese companies - primarily the large state owned firms - were notably absent from signing any binding supply contracts. However, even without direct deals, s.13,s.16
s.13,s.16
s.13,s.16
- The US Administration has a keen policy focus on reducing the country's trading deficit which in turn has led to strong support for increasing energy exports. s.13,s.16
s.13,s.16
- As with many of the previous deals struck between Asian buyers and projects based in the US, any future deals will hinge on price and flexibility. s.13,s.16
s.13,s.16

s.13,s.16

Nelthorpe, Colleen MNGD:EX

From: Wray, Jennifer MNGD:EX
Sent: Thursday, May 25, 2017 11:13 AM
To: Urwin, Mark MNGD:EX
Subject: RE: Separate request from MIT

Go for it. Assuming you'll flag it if it's something our DM should be aware of.

From: Urwin, Mark MNGD:EX
Sent: Thursday, May 25, 2017 11:11 AM
To: Wray, Jennifer MNGD:EX
Subject: Separate request from MIT

Hi Jen,

Janel Quiring from MIT has asked if I can take a quick look at a China/US trade note – specifically regarding the inclusion of LNG in a potential trade deal between the two countries. Would it be alright if I spent a bit of time on this?

Mark

Nelthorpe, Colleen MNGD:EX

From: Wray, Jennifer MNGD:EX
Sent: Thursday, May 25, 2017 4:03 PM
To: Urwin, Mark MNGD:EX
Cc: Sundher, Shauna MNGD:EX
Subject: RE: US-China Agreement

Thanks Mark. Can you flip me the original request pls.

From: Urwin, Mark MNGD:EX
Sent: Thursday, May 25, 2017 3:58 PM
To: Wray, Jennifer MNGD:EX
Cc: Sundher, Shauna MNGD:EX
Subject: US-China Agreement

Hi Jen,

Looking into the request from MIT from earlier today they wanted some insight/potential impact stemming from a recent agreement announced between the US and China. This announcement could lead to an increased interest in a second wave of projects in the US and with that potentially impact the proposed projects in BC. Attached is a brief summary we've pulled together for your consideration on this.

With your permission I'd like to share this one pager with MIT.

Thanks,
Mark

Nelthorpe, Colleen MNGD:EX

From: Wray, Jennifer MNGD:EX
Sent: Thursday, May 25, 2017 4:23 PM
To: Urwin, Mark MNGD:EX
Cc: Sundher, Shauna MNGD:EX
Subject: RE: US-China Agreement

Hi Mark – Did MIT share the draft note as part of the request?

Unless I'm missing something it looks like you've prepared way more than the request for possible implications on point 4. I'm fine with the extra information if it's relevant to the request. Please take the conference brand off the document – would suggest you send it back as bulleted points in an email.

Thanks,

Jennifer Wray
A/Executive Director
LNG Task Force | Ministry of Natural Gas Development
p: 250.952.0523 | m: 250.217.3470
www.lnginbc.ca

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From: Urwin, Mark MNGD:EX
Sent: Thursday, May 25, 2017 5:14 PM
To: Quiring, Janel MIT:EX
Cc: Wray, Jennifer MNGD:EX
Subject: RE: US-China and LNG announcement

s.13,s.16

From: Quiring, Janel MIT:EX
Sent: Thursday, May 25, 2017 11:10 AM
To: Urwin, Mark MNGD:EX
Subject: US-China and LNG announcement

s.13

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