

Exhibit 193

From: Roosch, Jan-Willem JW SIEP-EPB-P
To: Myers, Craig C SIEP-EPT-AR; Van Dijk, Niels N SIEP-EPT-AR
CC:
BCC:
Sent Date: 2002-03-01 09:35:16.000
Received Date: 2002-03-01 09:35:16.000
Subject: FW: Competitive Intelligence
Attachments: XOM Definitions Overview for Aera.ppt

Copy of the XOM reserves categories and definitions.

Jan Willem

-----Original Message-----

From: Sidle, Rod RE SEPCO
Sent: 19. februar 2002 12:59
To: Roosch, Jan-Willem JW SIEP-EPB-P
Cc: Van Driel, Peter P SIEP-EPB-P; Wharton, Mark M SIEP-EPB-P
Subject: RE: Competitive Intelligence

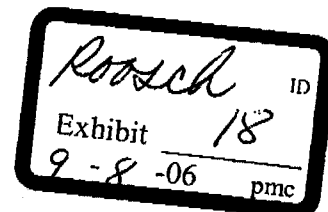
Jan Willem,

I think you have phrased correctly as the best I may be able to provide is only a clue. Typically US operators keep specific booking details as well as individual field reserves confidential (except when they choose otherwise with press releases or must disclose for legal proceedings). So most of our information is just comments made by our partners technical staff in conversations -- with reliability always a question.

One exception to that is for ExxonMobil (XOM), our partner in Aera (California operations). SEPCo, XOM and Aera recently held a joint meeting to discuss revisions to Aera reserve reporting process. As part of this, XOM presented some details about their reserve process including one slide that speaks somewhat to "booking aggressiveness" (attached). You will note the sixth slide ("Hydrocarbon Resource Classification") along the left side of the slide are shown XOM criteria for booking the indicated reserves. For Proved Undeveloped reserves, it notes that "Funding or FDP [Final Development Plan] Approved" is part of their definition. In questioning the XOM presenter on what "FDP" meant, it seems this would roughly correspond to our VAR 4 project stage. The other slides show XOM uses "traditional" descriptions of reserve categories.

As to the anecdotal data from others, I will check with the SEPCo engineers on JV GoM projects for any recent information.

Regards,
Rod



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-----Original Message-----

From: Roosch, Jan-Willem JW SIEP-EPB-P
Sent: Monday, February 18, 2002 8:36 AM
To: Sidle, Rod RE SEPCO
Cc: Van Driel, Peter P SIEP-EPB-P; Wharton, Mark M SIEP-EPB-P
Subject: Competitive Intelligence

Rod,

As the dust around the Annual Report settles, the Group is left with the challenge to improve its (Proved) Reserves Replacement Ratio. One of the issues that we would like to know more about is how we compare with the competition where "booking aggressiveness" is concerned. Would you be able to give us a clue how our numbers compare with those of our competitors where it concerns JV assets in the GoM?

Jan Willem D. Roosch

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