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  IN THE UNITED STATES DISTRICT COURT
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  DISTRICT OF NEW JERSEY
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  In Re: ROYAL DUTCH/SHELL TRANSPORT Civil Action No.
  SECURITIES LITIGATION.
                                    04-3749 (JAP)
7
                     Consolidated Case
8
   -----x
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10
               October 30, 2006
              10:00 a.m.
               Volume 1
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14
         Videotaped Deposition of RODNEY
15
   SIDLE, held at the offices of LeBoeuf Lamb
   Greene & MacRae LLP, 125 West 55th Street, New
16
17
   York, New York, before Frank J. Bas, a
18
   Registered Professional Reporter and Notary
   Public of the State of New York.
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0002
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0004
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  APPEARANCES (Cont'd):
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If counsel will please introduce

reporter Frank Bas of Legalink will swear

themselves for the record, our court

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10	Case 3:04-cv-00374-JAP-JJH Document 364-9 defendants, Royal Dutch/Shell and Shell	Filed 10/10/2007	Page 5 of 295
11	Transport & Trading, as well as Mr. Sidle,		
12	who is our witness today.		
13	RODNEY SIDLE,		
14	called as a witness, having been duly		
15	sworn by a Notary Public (Frank J. Bas),		
16	was examined and testified as follows:		
17	EXAMINATION		
18	BY MR. MacFALL:		
19	Q. Good morning, Mr. Sidle. We met a		
20	few moments ago. My name is Tim MacFall and I'm		
21	going to be asking you a few questions today and		
22	part of tomorrow in connection with the		
23	litigation pending against Shell.		
24	I just want to cover a few ground		
25	rules. I'm sure your counsel has already		
000	08		
1	RODNEY SIDLE		
2	discussed it with you, but it will make things		
3	probably a little bit easier going along.		
4	Even though the deposition is being		
5	video recorded, it is also being		
6	stenographically recorded. In order to have a		
7	clear record, we need you to answer audibly and		
8	verbally to each of the questions. Okay, sir?		
9	A. Yes. I will.		
10	Q. Thank you. If at any point during		
11	the deposition you would like to take a break or		
12	confer with counsel, just let me know and I'm		
13	sure we can accommodate you.		
14	A. Very good.		
15	Q. Mr. Sidle, have you ever had your		
16	deposition taken before, sir?		
17	A. Yes, I have.		
18	Q. Was that in connection with this		
19	litigation?		
20	A. (No response.)		
21	Q. Withdrawn.		
22	Was that in connection was that a		
23	deposition conducted by the SEC in connection		
24	with Shell?		
25	A. That is one of them. Yes.		
000	)9		

12

15

17

decision.

determination, training, instructions, like

the E&P reserves committee for their final

guidance documents, guidelines, rules, that sort of thing, as well as reviewing proposed reserve

changes and then giving my recommendations to

in California for the subsidiaries -- several subsidiaries that were there at the time, in

- Q. With respect to the 2003 time period when you were seconded to E&P Inc., what position did you hold at that time, sir?
- 8 A. I was a reserves manager for SEPCO, 9 the Shell Oil E&P arm.
- Q. I believe you said that SEPCO was the US operations of Shell. Is that correct, sir?
- 13 A. It was the US portion of the 14 exploration and production operation of Shell.

15 MR. SMITH: Tim, your question 16 raises something. Sometimes you say at the 17 beginning of the depositions, but we didn't 18 hear, which is the convention of using the 19 name "Shell."

I think Mr. Sidle, because he comes from the US operation, sometimes uses the words "Shell Oil," and just so the record is clear, Rod, when you say Shell oil, are you referring to the US entity, or are you referring to the group as a whole?

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Case 3:04-cv-00374-JAP-JJH Document 364-9 0014 **RODNEY SIDLE** 1 2 THE WITNESS: When I refer to Shell 3 Oil, that is the US entity that is Shell 4 Oil Company. And when I refer to the 5 international operations, I'll say Shell 6 International, I'll say the Group, or I'll 7 say Royal Dutch Shell. 8 MR. SMITH: If you don't mind. I 9 just wanted that to be clear for the 10 record. 11 MR. MacFALL: No, I appreciate that, 12 and in order to help keep the record clear, 13 although I have not been doing so in prior 14 depositions, I will endeavor to refer to 15 the international organization as the 16 Group. 17 MR. SMITH: Thank you. 18 BY MR. MacFALL: 19 Was there a time when SNEPCO made 20 periodic filings with the Securities and 21 **Exchange Commission?** I'm not sure I understand your 22 question, because you said "SNEPCO," which is Shell Nigeria, and I had no connection with them at that time. 25 0015 RODNEY SIDLE 1 Thank you. I'm sorry. Was there a time when SEPCO made periodic filings with the 4 States? 6 SEPCO was a subsidiary of Shell Oil Company. Shell Oil Company did make filings, both as a listed member of the Stock Exchange

- Securities and Exchange Commission in the United
- until 1984, and then continuing after that until
- all Shell Oil specific debt, which caused them
- 11 to be SEC registrants, while that was still in
- 12 existence.
- 13 Do you recall when that debt was no Q.
- 14 longer in existence? Approximately.
- 15 It was 2000, plus or minus a few
- years. Late '90s, early 2000. Somewhere in

- 2 review their work, to make sure it met the
- 3 requirements for compliance. And then the
- 4 result of that data was provided two places:
- 5 One to our financial organization within SEPCO,
- 6 Shell Oil, and also on to Royal Dutch/Shell,
- 7 each of whom used it in their filings.
- 8 Q. With regard to your responsibilities
- 9 in training staff, I believe you indicated that
- 10 you were responsible for ensuring compliance.
- 11 Compliance with what, sir?
- 12 A. With regard to reserves -- and this
- is a good place to introduce the term. My
- 14 background is as an engineer and a scientist, so
- 15 when I say the unmodified term "reserves,"
- 16 that's with a lower case R, and it generically
- 17 means what it would to an engineer or a
- 18 scientist. It means the future production from
- 19 some project or field, without specification as
- 20 to any particular agency or entity that might
- 21 add additional requirements to what that entity,
- 22 called "reserves," might be.
- When I refer to "proved reserves,"
- 24 or "SEC reserves," then I refer to those
- 25 reserves that fit the criteria that have been 0017

### 1 RODNEY SIDLE

- 2 provided by the SEC, and in the cases of Shell,
- 3 then interpreted as to what those mean so as to
- 4 meet those SEC standards.
- 5 I also may refer to "probable" or
- 6 "possible" or "expectation" reserves. But the
- 7 unmodified term reserves is a generic one to me,

- 9 Essentially what proved reserves
- means are those reserves which will be produced
- 11 in the future with very high confidence that at
- 12 least that number, or more, will be produced,
- 13 and therefore there is reasonable certainty that
- the volume that is associated with proved
- 15 reserves is going to be produced.
- 16 Is that your present understanding,
- 17 or your present summary of -- let me try that 18 again.
- 19 Is that a summary of your present
- 20 understanding of proved reserves?
- 21 Yes, it is.
- 22 Did you have an understanding of Q.
- 23 that term prior to 1999?
- 24 Α. Yes.

current understanding. Yes. Do you recall if you had an understanding of that term "reasonable

14

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- 12 as they relate to proved reserves?
- 13 A. Yes, I am.
- 14 Breaking it down, with regard to O. 15 technical maturity, could you please explain for me your understanding of that term, sir? 16
- 17 Yes. Technical maturity relates to 18 the definition of the volumes that one would 19 expect to produce from a project, where that
- 20 project is sufficiently defined to know where
- 21 the wells will be placed, how they will be
- drilled, how they will be completed, the 23
- elements of the operation that will be the
- development and the production, as well as a
- 25 subsurface description of the resource that will 0022
  - 1 RODNEY SIDLE
- be developed, things like the extent of the
- reservoir, the thickness of the reservoir, the
- 4 types of fluid that it contains, a variety of
- factors like that.
- 6 When you have the two of those

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7 together, then you have a technically mature8 opportunity.

- 9 Q. Could you please describe for me 10 your understanding of the term "commercial 11 maturity"?
- 12 A. Yes. Commercial maturity relates to 13 other factors, such as the rights to produce 14 that you would get from the owner of the 15 minerals, that could be a national government, 16 or in the US, a lessor. It refers to the
- 17 economic conditions; in other words, is it
- 18 profitable to pursue, are the monies available
- 19 to be expended.

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- It also refers to any other elements of approvals, be those partner approvals, if you
- 22 have a partnership. It could refer to agencies,
- 23 governmental or otherwise, that have purview
- 24 over the choice as to whether that resource is
- 25 developed. So you may need permits, for 0023

#### RODNEY SIDLE

- 2 example, to be able to produce.
- 3 It refers, also, to markets. You
- 4 need to be able to have an economic opportunity,
- 5 you need to have a market into which your
- 6 product will be sold, and so the existence of
- 7 those markets, or any infrastructure needed to
- deliver that product to market, is part of
- 9 commercial maturity.
- Q. Did you have an understanding of the term technical maturity back in 1999?
- 12 A. I was first introduced to it about 13 that time frame.
- Q. Okay. Could you describe for me,briefly, how it was that you were introduced to
- 16 that concept at that time, sir?
- 17 A. Yes. One of the reasons that SEPCO
- 18 created the reserves manager position that I
- 19 filled in 1999 was to provide a person within
- 20 the SEPCO organization who could assist the
- 21 organization in adapting to the requirements
- 22 that the Royal Dutch/Shell group had at that
- 23 time for reporting of reserves, unmodified, and

Did the SEPCO guidelines concerning

the booking of proved reserves embody the

# contained requirements such as, as I just mentioned, an economic assessment of the

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Case 3:04-cv-00374-JAP-JJH Document 364-9 Filed 10/10/2007 Page 17 of 295 opportunity to show that it was commercial.

- Q. Did those criteria differ, depending
- 8 upon the size of the project involved? 9
  - They did indirectly, in that Shell's
- 10 business processes for demonstration of
- 11 commitment and securing funding, what's now
- 12 called FID, or sanction, were different for
- 13 different sized opportunities.

7

14 An example. A deepwater development

- 15 using a tension leg platform, TLP, which could
- 16 cost a billion or more dollars, had a different
- 17 process in our approval system for sanction and
- 18 securing funding than a \$200,000 well that was
- 19 the 85th well being drilled in a field where
- 20 there were 84 and there were likely another
- 21 fifteen to go. It had a process, but there were
- 22 different processes.
- 23 And so in one case we had a very
- 24 rigorous examination before a unique billion
- 25 dollar investment was made. In another case, if 0028

#### RODNEY SIDLE 1

- it was a continuation of ongoing operations and
- 3 there was a track record of drilling profitable
- opportunities, and there wasn't the major event
- that was the approval process for a very large
- investment, within our standard system, we
- didn't create one. We simply went with the
- standards that were in our approval system. So
- since those standards were somewhat different,
- 10 yes, indirectly, that then caused the reserve
- 11 requirements to be somewhat different.
- 12 I believe you used the term "final
- investment decision" in your testimony just now.
- Could you explain for me what that is, sir?
- 15 Yes. Final investment decision is
- 16 the point at which a proposed project of a
- 17 certain magnitude goes to the approving
- 18 authorities. For very large ones that would be
- 19 the board, and that project is endorsed and the
- 20 release of funds to execute the project is
- 21 decided and granted.

22

Under the SEPCO guidelines that

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- 7 A. That was not the instruction I was 8 given. I was given the instruction to look at 9 the group requirements, to fully satisfy them,
- but to do so by fitting the SEPCO rules within
- 11 the flexibility that was allowed by the group
- 12 rules, which although SEPCO used deterministic
- 13 methods which did not -- was not the dominant

economic status of a project and the booking of

#### RODNEY SIDLE

- 2 A. Yes. Shell instituted a program --
- 3 Royal Dutch/Shell instituted a program called
- 4 Value Assurance Review in which senior members
- 5 of the business organization -- business and
- 6 technical organization were brought together as
- 7 a review team to look at proposed projects and
- 8 provide an outside-view on their readiness to
- 9 proceed to the next level of maturity in
- 10 progressing until ultimate approval and
- 11 execution. There were several levels that were
- 12 involved.

- 13 And that review then provided
- 14 guidance to the business as to whether a project
- 15 was ready to go through a stage gate into the
- 16 next type of operation to continue its maturity.
- 17 Q. Do you recall if the group
- 18 guidelines in existence in or about 1999-2000
- 19 permitted a project that had not passed a VAR 4
- 20 review to book proved reserves?
- A. Yes, I recall.

developing a plan by which it would be

developed. Later commercial elements that were

RODNEY SIDLE what the word said at the time. It's important to understand that when we're talking about

- 11 Did there come a time when a VAR 4 was required
- 12 in order to book proved reserves, in connection
- 13 with a project under the group guidelines?
- 14 A. Yes. As I mentioned, VAR 4 is
- 15 essentially the same as FID, and through the
- 16 years, and through the implementation of the VAR
- 17 process, which is an important element of this,
- 18 it did go to a VAR 4 FID level for major
- 19 projects.
- In part, because when the concept

- 4 the group, who typically was the reserves
- 5 coordinator, so that I had a good understanding
- 6 for what those words meant and how they were
- 7 administered. Then I looked at our own
- 8 processes to see where the things we were doing
- 9 either exactly aligned with, or Shell practices
- 10 were within what was allowed by the group. I
- 11 looked at places where there might have been

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### 0042 1 RODNEY SIDLE

2 resource ownership that existed in the U.S. And

- 21 perforating gun shooting holes in the pipe and
- 22 then the upper layers contribute each in their
- 23 sequence. The rules allow, in certain
- 24 circumstances, the volume is so penetrated,
- 25 they're not producing, to still be called 0043

#### 1 RODNEY SIDLE

- 2 developed, because the essence of the
- 3 development operation, the drilling of the well,
- 4 is already complete.
- 5 The SEPCO rules were written around
- the situation where that occurred in onshore
- 7 settings or in very shallow waters of the Gulf
- 3 of Mexico where that re-completion operation was
- 9 very trivial, in terms of both cost and effort,
- 10 and so it allowed any reserves behind pipe to be
- 11 classified as developed.
- The group rules at the time
- 13 recognized that in some cases, that
- 14 re-completion could be very significant, both in
- 15 terms of its operation, or in terms of its cost,
- 16 and therefore put a qualifier on what could be
- 17 behind pipe, both in terms of practical
- 18 operation, do you need to put a rig on it, or in
- 19 terms of cost -- 10 percent of the cost of a new

## 10 have SEPCO liberalize its requirements

Was there an effort by the group to

recall the substance of such talks?

No, I don't.

7

8

9

Α.

25 you. Could you take a look at that document, 0047

18 that's referenced in this e-mail from

Were you a member of the SPE in

I probably was. I don't recall for

Do you recall attending the workshop

13

14

15

16

17

O.

Α.

1999?

sure.

paragraph that appears under that caption,

Mr. Barendregt references two papers that were

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21

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0052

insist on this.

With respect to the first part of

that sentence, do you recall the SEC requiring

evacuation facilities in place with respect to

proved undeveloped reserves?

consistent with what you previously testified

about monetary reserves?

16

you look at the very bottom of the page you'll

see a caption: "My Conclusions of the

And what is it that you recognize it

24

25 to be?

O.

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Case 3:04-cv-00374-JAP-JJH Document 364-9 0057 RODNEY SIDLE 1 2 I'm sorry? 3 Q. And what is it that you recognize it to be? 4 5 To be. It's an e-mail that I wrote Α. to Remco Aalbers in 1999. 7 Okay. Also attached at the bottom of the document in sort of reverse chronological order is an e-mail from Mr. Aalbers to you. Do you see that, sir? 11 A. I do. 12 Okay. Do you recall first receiving the e-mail from Mr. Aalbers? This particular 13 e-mail that's part of Exhibit 2. 15 I see that it's here, but I don't have a memory of it. No. 17 Okay. With respect to the second 18 e-mail, which is your response to Mr. Aalbers, 19 do you recall authoring that e-mail, sir? 20 As I said, I remember we had 21 discussions about this topic at the time. 22 Directing your attention 23 specifically to the second page of the document, which contains the body of the e-mail from 25 Mr. Aalbers to you. If you could take a look at 0058 1 RODNEY SIDLE 2 that, sir. 3 Mr. Aalbers is discussing in that e-mail the idea of linking -- excuse me -- of 4 booking proved reserves in SEPCO utilizing the VAR process, and he states here, "initial suggestion was VAR 4, but maybe VAR 3 could also 7 8 be an option." 9 Do you recall, separate and apart from the e-mail, if you had conversations with

11 Mr. Aalbers regarding utilization of the VAR 12 process in connection with the booking of proved reserves at SEPCO? 13 14 I remember generally that topic was 15 being discussed at the time because of the 16 then -- the broader use of the VAR process as a

and our knowledge was a standard part of our

interaction. He asked a question. I gave him

And you're providing Mr. Aalbers

my experience that related to that.

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Q. Did you view the adoption of a VAR 3
in lieu of an FID for SEPCO to be a
liberalization of the standards concerning the
booking of proved reserves?
A. Well, it certainly lowered the VAR
level requirement from the maturity that you
would have at FID and VAR 4, to a lesser level
of VAR 3. However, what you would need to do if
you did that was then insist on certain other

25 criteria to demonstrate that you've satisfied 0062

# 1

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## RODNEY SIDLE

- 2 the proved reserves categories of commitment and
- 3 expected execution.
  - Q. I would like to direct your
- attention to the next paragraph. Sir, the first
- 6 sentence reads: "At this point we changed to
- 7 requiring major projects pass FID before being
- 8 booked conservative perhaps."
- 9 What did you mean by "conservative"
- 10 as used in that sentence?
- 11 A. If you look at the SEC standards,
- 12 there's no reference made to FID, to project
- 13 sanction. What they refer to is a commitment on
- 14 the part of the parties, the operator, partners,
- 15 whatever the entity is, a commitment to execute,
- 16 funding being available, and then being expected
- 17 that that development, and the volumes
- 18 associated with it, will then be produced.
- 19 Nowhere in there does sanction FID, or any of
- 20 that, exist.
- 21 Shell's budgeting system, at the
- 22 time of 1999, was one where there was not a
- 23 separate clear milestone that was called
- 24 commitment. Systems, we had in budgeting in the
- 25 past, and years gone by did have that. But at 0063

- 2 that time it didn't exist.
- To make it very clear to the staff,
- 4 you know, when they had reached a point that
- 5 satisfied the requirements, when you didn't have
- 6 one at exactly the point the SEC asked for, we
- 7 said well, what's the next thing that shows up
- 8 in our process that would have passed that and
- 9 had all of those requirements met and perhaps
- 10 even a few more, and that then is the sanction,
- 11 or FID point. You've gone beyond commitment to
- 12 the point of not only committing, but also
- 13 releasing the funds to execute. SEC doesn't say
- 14 you have to be at releasing the funds to
- 15 execute. They say you have to be at commitment.

That's what I recall.

Do you recall if the SEPCO

Case 3:04-cv-00374-JAP-JJH Document 364-9 Filed 10/10/2007 Page 40 of 295 guidelines were different than the group

8

guidelines in that respect, subsequent to 1999?

Yes. Through that period the group

- 10 was implementing references to the VAR process,
- 11 and those references were at the VAR stages that
- 12 were initially before FID, later became FID,
- 13 during the period where they were at stages that
- were earlier than FID, they would have been
- 15 different from SEPCO's.
- 16 Were SEPCO's guidelines regarding
- 17 the booking of proved reserves subsequent to
- 18 1999 more conservative than that utilized by the
- 19 group?

1

9

- 20 MR. SMITH: Objection to form.
- 21 The SEPCO guidelines were written
- 22 specific to the issues that were addressed with
- 23 the projects in our inventory in the US at that
- time. They were the guidance that we felt would
- be the best instruction to the staff -- excuse 25 0066

- me -- to ensure their ease of understanding, and
- 3 satisfying SEC and group requirements.
- 4 I wasn't in a position, with my
- knowledge at that time, to make a judgment about
- 6 the group requirements used in situations
- outside the United States, or the circumstances
- with where they were used to see if they were --
- how they would have been different from the use
- of the Shell -- the SEPCO guidelines. In some
- cases the business processes we referred to in 11
- 12 the SEPCO guidelines were not business processes
- 13 that were used in others in the Shell group.
- 14 Did there ever come a time when you
- 15 had occasion to participate in the review of the
- group guidelines? 16
- 17 Well, each year when they were
- published, I would review the group guidelines 18
- 19 and offer comments, both to assist ensuring that
- 20 SEPCO, and the rules that we grew up with,
- 21 people were familiar with, and we wished to
- 22 retain, would still be allowed, as well as offer
- 23 suggestions from things that I've seen within

- 20 standards were, I don't recall at that time that
- 21 they did require FID.
- 22 I'm sorry. I'm talking about the current guidelines as they currently exist. 23
- 24 Oh, as they exist today?
- 25 Q. Yes, sir.

1

- 2 Yes, as they exist today, major projects, very large projects, with a few very
- 4 specific exceptions, require FID.
- 5 Do you recall approximately when that was changed?
- 7 It would probably be somewhere in the 2002, '3, '4 time frame. I don't remember exactly which year it was. 9
- 10 Do you know why that change was Q. 11 made?
- 12 Α. The only answer I ever got to that
- question was dealing with the reporting of
- business results, in that when Shell announced

- 20
- 21 During the 2000 through 2004 time
- 22 period. I'm sorry.
- 23 A. Oh, yes. I am.
- 24 Q. Could you identify those projects
- 25 for me, please?

1

- 2 I can't give you an exhaustive list,
- I don't remember them all, but one very
- 4 memorable one was Gorgon.
- 5 MR. SMITH: When you reach a natural

by the SEC in connection with reserves

12 specifically to the 1999-2000 time frame --

13 withdrawn. Let me expand the time frame.

14 Actually, specifically directing

15 your attention to the period 2000 to 2004, was

16 it easier to book proved reserves under the

17 group guidelines than it was under the SEPCO

18 guidelines?

19

1

MR. SMITH: Objection to form.

A. I'm not sure I can answer, because I

21 just -- I don't know how the international

22 guidelines applied to an international situation

23 to be able to compare that to the SEPCO

24 guidelines compared to a US situation. Again,

25 my focus and my job responsibility was only for 0073

- 2 the application of the rules for SEPCO in the US
- 3 situation. There was quite a lot about things
- 4 that were different outside of the US that I
- 5 simply had no knowledge of, and thus it made it
- 6 difficult -- I had no ability to know whether it
- 7 was easier, harder, or what it was. My only
- 8 comparison is how does it apply to the US.
- 9 Q. During the 2000 to 2004 time period,
- 10 were you ever involved in reviewing the booking
- 11 of proved reserves at OUs outside of the United
- 12 States?
- 13 MR. SMITH: Objection to form.

# 1 RODNEY SIDLE

Q. And when you say your understanding

of the rules, are you talking about the group

4 rules?

- 2 during that period, 2001?
- A. Not people that I had worked with
- 4 before. No.
- 5 Q. Were there people that you worked
- 6 with subsequent to Mr. Lockwood's contact, or
- 7 initial contact with you, who worked on Angola
- 8 Block 18?
- 9 A. Yes. I met members of the team, and
- 10 I was introduced to them.
- 11 Q. Do you recall any of those team
- 12 members?
- 13 A. Off the top of my head I can't give
- 14 you any names.
- Q. Do you recall where the --
- 16 withdrawn. Were those team members also located
- 17 in the United States?
- 18 A. When I met with them, I met with
- 19 them in the United States. Yes.
- Q. Do you know if they worked out of
- 21 offices in the United States?

7 but, frankly, Shell reorganizes so frequently

3 that the exact name of the organization at that

9 date and time, I'm not sure I could give you.

10 Q. Are you familiar with an entity that 11 was known as Shell Deepwater Services?

12 A. Yes, I am.

over a time period. I know that process was ongoing about 1999, because that was the

- Brazil asset at looking at a business
- 3 opportunity offshore in Brazil. The EP support
- work that was done by SEPTAR was very broad in
- base, from drilling, to geology, to installation
- of offshore facilities, a great breadth of work,
- and exactly how much of that was done for US
- versus outside of the US organizations, I don't
- know. Some was done for organizations outside 10 the US.
- 11 With regard to the specific project
- 12 that you have experience with involving Brazil,
- 13 do you recall how long that project lasted while
- you worked on it at SEPTAR?
- 15 Oh, while I worked on it, I was only
- there for probably about nine months, and I
- 17 worked on it probably the last six of those nine
- 18 months.
- 19 Were there other individuals at
- SEPTAR also working on that Brazilian project

deepwater drilling, deepwater exploration,

deepwater development.

RODNEY SIDLE potential recoveries as theoretically calculated

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by a reservoir simulator, which tried to 4

represent the physics of oil and gas flow in a

porous and permeable subsurface layer.

Look at potential development plans,

where might producing wells be. If it was a

water injection project, where would water

injection wells be. What were the dynamics of

10 their interaction to try to suggest how much oil

11 and gas could be produced.

Also, we would look at economics to

13 see what the cost of that development might be

and what the value of projected production would

15 be to see if there were revenues sufficient to

16 cover the costs and make it a profitable

17 project. All of those are examples.

Q. I realize that you indicated that

that was -- those were examples, or exemplars of

20 what you would typically discuss.

Do you recall if you reviewed any

22 such work -- withdrawn.

Do you recall if any of the work you

just described was done by SDS in connection

with Angola Block 18?

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#### RODNEY SIDLE

- 2 I'm not sure which business entity
- created the information I saw.
- 4 Did you ultimately make a

recommendation with the booking of proved

reserves in connection with Angola Block 18?

MR. SMITH: Objection to form.

- I don't recall being involved in the
- final review by which a decision to book or not
- 10 occurred. My engagement in the first session,
- 11 and later in a meeting that included Anton
- 12 Barendregt, was to look at the technical work
- 13 and provide guidance to the team about what they
- 14 had, and what -- what they could do in addition
- 15 to what they had that would best satisfy the
- Shell International -- the group --
- 17 requirements. Some of the things they had were
- 18 simply not mature enough -- we talked about the
- concept of technical maturity -- some of it was

was a discovery where the question of, again, of maturity to meet group standards for proved

11 their work and use my judgment as to the

12 international standards and provide them --

3 provide him with my view as to whether or not it

14 seemed sufficiently mature to actually meet the

15 group's standards.16 So I did th

So I did that, and I concluded and documented in an e-mail that it did not meet the standards and should not be booked as proved reserves.

Q. Do you recall who were the members of the team involved with the Bonga Southwest project? If you don't recall, that's fine.

A. I'd be happy to draw the diffusivity equation for you, but you asked me names, and I'm really in a bad shape.

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- 23 entities, first SEPCO, and later the group, but
- it is an organization. Bellaire Technology
- 25 Center is a facility. Simply a building, 0091

- parking lots, laboratories, offices, where a
- variety of different Shell organizations have
- located from time to time, but dominantly it's
- tenant is the research arm of Shell that is
- located in Houston. Most times that was people
- who are part of SEPCO, but later when it became
- part of the group, there were people that were
- 9 from a variety of different backgrounds that
- 10 occupied that facility.
- 11 Just with respect to SEPTAR, and I'm
- 12 sorry. I do apologize for jumping around, it's
- 13 just that things occur to me when we talk.
- 14 Do you recall approximately how many
- 15 individuals were employed by SEPTAR at the time
- 16 that you were there?
- 17 No, I don't. Α.
- 18 Do you have any idea how many people

If you just take a look --

- 5 wells and SEPCO's treatment of certain kinds of
- 6 wells. Is that correct, sir?
- 7 A. In a broad sense it really relates
- B to whether you want the data capture that you
- 9 use internally to benchmark your performance to
- 10 be the same as or separate from other
- 11 requirements for reporting similar data. And
- 12 the issue that's described in here is one where,
- 13 as Phil's explaining it, he would prefer to keep
- 14 those as two separate sets of data so that you
- 15 preserve the individual elements and
- 16 distinctions of each, whereas for ease of
- 17 reporting, the group asked if it would be
- 18 possible to have just one set of data.
- 19 Q. If I could direct your attention now 20 to the first page of that document, sir.
- 21 A. All right.
- Q. It is an e-mail from Mr. Denning to
- 23 Mr. Deere. In that e-mail Mr. Denning refers to
- 24 the group wanting a one-size-fits-all ability to
- 25 deal with this.

past exploration performance?

A. No.

In or about 2000, April of 2000, do

you recall if SEPCO or the group had drawn any

MR. SMITH: Objection to form.

criticism from investors with respect to its

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prepared by the SEC and received by KPMG.

Just directing your attention to the

- the amount of gas that actually came out of the
- well, rather than just that portion that
- 10 ultimately made it through the sales meter.
- 11 The SEC rules were and remain, for
- 12 proved reserves reporting, that it could be
- 13 either, as long as the treatment was consistent
- within the description of the reserve and the
- 15 calculation of the economic basis of that
- 16 reserve, called the standardized measure.
- 17 Thank you. Now, you had mentioned
- 18 the Gorgon project a little bit ago. Do you
- 19 recall that, sir? 20
  - Yes, I do.
- 21 Okay. The Gorgon project, was that
- 22 a natural gas project?
- 23 A. I believe so. Yes.
- 24 I believe you had indicated that you
- were aware, or became aware at some point, that

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Case 3:04-cv-00374-JAP-JJH Document 364-9 0100 1 RODNEY SIDLE proved reserves were booked in connection with 3 that project prior to it reaching FID. Is that 4 correct? 5 Α. That's correct. 6 Are you aware if proved reserves were booked in connection with Gorgon prior to 8 any sales contracts being in place? 9 MR. SMITH: Objection to form. Lack 10 of foundation. A. At what time? At any time? 11 12 During the period 2000 to 2004? 13 Yes, by late 2003 and 2004 I became 14 aware of some information about the Gorgon 15 project, and became aware that the volumes were 16 booked in the absence of a sales contract. 17 That booking would therefore -- and 18 by that booking, I mean the booking of Gorgon --19 would then therefore fail to satisfy the SEC's 20 requirements concerning the booking of proved 21 reserves for gas. Correct? 22 MR. SMITH: Objection to form. 23 Objection; lack of foundation. Objection; 24 lack of qualification. 25 A. (No response.) 0101 1 RODNEY SIDLE 2 Before you answer, maybe this will 3 address some of Mr. Smith's concerns. 4 A. Okay. 5 As part of your duties and

- responsibilities at Shell, were you called upon
- 7 to opine as to whether the booking of various
- proved reserves would comply with the SEC's
- requirements concerning the booking of proved
- 10 reserves?
- 11 That was asking me for all the US
- projects that -- all of the projects SEPCO had,
- because that was my responsibility as reserves
- manager. On a unique and one-off basis, 14
- occasionally I was asked for such guidance
- relative to the Shell standard, which were at

Q. During those times that you were asked to review the booking of proved reserves

outside of the United States?

Yes.

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Α.

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MR. SMITH: Objection to form.

17 There were things that I saw in the 18 document that as I relate them to the US 19 experience, I found it difficult to understand 20 because I didn't have a parallel US experience 21 to say whether they were or were not consistent 22 with that understanding.

23 My attempt in looking at the group guidelines was not to ascertain how the SEC Case 3:04-cv-00374-JAP-JJH Document 364-9 Filed 10/10/2007 Page 64 of 295 applied internationally, because I simply had no

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# RODNEY SIDLE

- 2 basis for knowing that. It was to ensure that
- 3 the way I saw the SEC rules being applied within
- 4 the US, that the group guidelines allowed me to
- 5 do that, and so I could continue to follow the
- 6 rules that we had established within SEPCO and
- 7 had maintained for some time.
- 8 Q. Were you ever called upon to review
- 9 the group guidelines to assess their compliance
- 10 with the SEC requirements?
- 11 A. Again, the focus of my work was on
- 12 US operations. I personally did, through SPE
- 13 and others, you know, get information from time
- 14 to time that I passed on to the group so that
- 15 they would be aware of that, and then could
- 16 consider that within the pool of information
- 17 they had when they prepared the guidelines.
- 18 Whether or not that was better guidance or not
- 19 of what the SEC meant, I didn't know. But I
- 20 wanted them to share at least the things I was
- 21 hearing so they could make a proper judgment of
- 22 what the rules should be.
- Q. Okay. But I guess my question was:
- 24 Were you ever personally requested to review the
- 25 group guidelines to assess whether or not they 0106

# 1 RODNEY SIDLE

- 2 were complying with the SEC requirements?
  - MR. SMITH: Still in this 2000-2004
- 4 time frame?
  - MR. MacFALL: Yes. Thank you.
- 6 A. It was a service that I provided. I
- 7 don't remember the exact request, but I did get
- 8 draft copies of the guidelines, as I believe
- 9 other reserve managers around the world did, to
- 10 provide feedback to things that are
- 11 clarifications, questions as to should we say it
- 12 this way, should we say it that way, things like
- 13 that. And yes, I did provide feedback like
- 14 that.

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15 Q. Do you recall the time period -- do

- 1 RODNEY SIDLE
- Corporation Finance: Current Accounting and
- 3 Disclosure Issues, dated June 30, 2000.
- 4 A. Mm-hmm.
- Do you recall reviewing this
- document, or the information contained in this

and the likelihood of an upward revision being

greater than a downward revision in that regard.

My question is: Were you aware,

prior to the time that this material was issued

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# to the next page of the document, ending in Bates number 3492. Do you have that, sir?

I don't remember any specific

If I could direct your attention now

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discussions, no.

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see, first, second -- third sentence in the

paragraph labeled 2, you find the sentence, quote, "In the absence of information on fluid

at the document.

re-ask the question --

MR. FERRARA: Let him finish looking

(Witness reviewing document.)

A. All right. Since we've now

qualified time periods, I would like you to

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- 18 SEC agreed or not. There simply is -- I have no
- 19 data as to their exact position.
- Q. Did there come a time when you
- 21 understood that the SEC actually required
- 22 physical contact, physical fluid contact in
- 23 order to book proved reserves below the LKH?
- A. Yes, there did.
- Q. And when was that, sir?

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- A. Let's see. It would probably have
- 3 been about August of -- August or September of 4 2003.
- 5 Q. And what was the event that gave 6 rise to that understanding?
- 7 A. Okay. After the publication of this
- 8 document in its final form, which was 2001, and
- 9 experience that I had within SEPCO in the
- 10 deepwater, where we found seismic data was
- 11 remarkably consistent and indicative, SEPCO
- 12 developed a technique that demonstrated
- 13 reasonable certainty in the application of

response that was given to the presentation I made by the SEC, again, off the record personal

opinion, no binding nature to it, was that it

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looked interesting, but they would have to 6

review it on a case-by-case basis.

Later, a variety of questions arose that allowed -- well, that were best dealt with

by John Pay, who was then group reserves

10 coordinator, and I visiting the SEC's office in

11 Washington and speaking with each of the

- 12 engineers, Jim Murphy and Ron Winfrey, as well
- 13 as for a portion of the meeting Roger Schwall,
- 14 who was their supervisor in corporate finance,
- 15 about the technique and a variety of other

16 issues.

7

17 At that time we were able to go into

18 considerably more detail as to the technique.

19 The fact that we had 100 percent success rate in

20 our hind casting, in other words, testing the

21 technique against known situations to see if you

had used it before you knew the answer, would

23 you get the right answer. In 100 percent of the

24 cases we tried it, the answer was yes. Some

25 cases to prove that seismic was good; in some 0119

## RODNEY SIDLE

- cases to prove that seismic was bad. But our
- method gave us exactly the right answer in each
- 4 case.

- 5 The SEC looked at the data and I
- believe were impressed by the work we had done,
- 7 but at that point made it very clear that they
- were not ready to accept that for general use.
- 9 While they may feel comfortable with it by
- 10 having Shell use it, the question they
- 11 specifically asked was, is this technology
- 12 something that a, quote, "mom-and-pop" oil
- 13 company would be able to use, and it was
- 14 difficult to say that that would be something
- 15 they could use. And for whatever reason, after
- 16 asking that question and getting that answer,
- 17 they then said don't use it, go to penetration.
- 18 At that time do you recall if Shell
- 19 had booked any proved reserves based on the use
- 20 of seismic, where there had been no penetration,
- 21 using the process you just described?

BY MR. MacFALL:

likely to be positive or upward as technical

2 clear, are you asking him about the 3

4

5

- specific portion of this that you were just
- talking about, or are you asking him
- generally about the whole document?
- 6 MR. MacFALL: I'm asking him more 7 generally.
  - MR. SMITH: Okay.
- 9 We did, actually as an annual event,
- look at the result of the SEPCO reserves 10
- 11 determination to make sure that we were seeing a
- 12 consistent positive trend. Now, the concept of
- 13 "much more likely," rather than simply "more
- likely," was an element of it that may not have
- been clear, but the concept that it was more 15
- 16 likely that you would have a positive, and
- 17 therefore a conservative number booked, was
- 18 clearly in the books. Yes.
- 19 Do you recall if there was any
- discussion within the group, as opposed to

And by Anton you're referring to

Anton Barendregt. Yes.

9

10

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Q.

Mr. Barendregt?

RODNEY SIDLE an annual review that went back and looked at

- 3 old items, whether we had reviewed them or not,
- 4 if there had been changes made. If there had
- 5 been no changes, then the prior reviews were
- 6 satisfactory. But to make sure that at least in
- 7 that November -- typically early November
- 8 review, we had looked in detail at each of the
- 9 proposed changes, above some size materiality
- 10 limit, to validate that they were -- they were 11 appropriate.
- We then -- when that was done, we
- 13 entered them into our database that kept track
- 14 of the proved reserve changes, then at year-end
- 15 we essentially reran the database to include all
- 16 of those changes and calculated all the numbers
- 17 that were submitted to the group as our proved
- 18 reserves at year-end of that year.
- 19 Q. The reporting at year-end, was that 20 part of the group's ARPR process?
- 21 A. Yes, it was.
- Q. Now, I believe you indicated that
- 23 you were involved in the quarterly review. Were
- 24 you also involved in the annual review at SEPCO?
- A. Yes. Yeah, I typically led both the 0129

- 2 quarterly reviews and the annual reviews while I
- 3 was the reserves manager.
- 4 Q. Did anybody assist you in those 5 reviews?
- 6 A. Yes. We had a technical team that
- 7 included typically a geologist, and where
- 8 appropriate, a geophysicist, and another
- 9 reservoir engineer that comprised the team
- 10 within SEPCO that looked at the reserves.
- 11 Q. Can you identify, by name, any of
- 12 the individuals that you worked with during the
- 13 time period of 1999 through 2004?
- 14 A. Yes. Yes. The team typically
- 15 consisted of John Bickley, who is a geologist.
- 16 Rich Moen, M-O-E-N, who is a geophysicist. And
- 17 A.J. Durrani, D-U-R-R-A-N-I, who is a reservoir
- 18 engineer, and also the manager of reserves
- 19 data -- reserves administration. He was the

Do you know if any of the operating units within the group besides SEPCO performed

RODNEY SIDLE

which was December of 2001?

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related to reserves. That may or may not have

been part of them.

however, on whether or not the group's --

Did you focus your attention,

21

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23

time.

preparing the document, have that as information

## 8 things were done in the many different countries

wells. There is no parallel internationally, it doesn't exist. So internationally someone would have to interpret that instruction based on US requirements in a manner that related to how

- 5 compliant manner or not was, frankly,
- 6 impossible. You needed to be able to see how
- 7 people were interpreting that text, what actions
- 8 they were taken -- were taking, and then be able
- 9 to make a judgment.
- Now, I didn't have access to any of
- 11 that information, so it was impossible for me to
- 12 know, just looking at the text, whether or not
- 13 it was being interpreted and acted on in a way
- 14 that may or may not have been compliant. That
- 15 wasn't the focus of my assignment and that
- 16 wasn't information that I had access to.
- 17 Q. Again, directing your attention to
- 18 Exhibit 5. The following sentence
- 19 Mr. Barendregt writes: "Hence, any pressure to
- 20 move the limits even further should be
- 21 resisted."
- Do you recall if you ever discussed
- 23 with Mr. Barendregt the existence of any
- 24 pressure to revise the guidelines with respect
- 25 to -- and the group's guidelines, I'm sorry --

Case 3:04-cv-00374-JAP-JJH Document 364-9 Filed 10/10/2007 Page 87 of 295 0143

1 RODNEY SIDLE

2 with respect to the booking of proved reserves?

- A. I don't remember any specific discussions, no.
- Q. Were you generally aware of anypressure within the group to relax the
- 7 guidelines concerning the booking of proved

8 reserves?

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- 9 MR. SMITH: Objection to form. At this time frame?
  - MR. MacFALL: Yes.
- 12 A. No, I was not.
- Q. Were you ever aware of any pressure within the group to relax the group's guidelines
- 15 concerning the booking of proved reserves?
- MR. SMITH: Objection to form.
- 17 A. No. During the time period of this,
- 18 and subsequent changes to the guidelines,
- 19 actually things went the other way, they
- 20 gradually made more strict the requirements in a
- 21 number of places. So the actions taken were
- 22 actually opposite of that.
- Q. Could you identify for me any
- 24 examples where the group guidelines were made
- 25 stricter with respect to the booking of proved 0144

- 2 reserves?
- 3 A. Well, we talked about one earlier
- 4 today, and we talked about the commercial
- 5 maturity being tied to VAR 3, and then later to
- VAR 4, and FID. That's a perfect example.
- 7 Q. Do you know why those changes were
- 8 made? Specifically with regard to the VAR and
- 9 FID requirements.
- 10 A. Well, again, as I said, two things
- 11 were happening. The new process called VARs was
- 12 being implemented, and so as it was first coming
- 13 in, it took a while to go through the inventory
- 14 of all Shell projects to reach maturity
- 15 milestones and then to progress from one
- 16 milestone to the next, so that that process was

to Mr. Roosch dated March 8, 2002. The body of

that e-mail, the text of that e-mail appears on

Do you recall why it was that

Well, that's my assumption, based on

that -- why it was it seemed to you that you

should not be consulting Mr. Barendregt?

his lack of response, that there was some

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21

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13 For purposes of completion, it then continues: "Compliance audits by the group's 14 reserves auditor are against Shell guidelines

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group reserves coordinator role with respect to

- database, so there was an element of that
- 12 capture, and then calculations done on it to
- 13 come up with the exact data that were reported
- 14 in our disclosures. It was the -- that
- 15 coordinator was the owner, custodian, of the
- 16 guideline document, and so it was under that
- 17 custody that it was published. It wasn't clear
- 18 to me exactly who the author was or what
- 19 expertise was tapped into to create it, but they
- 20 at least were the custodian of it.
- Q. Did you have an understanding as to
- 22 whether or not the group reserves coordinator
- 23 had any role in assessing the propriety of
- 24 proved reserves booked under the group
- 25 guidelines in or about 2002?

0152 1

- MR. SMITH: Objection to form.
- 3 A. About that time I believe the
- 4 guideline document contained a statement that
- 5 said any significant new bookings should be
- 6 brought to the attention of the reserves
- 7 coordinator so they can then assure, through
- 8 whatever process there might be -- it was
- 9 undefined in the text -- so that they can then
- 10 assure a proper response to review the proposed
- 11 booking.
- 12 Q. Was that function similar to the
- 13 function that you served at SEPCO with respect
- 14 to review of changes in reserves on a quarterly
- 15 and annual basis?
- 16 A. The responsibilities I had in SEPCO
- 17 were similar to the auditor in that we audited,
- 18 reviewed, more accurately, the changes through
- 19 the process I've already described, quarterly
- 20 and annually. They were similar to the reserves
- 21 coordinator in that my organization captured the
- 22 data and prepared the instructional document and
- 23 did training.

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- 3 validation, approval, assurance, whatever you
- 4 want to call it, a process that enabled the
- 5 statement to be made that they had been reviewed
- 6 and were judged compliant with SEC requirements.
- 7 Exactly how that was done, I did not know.
- 8 Q. Did you ever discuss with Mr. Roosch
- 9 his statement that compliance audits by the
- 10 group reserves auditor are against Shell
- 11 guidelines and not against the letter of the SEC
- 12 rules?
- 13 A. I did not discuss that with him, no.
- 14 Q. And I believe you stated, but

handwriting?

It is not my handwriting.

reservoir engineers in the group. At this time

Other than just what is implied by

13

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# 4 Well, we got the guidance that that was okay.

RODNEY SIDLE

it in writing. It was just general knowledge

that, you know, why are we using probabilistics.

10 A. I don't recall.

from?

- 11 Q. Separate and apart from the use of
- 12 probabilistics, do you recall any other specific
- 13 provision of the Shell guidelines relating to
- 14 proved reserves that were reportedly discussed
- 15 during this meeting?
- 16 A. No, I don't. That's the example
- 17 that's always been given me.
- Q. Did you ever discuss this meeting
- 19 with Mr. Roosch?
  - A. I don't recall that I did. No.
- Q. Do you recall if you discussed the
- 22 meeting with Mr. Barendregt?
- A. Yes, I do believe I discussed it
- 24 with Anton, but I don't remember the time frame.
  - 5 I don't know if it was this time frame or later.

0162

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- 2 Q. Do you recall the substance of your
- 3 conversations with Mr. Barendregt -- or
- 4 conversation with Mr. Barendregt concerning that
- 5 meeting?
- 6 A. Yes. Yes. It was I had heard this
- 7 meeting occurred. I couldn't find any reference
- 8 to it in any of the documents that I saw in the
- 9 guidelines. Do we have anything in our files
- 10 that actually shows, just what you asked, who
- 11 was there, what had happened, what did they say.
- 12 And after searching the files, which
- 13 was done pretty thoroughly in 2004, the answer
- 14 that came back was there was no written record
- 15 of that meeting occurring.
- Q. Did the conversation that you had
- 17 with Mr. Barendregt -- I'm sorry. Withdrawn.
- 18 You referenced the search in 2004.
- 19 With respect to your conversation with
- 20 Mr. Barendregt, however, do you recall the
- 21 substance of that discussion?

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11

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foundation.

Α.

No, I don't.

What follows are several points, the

deal with, including the SEC themselves. If you

A. I don't recall a specific individual 0167

#### RODNEY SIDLE

- 2 making that comment at this time. No.
- Q. You used the term flexibility in
- 4 connection with the group guidelines, and I
- 5 believe you indicated that the SEPCO guidelines
- 6 were more specific. Is that a fair statement?
- A. That's what I said. Yes.
- 8 Q. Okay. Could you describe for me
- 9 what you mean by -- withdrawn.
- 10 How were the SEPCO guidelines more
- 11 specific, as compared to the group guidelines,
- 12 in connection with the booking of proved
- 13 reserves?

- 14 A. Okay. There are two dominant
- 15 processes that are often used to determine
- 16 reserves, little R. One is a deterministic
- 17 method, where a specific representation of an
- 18 opportunity is done on maps with wells, in
- 19 calculating volumes; another is a probabilistic
- 20 method, or a range of outcomes are considered,

business in the US, because it applied to only

our country as opposed to the group guidelines

RODNEY SIDLE

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Document 364-9 that wasn't an issue, so I didn't know what

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- 23 Was there a process in place to
- 24 ascertain whether or not reserves, proved
- 25 reserves, should be de-booked?

0172

3

- 2 Yes.
  - MR. SMITH: Objection to the form.
- 4 Do you mean in SEPCO?
- 5 MR. MacFALL: Within SEPCO. Yes,
- 6 please.
- 7 A. Yes, within SEPCO there was.
  - Okay. Could you just briefly
- 9 describe for me that process?
- Yes. I mentioned to you the process 10
- by which reserve volumes changes were reviewed, 11
- 12 a quarterly process, supplemented by an annual
- process. One element of that annual process was
- 14 to look at not only new bookings, but to look at
- 15 any changes, positive or negative, that would
- have occurred because of new data being
- 17 available.
- 18 We had a quality control process
- that in addition to instructing the staff to

Did SEPCO endeavor to de-book proved

developed some problem in the same year in which that problem was identified? Do you understand the question? It was awkward. I can rephrase,

reserves that had been identified as having

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- 6 A. I'm sorry. The time frame again?
- 7 Q. I'm sorry. 1999 until 2004.
- A. During the early part of the period
- 9 I had very limited contact with their audit
- 10 function. Actually prior to Anton's visit of
- 11 SEPCO in, I believe it was 2000, we had actually
- 12 never had the group auditor visit us, so that I
- 13 had no background to know what their process
- 14 was.
- 15 After he visited, I at least had
- 16 some knowledge of what the process was, based on
- 17 what I saw in SEPCO. It was then my belief that
- 18 the process that the group had was essentially
- 19 the businesses reporting when a de-booking
- 20 situation arose, and then audit -- the group
- 21 reserves auditor periodically would come around
- 22 to assure that that was done.
- Q. Your understanding of the group
- 24 process concerning de-booking of proved
- 25 reserves, was that based on your conversations

0176

reference from what I saw him do to us. He had no ability to discuss with me the results of his studies or his actions with any other business.

That's one of the system -- one of the legal and

structural conditions within Shell, is that if

- you're in an OU, you don't really have rights to
- the data from other OUs. And so it was
- 11 impossible for me to know that or for him to
- 12 tell me that.

13 But what I observed from his

- processes was that that seemed to be the way the
- 15 process worked.
- 16 Q. Now, with respect to the quarterly
- 17 reviews done within SEPCO, you at some point had
- 18 used the term review and audit interchangeably.
- Were the quarterly reviews quarterly audits?
- 20 As I've better come to know what
- 21 audit actually means, the things that were done
- 22 within SEPCO are correctly called reviews rather
- 23 than audits. Because the depth of study that's
- done at the time of that review is more
- 25 consistent with the term review than audit.

0177

1

- 2 However, the depth that is done in
- 3 an audit does have a parallel in that the
- involvement of the reserves group at getting the
- work done, providing guidance as the
- calculations are being done, does occur so you
- do get a chance to get deep into the data and
- 8 make sure people are doing it right.
- 9 Q. How about the annual review at
- 10 SEPCO, was that an audit versus a review?
- 11 No, it actually was a review. 12
  - Okay. I believe you indicated that
- prior to 2000 Mr. Barendregt had not come to
- 14 SEPCO. Is that correct?
- 15 That's correct. SEPCO had not
- 16 integrated itself into the group practice of
- 17 allowing the group reserves auditor to visit.
- 18 Mr. Barendregt's visit in 2000, was

That portion of the audit process to

which you were privy --

Yes.

A.

and the group. You had described the general

schedule, the timing of audits within the group

Do you recall if the group also

22

23

24

25

0181

by Mr. Barendregt.

Page 110 of 295

- 6 Q. I would like you to turn your
- 7 attention back to Exhibit 7, sir, and
- 8 specifically direct your attention to the second
- 9 page of that document.
  - A. I'm sorry. To which page?
    - Q. I'm sorry. The second page of the
- 12 document we were looking at a little bit
- 13 earlier.

10

- 14 Directing your attention
- 15 specifically to the next-to-last paragraph in
- 16 the e-mail from Mr. Evans to Mr. Roosch
- 17 beginning with the words "There is probably the

That is reserves replacement ratio.

Do you know what KPI refers to?

7

8

Α.

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0186 1

6

#### RODNEY SIDLE

- A. I see the sentence, yes.
- 3 Q. Do you know what Mr. Roosch is
- 4 talking about when he references notional
- 5 project definition?
  - MR. SMITH: Objection to form.
- 7 (Witness reviewing document.)
- 8 A. I don't specifically know what he's 9 referring to. No.
- 10 Q. Do you know what NPV stands for,
- 11 which is a little bit later in that sentence?
- 12 A. Yes. Net present value.
- Q. Directing your attention to the
- 14 following sentence, Mr. Roosch wrote: "The SEC
- 15 notion, that proved reserves disclosures should
- 16 only be in relation to projects that are
- 17 'reasonably certain' to go ahead, was pushed to
- 18 the background," and then the sentence
- 19 continues.
- 20 Do you recall if you ever discussed
- 21 that thought or concept with Mr. Roosch?
- A. I have never seen this e-mail
- 23 before, and I don't recall ever discussing that
- 24 with him.
- Q. Mr. Roosch then writes, "Valuable 0187

## 1 RODNEY SIDLE

- 2 time and effort has been spent on a 'parallel
- 3 industry' of virtual project definition with the
- 4 sole purpose of underpinning volumes to be
- 5 'booked.'"

- Do you recall if you ever discussed
- 7 that idea or notion with Mr. Roosch?
- 8 A. No, I don't recall.
- 9 Q. Do you recall if Mr. Roosch's
- 0 observation in the sentence that we just
- 11 discussed was accurate in or about March of
- 12 2002?
- 13 MR. SMITH: Objection to form and
- lack of foundation.
- 15 A. I don't know what he's referring to.
- 16 Q. Directing your attention to the

in or about March of 2002 with respect to the

booking of proved reserves in connection with

MR. SMITH: Objection to the form. I'm familiar with Shell's practices

3

4 5 new discoveries?

- 2 the practices that were used by the people that
- 3 captured the data. And then they used that to
- 4 report back to the Shell Oil Corporation.
- 5 So any interaction, and I'm not
  - absolutely sure when I first was involved in
- 7 that, it could have been prior to 2000, would
- 8 have been in that way.
- 9 Q. Do you recall the individual from
- 10 Price Waterhouse that you dealt with?
- 11 A. No, I don't.
- 12 Q. Do you recall if it was more than
- 13 one individual?

- 14 A. No, I don't.
- 15 Q. With respect to the review done by
- 16 Price Waterhouse, was that an annual review?
- 17 A. Yes, it was.
  - Q. Do you recall approximately what
- 19 time of year that occurred?
- A. It was year-end, but I don't
- 21 remember if it was December or January. But it
- 22 was proximal to year-end.
- Q. Do you recall approximately how long
- 24 the review by Price Waterhouse lasted?

two pages, was marked for identification.)

bracketed material as your comments to Mr. Pay's 4 e-mail? I believe the bracketed comments are 5 Α. 6 mine.

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- 11 half of the first page. The second paragraph,
- 12 second sentence -- I'm sorry -- first sentence
- 13 indicates that one of Mr. Pay's objectives would
- 13 indicates that one of Mr. Pay's objectives would
- 14 be to "see how the land lies with the
- 15 competition on their actual practice in
- 16 interpreting the SEC rules. There seems to be
- 17 the possibility for quite a gulf to persist
- 18 between the SEC intent and the actual practice
- 19 of producers."
- 20 And then you comment with respect
- 21 to, I believe it's British Petroleum and
- 22 ExxonMobile. Is that correct, sir?
- A. That is correct.
- Q. Separate and apart from your
- 25 response in the bracketed material, do you 0195

# 1 RODNEY SIDLE

- 2 recall discussing with Mr. Pay Shell's
- 3 competitors' interpretation of the SEC rules?
- 4 A. It was a standing topic for
- 5 discussion, as with many issues related to
- 6 reserves, as to what we knew and how we were
- 7 able to discern it, about how our competitors,
- 8 or others, for example, consultants, interpreted
- 9 the SEC criteria.
- 10 Q. Now, your response that references
- 11 British Petroleum and ExxonMobile, was that
- 12 response limited to the United States, or were
- 13 you referring to British Petroleum and
- 14 ExxonMobile worldwide?
- 15 A. If I could put this discussion in a
- 16 framework ---
- 17 Q. Sure.
- 18 A. -- it's easier for me to answer.
- 19 Q. Sure.
- A. The SPEE forum was an event that had
- 21 been held for several years in a row about
- 22 October, where at least one, or more recently at
- 23 this meeting both of the SEC petroleum

Yes. The prior one was when I made

13

14

other SPEE forums?

- Do you have any understanding of the
- 15 rules to which Mr. Pay is referring there? And
- 16 by that I mean, is he referring -- do you know
- 17 if he's referring to the SEC rules or the group
- 18 guidelines?
- 19 A. I'm not entirely sure, but in the
- 20 context of the sentence, if it was a rule that
- 21 would apply to our competition as well as to
- 22 Shell, it would imply that it was something that
- 23 was a general industry rule, like the SEC rules.
- Q. Do you recall ever having a
- 25 discussion with Mr. Pay about a competitive 0199

#### 1 RODNEY SIDLE

- 2 disadvantage being inflicted upon Shell by
- 3 virtue of a strict compliance with the SEC rules
- 4 concerning booked reserves?
- 5 A. Yes, I believe we discussed that.

MR. FERRARA: I'm sorry. Is this 9?
MR. MacFALL: It is.

21 (Sidle Exhibit 9, e-mail with

attached draft document, Bates number PAY

A. Yes, he did.

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- 20

- 20
- 25

- MR. SMITH: Objection to the form.
- 25 That's correct.

1

14

#### RODNEY SIDLE

- 2 This document relates to practices
- within the group, or on a group-wide basis.
- Correct? 4
- 5 That is correct. This is the first Α.
- instance in which I had access to any more than
- 7 just the guidelines to know what was going on
- within the group.
- 9 Did Mr. Pay ever indicate to you why
- he was forwarding this to you, if your
- 11 experience had been previously limited to the
- 12 proved reserves booking practices at SEPCO as
- 13 opposed to the group?
  - MR. SMITH: Objection to form.
- 15 Yes. SEPCO had an organization that
- had looked after reserves, instruction,
- 17 determination, validation to review, and so an
- 18 instituted organization that helped with the
- 19 management of processes related to those in
- 20 reserves was part of what we had been doing for
- 21 some time. I was the reserves manager, so I had

might save you some time. There is -- the page

ending in Bates number 774, Appendix B.

11

MR. MacFALL: That's fine.

MR. SMITH: Thank you.

2

to what actions are needed, and you want

- 3
- 7 Which would be Price Waterhouse and Q.
- KPMG? 8

- Α. Price Waterhouse and KPMG.
- 10 Thank you. Let me try it one last
- time. The sentence, however, discusses problem,

# 1 RODNEY SIDLE 2 certainty standard and should b

25

0214

2 certainty standard and should be de-booked

it by definition does not meet the reasonable

Q. But doesn't the second sentence in your comment, beginning with "One could" suggest that if these concerns are extant, then the

25 reasonable certainty standard is not satisfied 0215

#### 1 RODNEY SIDLE

2 and those reserves should be de-booked?

MR. SMITH: Objection to form.

A. It says one could ask, because

5 that's a concern you need to have if you're

6 going to put this into a document. One could

7 note that these are -- could be under threat of

8 de-booking. And I think the intent, as I

- 9 understood it at the time, of the document was
- 10 to create a list of places where focus was
- 11 needed to ensure that the SEC standards were
- 12 being met. And if we found with that further
  - 3 capture of data they were not, then the guidance
- 14 that I give is then we would need to de-book
- 15 them.

3

- 16 Q. Directing your attention to the
- 17 following sentence, beginning with the word
- 18 "however," you reference the possibility of
- 19 including a rule concerning a percentage that

"Potential Reserves Exposure Catalog," could you

Well, I believe it was explained in

tell me what exposure means?

17 continues and states, "It is inevitable that a

18 resource of this magnitude will be developed

19 eventually."

20 Let me ask. Apparently, as I

21 understand it, the booking occurred in

22 anticipation of FID, which did not occur. Is

23 that also your understanding with respect to

24 Gorgon?

MR. SMITH: Objection to form and

0219

25

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RODNEY SIDLE

Was that in connection with Project

17

18

Rockford?

You had previously stated that you

- Mr. Barendregt held a view with regard to the
- 4 possible impact of OU scorecards and the booking
- 5 of proved reserves?
- 6 Yes. Very aware.
- 7 How is it that you are aware of
- Mr. Barendregt's view?
- 9 We, several times, had the
- philosophical discussion around including proved
- 11 reserves on scorecards. Anton was categorically
- 12 opposed to it in any way, shape or form. I --
- my position was that it wasn't bad, because it
- 14 caused focus on a key business indicator, but
- 15 should only be done so if there was a proper,
- thorough and independent audit process to assure
- 17 that the volumes that were booked as proved were
- 18 indeed fully and correctly qualified.
- 19 You said that Mr. Barendregt was
- 20 opposed to the inclusion of proved reserves as a
- 21 metric or a criteria on the scorecards. Did he
- 22 express to you that he believed that the
- inclusion of proved reserves on the scorecard
- acted as improper incentive to book proved
- 25 reserves for the OUs?

have been some improper booking.

Did he indicate the projects, or the

OUs involved in what he believed to be improper

15

16

17

bookings?

5

6 7 Lange, we had discussions around that.

sorry. At the end of 2003, 2004?

was project Rockford-related.

Q. And those discussions occurred, I'm

Yeah. End of 2003, early 2004. It

for reserves addition at SEPCO, and frequent

audits, and then goes on to discuss that that's

hard to duplicate at the group-wide level

23

24

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0229

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6

# RODNEY SIDLE

- 2 because audits are less frequent, and then you
- 3 state "allowing 'room'" quote-unquote "for
- 4 aggressive non-objective bookings to possibly
- 5 sneak by."

Were you aware of such aggressive

- and non-objective bookings?
- 8 A. I was pointing out a hypothetical 9 objection.
- 10 Q. You had also previously testified,
- 11 in connection with the scorecards, that
- 12 consistent with the underscored comments here,
- 13 that they were a key business indicator, and you
- 14 stated, "but should only be done so if there was
- 15 a proper, thorough and independent audit process
- 16 to assure that the volumes that were booked as
- 17 proved were indeed fully and correctly
- 18 qualified."
- My question is: Did you believe
- 20 that the audit process that was in place at the
- 21 group met those standards? And by "those
- 22 standards," I mean thorough, independent and
- 23 assured that the volumes were indeed fully and
- 24 correctly qualified?
- MR. SMITH: Objection to form and 0230

### 1 RODNEY SIDLE

- 2 lack of foundation.
- 3 A. Certainly my understanding of the
- 4 group audit practices was as I've described
- 5 before. The frequency wasn't annual, which as I
- 6 note here is important. As to thoroughness, I
- 7 only had one example at the time I read this,
- 8 that the one example, the first time that Anton
- 9 Barendregt visited SEPCO, to really have an
- 10 understanding of the depth and breadth of what
- 11 was reviewed.
- So while I had a sampling of what
- 13 that process was, it would be difficult for me
- 14 to conclude how that was done in every other OU,
- 15 how it was done after seeing it over multiple
- 16 occasions. It would be hard for me to be able

VIDEOGRAPHER: The time is now 5:15 p.m. This is the end of tape number 4 of the deposition of Rodney Sidle. Off the record.

(Time Noted: 5:15 p.m.)

4

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6

Sidle Exhibit 5......131

within and for the State of New York, do
hereby certify:
That RODNEY SIDLE, the witness whose
deposition is hereinbefore set forth, was
duly sworn by me and that such deposition
is a true record of the testimony given by
the witness.
I further certify that I am not

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16	Case 3:04-cv-00374-JAP-JJH related to any of the parties to		Filed 10/10/2007	Page 143 of 295
17	action by blood or marriage, and that I am			
18	in no way interested in the outcome of this			
19	matter.			
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21	set my hand this 30th day of October, 2006.			
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  IN THE UNITED STATES DISTRICT COURT
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  DISTRICT OF NEW JERSEY
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  In Re: ROYAL DUTCH/SHELL TRANSPORT Civil Action No.
  SECURITIES LITIGATION.
                                     04-3749 (JAP)
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                      Consolidated Case
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               October 31, 2006
              10:05 a.m.
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14
         Continued Videotaped Deposition of
15
   RODNEY SIDLE, held at the offices of LeBoeuf
   Lamb Greene & MacRae LLP, 125 West 55th Street,
17
   New York, New York, before Frank J. Bas, a
   Registered Professional Reporter and Notary
   Public of the State of New York.
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0238
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14
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       NICO MINERVA, Grant & Eisenhofer
21
       LESLIE DAVID, Paralegal,
22
       Bernstein Liebhard
23
       MICHAEL DRENKALO, Videographer
24
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0241
               RODNEY SIDLE
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2
          VIDEOGRAPHER: We're now recording
3
      and on the record. Today is October 31,
4
       2006. The time is approximately 10:05 a.m.
5
          This is the beginning of tape number
6
       5 in the continued deposition of Rodney
7
       Sidle in the matter of Royal Dutch/Shell
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       Transport Securities Litigation. All
9
       attorneys present will be noted by our
10
       court reporter, and we also remind the
       witness that you're still under oath.
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12
   RODNEY SIDLE,
13
       resumed as a witness, having been
14
       previously sworn by the Notary Public,
15
       was examined and testified further as
16
       follows:
17
   EXAMINATION (Cont'd)
18
    BY MR. MacFALL:
19
            Good morning, Mr. Sidle.
       Q.
20
```

Good morning.

Α.

specialists, chief reservoir engineers, chief

department to try to advance Shell's

geologists, people like that, who were put into a separate organization within the technology

0245 1 RODNEY SIDLE

2 So those are two examples.

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- 18
- 19

- 24 We also did annual training. We
- 25 went to the various places within SEPCO where 0246

#### 1 RODNEY SIDLE

- reservoir engineers did their work and provided
- 3 a training session at least once a year to give
- them guidance, just generally, okay, now here's
- a set of written rules, what do those mean; how
- do you apply them. That was an important part
- 7 of it.
- 8 We also had consultation, so in
- 9 addition to the review process where we looked
- at completed work, was it right or was it not, 10
- 11 we provided hands -- you know, one-on-one
- 12 training, so when they had some specific
- 13 questions -- and many times reserve rules
- 14 applied to unique situations, you can't always
- 15 generalize and anticipate everything -- then we
- would work with them to help understand how the
- 17 rules would apply to their situation. So that's
- 18 all part of the education process.
- 19 Then we had the assurance validation

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4-10?

what we talked about.

Q. Do you recall if during that

training process you also discussed SEC Rule

- 10 time?
- 11 A. At that point I had never
- 12 participated in any training, but I wasn't
- 13 specifically aware that there was or was not.
- Q. I would like now to direct your
- 15 attention to the last bullet point that appears
- 16 on that same page, underneath the caption "Other
- 17 Thoughts." Do you see that, sir?
- 18 A. Yes.
- 19 Q. Next to the bullet point you wrote:
- 20 "Control of 'low quality' proved reserves often
- 21 requires active enforcement of booking rules by
- 22 a frequent (at least near year end) audit of
- 23 reserves bookings before they are accepted."
- 24 My first question is with respect to
- 25 your reference to "low quality proved reserve,"

1

## RODNEY SIDLE

what did you mean by that?

A. Well, you may remember my reference yesterday to reserve reviewers simply being able

to smell when there were situations -- not hard

6 evidence, so you couldn't make a judgment --

just the situations that existed, where you just

felt you need to dig deeper to understand. That

was the sort of thing.

Places where -- actually, I don't

11 like using sports analogies, because

12 internationally, because every time I say

- 13 football outside of the US, they don't know what
- 14 I mean, but in the sense of a football game, the
- 15 quarterback has to be able to sense that there's
- 16 a lineman in his blind side about to hit him.
- 17 You don't see it, you don't have hard evidence,
- 18 but you have to sense that that's the case.
- 19 So that's exactly the case here.
- 20 You have to sense that there are things out
- 21 there that you need to investigate to get hard
- 22 data on to be able to make a good decision.
- Q. Am I correct that you were
- 24 recommending an audit of reserves bookings on an
- 25 annual basis in that bullet point?

0251

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## RODNEY SIDLE

- A. What I noted here was, as I did
- 3 throughout the document, offer my observations
- 4 and suggestions, and I noted that what I was
- 5 familiar with within SEPCO, what I was familiar
- 6 with with other companies, was an annual
- 7 process.
- 8 Q. Did you receive feedback with
- 9 respect to that recommendation, specifically the
- 10 annual -- or the possibility of an annual audit?
- 11 A. I don't remember if it was to the
- 12 reference of this written text or just other
- 13 conversations, but I think, mas I mentioned
- 14 yesterday, I spoke with Anton about that idea,
- 15 and he mentioned that resource limitations made
- 16 it very difficult for a single auditor to visit
- 17 every OU every year.
  - Q. How about with respect to the prior

interpretation that ExCom may unhappily view technically valid downward reserve revisions

- 9 things are uncertain and sometimes they will go
- 10 down, then the staff will react in a way of
- 11 making sure there's never even a possibility of
- 12 it ever going down, absolutely certain. Which,
- 13 frankly, results in a reserves understatement.
- 14 And that paragraph is intended to
- 15 convey that we should avoid creating a situation
- 16 where that misinterpretation could be conveyed
- 17 to staff, such that they would react in a way
- 18 that deliberately understated reserves.
- 19 Was that something, in your 20 experience, that was currently happening within 21 the group?
- 22 A. I was not aware of it within the
- 23 group. I had seen individual instances, on rare
- 24 occasions, in the past where there were
- 25 supervisors that simply didn't understand the 0255

I would like specifically to direct

your attention to the second page of the

document, which is a continuation of

15

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writes, "With respect to undeveloped assets,

Shell appears to have been very aggressive in

the past, both by booking before FID and also in

many cases using probabilistic methodology for

booking new discoveries," and then it continues.

group guidelines specified a particular economic

At this time do you recall if the

status, such as FID or VAR, that needed to be

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0260

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10

### RODNEY SIDLE

reached before proved reserves could be booked?

Let's see. This is 2002. In 2002,

and in fact throughout the period where I had

the opportunity to see the group guidelines,

some form of technical and commercial maturity 6

was required. We discussed that yesterday.

The VARs actually are a technical

maturity method rather than a commercial

maturity method. Although when you get to

VAR 4, that's essentially the same timing as

FID, and FID is a commercial measure.

13 So some form of requirement of

14 technical and commercial maturity would have

been in effect at this time. As I said, as we

16 discussed yesterday, the benchmark, the

milestone that was used to define that maturity

18 did progress through the years, but at all times

19 there was some requirement for technical and

20 commercial maturity.

21 Did you believe that booking proved reserves prior to FID was aggressive?

MR. SMITH: Objection to form.

23 24 The requirement for booking reserves

was commercial and technical maturity. FID was 0261

## RODNEY SIDLE

- a measure that would have been an indicator, but
- it wasn't the only method. There were other
- 4 elements that could be looked at to fully
- establish technical and commercial maturity.
- 6 Do you know what Mr. Kennett meant
- here, then, when he talks about Shell appears to
- have been aggressive in the past by booking
- before FID? 9
  - I don't know. Α.
- 11 Q. Did you ever discuss it with him?
- 12 No, I didn't.
- 13 Q. You can put that aside, sir.
- 14 A. Okay.

15

16 (Sidle Exhibit 11, document, Bates

"the most significant."

23

24

Do you see that, sir?

It says: "In spite of these

A. I see it.

- 5 guidelines."
- 6 And then Mr. Barendregt lists a few
- projects. Again, I believe I know the answer to
- this based on your prior statement, but at the
- time of this document, or in or about the time
- of this document, January 2003, were you aware
- 11 of any group proved reserves specifically
- 12 relating to the project shown as not being
- 13 supported or fully supported by SEC rules or
- 14 group guidelines?
- 15 At this time I was not even aware of
- the existence of those projects.
- 17 Did there come a time when you did
- 18 become aware of any of those projects and the
- 19 sentiment -- or the thought expressed by
- 20 Mr. Barendregt in that sentence?
- 21 As we got to the Rockford effort in
- late 2003 and early 2004, yes, I did see some of
- 23 these names at that time.
- 24 What was your role -- withdrawn.
- 25 Did you have a role in the Rockford project? 0266

#### 1 RODNEY SIDLE

- 2 A. Yes.
- 3 Could you please describe for me Q.
- briefly what your role was, sir?
- 5 Yes. Because of my familiarity with
- the US application of the SEC rules, I was asked
- to come to the group EP headquarters in Holland
- 8 and be part of a team that looked at certain of
- these fields, and a variety of others, where
- there were questions about whether or not there
- 11 was an exposure based on Shell requirements and
- 12 SEC requirements.
- 13 As part of your efforts in
- connection with project Rockford, did you review 14
- the various audit reports prepared by

primarily, from certain of the more involved

- that I had developed within -- within the US.
- Many of the things, as I've mentioned, in
- international settings I simply had no
- 11 experience on, so all I could do was relate to
- 12 SEPCO's and US situations.
- 13 As, let's use Nigeria as another
- 14 example -- as the circumstances there were
- 15 brought forward, I could offer the view of,
- 16 well, were these situations present in the US,
- you know, here are the things I would look at,
- 18 here are the questions I would ask to try to
- 19 determine whether or not I felt comfortable that
- 20 they did, or could conclude that they did not
- 21 meet SEC requirements, as I knew them applied in
- 22 the US.
- 23 So I would provide that type of

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it, we would have removed the volumes.

There were some situations in Oman

13

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22 Erha.

Mr. Barendregt talks about stricter

on SNEPCO -- well, in connection with Bonga and

application of the SEC guidelines and revision

of the group guidelines and the effect they had

18

19

20

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- Yes. Finalized with a March 2001
- version that expanded the draft we saw
- yesterday, and that's what the official guidance
- was, that was prepared. Now, whether that's
- exactly what he meant here or if he meant 11
- 12 something else, I don't know.
- 13 The next sentence in that paragraph

sorry.

2003 and see whether it occurred there or later.

Q. Throughout this period SEPCO required FID as a milestone prior to the booking

19

were more routine, where that particular level of uncertainty wasn't the same, and so for

smaller projects, then, we still required

-- at that time was the

- 2 (Pause.) Charlie was the manager of
- 3 a group that provided technical services to
- 4 SEPCO -- boy, I can't remember the name of it --
- 5 but I was part of that group. The reserves
- 6 manager reported to Charlie, who had a
- 7 collection of other folks that did technical
- 8 administrative sorts of things to support the
- 9 business.
- 10 Q. I would like to direct your
- 11 attention to the first full paragraph in that
- 12 second e-mail. You describe a diagram
- 13 containing an organizational structure with
- 14 regard to HC resources. Does HC stand for
- 15 hydrocarbon?
- 16 A. Yes, it does.
- 17 Q. You describe the various reporting
- 18 under that diagram, and you conclude with the
- 19 sentence, "This has been fine when all we want
- 20 is reporting of volumes."

document. Okay. Well, the second paragraph

RODNEY SIDLE

star there, "A recent survey."

# 1 RODNEY SIDLE

2 Our intent was simply to compare

where people were in terms of their depth of

- 4 understanding, good practices, bad practices,
- 5 things that we could learn. We had to survey
- 6 the land -- the landscape for what people need
- 7 to be educated about before you decide how to
- 8 train them.
- 9 So that was an attempt to get
- 10 information on a variety of things, and one of
- 11 the questions related to an understanding of
- 12 proved area.
- Q. Do you recall the OUs -- the
- 14 specific OUs that did not understand the SEC
- 15 proved area concept?
- A. I don't remember the specific ones,
- 17 except the one that said it did not apply to
- 18 them, because I didn't understand that response
- 19 at that time, but later I came to understand it.

methods, are being used, then proved area is not

RODNEY SIDLE

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- volumetric. If it was all old fields, it would
- 25 primarily be performance.

1

## RODNEY SIDLE

- 2 Thank you for that clarification.
- 3 And let me ask you this: And besides Abu Dhabi,
- 4 were you aware of any OUs that only used the
- performance -- only used performance data for
- 6 the booking of proved reserves?
- Not at that time, no. 7 Α.
- 8 Thank you.
- 9 MR. SMITH: We've been going about
- 10 an hour and fifteen. Do you want to take a
- quick break, if you're done with this 11
- 12 document?
- 13 MR. MacFALL: That makes sense.
- 14 Thank you.
- 15 VIDEOGRAPHER: The time is
- 16 11:20 a.m. Off the record.
- 17 18 (Recess.)

was aware that this document was being

circulated within the T&OE reservoir engineering

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all of industry, in the Gulf of Mexico,

especially the deepwater Gulf of Mexico, was

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0303

1

### RODNEY SIDLE

- 2 A. I believe that would be because
- 3 there are differences between the SEC language
- 4 and the language that was in the group
- 5 guidelines, and the seismic example is one of
- 6 those.
- 7 Q. Without going through the chart,
- 8 because it's fairly lengthy, do you recall if
- 9 you ever discussed that with -- the language
- 10 differences, I'm sorry -- discussed the language
- 11 differences between the group guidelines and the
- 12 SEC rule with Mr. Barendregt?
- 13 MR. SMITH: I object to the form of
- the question. If you need to refer to the
- chart to answer the question, you should
- 16 feel free to do so.
- 17 MR. MacFALL: Absolutely.
- 18 MR. SMITH: I'm sorry. I just
- didn't want him to misunderstand.
- MR. MacFALL: I'm sorry. That's
- 21 fine.
- A. Could you ask the question again,
- 23 please?
- Q. Sure. Do you recall ever discussing
- 25 the language differences between the group 0304

## 1 RODNEY SIDLE

- 2 guidelines and the SEC requirements, that you
- 3 just mentioned, with Mr. Barendregt? Regarding
- 4 LKH. I'm sorry.
- 5 A. LKH, okay. Very good. Yes. Yes.
- 6 Again, we spoke about SEPCO's belief that the
- 7 use of seismic, as we qualified it, fit the
- 8 requirements of reasonable certainty, and
- 9 therefore the belief that the SEC would find
- 10 that acceptable.
- 11 Q. Outside of the SEPCO context again,
- 12 do you recall any conversations with
- 13 Mr. Barendregt concerning LKH and possible
- 14 nonalignment between the group guidelines and
- 15 the SEC requirements?
- 16 A. Not outside of that topic. No.

believe SEPCO was adhering to the SEC

I take it from that subject line

- 21 you received a response to that query?
- 22 (Witness reviewing document.)
- 23 A. I recall that I never saw such
- documents. I don't recall whether that was 24
- 25 because there was no response, or I got a 0309

#### RODNEY SIDLE 1

- response that there are no documents. But I
- 3 know I never saw them.
- 4 Do you recall if you ever discussed
- that topic, separate and apart from the e-mail,
- 6 with either Mr. Pay or Mr. Barendregt?
- 7 Separate from the e-mail. Separate
- 8 from this e-mail, no, I don't recall.
- 9 And just so I'm clear, because I
- think the question was a little vague. Did you 10
- 11 ever discuss with them the external auditor
- validation of the group's guidelines, separate 12
- 13 and apart from the existence of any documents
- 14 memorializing such validation?
- 15 The only reference to a discussion

Walter. My question is: Is that a reference to

- 3 It states: "I do not believe this
- is a credible position," and then goes on to
- explain that the reason for that is -- well,
- I'll read it. It states: "Not only did a major
- OU in our fold have different knowledge and
- considerable experience with interpreting the
- SEC rules, but other outside USA indicators
- existed," and we'll go through those.
- 11 With respect to the major OU, which
- 12 you state had different knowledge and
- considerable experience with interpreting the
- 14 SEC rules, was that a reference to SEPCO?
- 15 A. Yes, it was.
- 16 Q. You also state "outside USA
- 17 indicators."
- 18 The first -- one example that you
- 19 give is external auditors expressing concern
- 20 over PSC reserve evaluation oil price practices.
- 21 Could you please explain for me what
- 22 you meant by that?
- 23 Yes. Among the information that was

interpretations of the SEC rules, and what Shell

was doing, in an international -- in an

# 3 that had experience outside of Shell, they were noting that prior experience was a practice, and 4 that Shell was using a different practice, and

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#### RODNEY SIDLE

- A. In all of those examples, yes. Not any one in particular. All of those.
- Q. You then also indicate that, "We did not proactively seek clearer understanding of
- 6 the SEC rules from available industry sources."

What industry sources were you

8 specifically referring to there?

- 9 A. A common practice for oil and gas
- 10 companies would be to use reserve consultants,
- 11 companies that maintained a high level of
- 12 expertise and also have contact -- more frequent
- 13 contact with the SEC than most oil and gas
- 14 companies do, to bring in another opinion.
- 15 Q. Are you aware if Shell's competitors 16 use such consultants?
- 17 A. Some do. Some do not.
- 18 Q. Were you aware of the use of such
- 19 consultants prior to your involvement in project
- 20 Rockford?

- A. Yes, I was.
- Q. Mr. Sidle, I would like now to

than a week later Shell has to be in front of a

to take a position as to the condition of our

public audience of investors, media, and needs

11

later, as you see in the document that you've 18 handed me, I agree with certain of those points. But he didn't get the message that this was not 20 the place, and the time, to try to have that 21 debate. What we needed to do at that point, for 22 purposes of that public announcement just a few

0321

23

24

25

#### RODNEY SIDLE 1

2 MR. MacFALL: I think we --3

correct it. And that was my point.

VIDEOGRAPHER: Four minutes.

days later, we needed to simply say we made a

mistake. We are going forward. We're going to

4 MR. MacFALL: Why don't we go off

to take this position, and then try to answer

which is knowledge I had at the time I wrote this -- it certainly led me conclude there were

opportunities for sharing of knowledge that,

10

- 13 MR. SMITH: Object to the form.
- 14 A. Within SEPCO?
- 15 Q. No. Let me rephrase the question.

Based on your experience as an

17 auditor in SEPCO, during the course of Rockford,

18 did you see things that you believed were red

19 flags for auditors concerning the booking of

20 proved reserves by the group?

21

MR. SMITH: Objection to form.

A. Well, during my -- my initial

23 participation in Rockford, I started to have

24 access to certain data, and while I wasn't in a

25 position to, in almost all of the cases, have 0326

# 1 RODNEY SIDLE

- 2 sufficient detail to reach a full conclusion,
- 3 certainly the things that were shared with me,

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                                       Document 364-9
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4 if I had been auditing such a situation in
   SEPCO, would have led me to ask some additional
5
   questions to better understand the circumstances
7
   of that volume and that field's booking.
8
          MR. MacFALL: Why don't we go off
9
       the record.
10
           VIDEOGRAPHER: The time is
11
       12:30 p.m. Off the record.
12
           (Lunch recess taken at 12:30 p.m.)
13
14
15
16
17
18
19
20
21
22
23
24
25
0327
               RODNEY SIDLE
1
2
       AFTERNOON SESSION
3
              (1:16 \text{ p.m.})
4
          VIDEOGRAPHER: The time is now
5
       1:16 p.m. Back on the record.
   RODNEY SIDLE,
6
7
       resumed as a witness, having been
8
       previously sworn by the Notary Public,
       was examined and testified further as
9
10
       follows:
11
    EXAMINATION (cont'd)
12
    BY MR. MacFALL:
13
       Q. Good afternoon, Mr. Sidle.
14
   Mr. Sidle, are you familiar with something known
15
    as the reserves committee?
16
            Which reserves committee?
17
            Let me try a different question.
   Did you serve on any reserves committee within
18
    the group during the period of 2000 to 2004?
19
20
            In late 2003, in the early part of
```

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look at that document, sir. I would note for the record that

18

19

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is Shell Offshore Inc., which is one of the

subsidiaries of Shell Oil Company that dealt in the offshore portions of the Gulf of Mexico.

RODNEY SIDLE

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make a reserve determination, review the data,

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and foundation.

10 I don't remember exactly what 11

technologies were reviewed with the visitors at

12 that time, and I didn't know at that time what

13 technologies were used elsewhere within the

14 group outside of SEPCO either.

15 Separate and apart from these two presentations, did you accompany the visitors

17 from Nigeria on any portion of their visit in

Houston? 18

> A. There is a -- I'm sorry?

Q. In Houston.

21 In Houston? A.

22 Q. Yes.

23 Yeah, we went to lunch at a Texas

barbecue, and they really enjoyed it.

If I could ask you to turn to the O.

0341

24

25

19

page. About halfway down the page is a caption

The second-to-last bullet point

under that caption states, "The Shell Group is

Visit Themes. Do you see that, sir?

I see it.

15

16

A.

O.

(Witness reviewing document.)

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0346

1

5

9

10

# **RODNEY SIDLE**

- 2 A. Yeah, I believe Derek did work out
- 3 of Houston.
- 4 Q. How about Mr. Coggins?
  - A. I don't recall his position.
- 6 Q. Do you recall if he worked out of
- 7 Houston?
- 8 A. No, I don't.
  - Q. And finally, Mr. Knight?
  - A. Barry. Yes. He -- I believe he was
- 11 in Shell Deepwater Services, and he -- let's
- 12 see. I don't know if he worked in Houston or
- 13 New Orleans, but it was in the US.
- 14 Q. Okay. Thank you. The body of the
- 15 e-mail talks about the events at the meeting,
- 16 and it specifically references analog work
- 17 prepared by Dave Powell. Do you know
- 18 Mr. Powell?
- 19 A. No, I don't.
  - Q. It then goes on to state that that
- 21 work is the basis for the team's range in
- 22 recovery efficiency and ultimate recovery per
- 23 well.

20

- 24 Did you have an opportunity to
- 25 actually review the analog work done by 0347

# 1 RODNEY SIDLE

- 2 Mr. Powell?
- 3 A. I saw what was presented at this
- 4 meeting. I don't recall review other than that.
- 5 Q. Do you recall what materials were
- 6 presented at this meeting? And I do realize
- 7 it's a while ago.
- 8 A. No, I don't.
- 9 Q. Okay. The e-mail then references
- 10 discussion that took place regarding the
- 11 maturity of the technical work. Do you have any
- 12 recollection of that discussion, sir?
- 13 A. Basically my recollection is as
- 14 noted here, that what was shown to this group at
- 15 that time was not technically mature, however,
- 16 some suggestions for work that could be done

MR. SMITH: Objection to form.

I don't recall that that was

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besides SEPTAR, and its counterpart in Rijswijk? 13 Yes, it could. Yes. A. 14 Were you aware if the Shell organization in Angola had the technical

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document, there are two e-mails that appear on

Directing your attention to the 21 second paragraph in that e-mail, Mr. Barendregt 22 references a possible reserves review on Angola 23 in December in Houston.

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of this document?

20

21

22

guidelines?

Yes, I do.

Okay. And could you explain that?

The technique that SEPCO had

A.

Q.

Α.

13

MR. MacFALL: Sure.

MR. SMITH: The first page of this

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          Case 3:04-cv-00374-JAP-JJH
                                         Document 364-9
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14
       document, that's my handwriting.
15
           MR. MacFALL: Okay.
           MR. SMITH: It should not have been
16
17
       produced. And we will send you a letter in
18
       due course requesting to have it returned,
19
       under the terms of the protective order in
       the case. Okay?
20
21
           MR. MacFALL: That's fine with me.
22
       Thank you for identifying the handwriting.
23
           MR. SMITH: I'll save you a few
24
       questions down the road.
25
0363
                RODNEY SIDLE
1
2
           (Sidle Exhibit 20, e-mail, two
3
       pages, with attachment headed Bonga
4
       Southwest Combined VAR 1 & 2 - Project
5
       Initiation, Identification & Feasibility
6
       Terms of Reference, was marked for
7
       identification.)
8
   BY MR. MacFALL:
10
            Mr. Sidle, you've just been handed a
    document that has been marked as Sidle
11
    Exhibit 20 for identification. I would ask you
12
13
   to take a look at it, sir, and tell me if you
14
   recognize it.
           (Witness reviewing document.)
15
16
       A. All right. I've seen it.
17
       Q.
            Do you recognize the document, sir?
            Yes. I've seen this before.
18
19
            For the record, the document is an
   e-mail with attachment from Norman Read to
20
21
    various individuals, including yourself, dated
    September 6, 2001. The subject is Bonga
23
    Southwest VAR 1-2, Houston 10 to 13 September
24
    2001.
25
           Mr. Sidle, did you participate in a
0364
               RODNEY SIDLE
1
   value assurance review in connection with Bonga
3
   Southwest?
4
       Α.
           Yes, I did.
```

21

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- 16 On the second page of this exhibit
- 17 you'll see an agenda, and at the end of what
- 18 appears to be a time and a topic there are
- names. I don't remember exactly the names, but
- 20 I do associate certain of these names with
- 21 people who I recall to be presenting on behalf
- 22 of the field team.
- 23 One of the names shown there is
- Charles Shotton. He's identified as being with
- 25 SNEPCO. Do you recall if he was on the team? 0367

#### 1 RODNEY SIDLE

- 2 Α. I don't recall.
- 3 Actually, instead of going through
- them, is there anybody who you specifically
- recall being on the Bonga Southwest field team
- in that list?
- 7 No. These are the people that
- presented the information to us. And again,
- exactly what affiliation they had at that time,
- 10 I don't know.
- 11 Okay. Fair enough. If I could ask
- you to just turn to the fifth page of that

identification.)

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5 BY MR. MacFALL:

- 6 Q. Mr. Sidle, you've just been handed
  - during the break a document marked as Sidle
- 8 Exhibit 21 for identification. I would ask you
- 9 to take a look at that, sir, and tell me if you
- 10 recognize it.

4

- 11 A. Yes, I recognize it.
- Q. For the record, it's an e-mail from
- 13 John Church addressed to several individuals,
- 14 including yourself, dated September 12, 2001.
- 15 The subject is Brazil reserves.
- 16 Could you please identify Mr. Church
- 17 for me?
- 18 A. Other than the fact that he's the
- 19 author of the e-mail, I -- I'm not familiar with
- 20 what part of the organization he's with.
- Q. The e-mail addresses the booking of
- 22 reserves in Brazil. Do you recall if you were
- 23 involved with the booking of proved reserves in
- 24 Shell Brazil?
- A. Not at the time of this e-mail, or 0370

### 1 RODNEY SIDLE

- 2 for the field of BS-4. No, I was not involved
- 3 with booking those. I participated in technical
- 4 discussions about BS-4.
- 5 Q. That participation, did it occur at
- 6 or about the time of this e-mail?
- A. It seems about right. I don't
- 8 recall exactly when it occurred.
- 9 Q. Could you describe for me,
- 10 generally, or summarize the nature of your
- 11 technical discussions in connection with this
- 12 particular field?
- 13 A. Yes. This was a time when BS-4 was
- 14 being evaluated for possible development, and I
- 15 was part of a team that looked at the status of
- 16 the technical work and gave them recommendations
- 17 for what additional technical work they would
- 18 need to do to develop a confidence in the
- 19 project, such that an investment could be made.
- Q. There's a reference here to, and by

only one of the several that I've mentioned

- Q. With regard to the proved reserves
- 11 that you looked at in Brazil, as a result of the
- 12 Enterprise acquisition did you generate a report
- 13 or other document memorializing your efforts as
- 14 part of -- your efforts in that review?
- 15 Yes, I believe there was a document
- 16 that -- that was created as a result of a visit
- 17 of myself and two others, I believe it was two
- 18 other technical staff, to Brazil to take a look
- 19 at the status of the technical work on the
- 20 field. And that document was noting work that
- 21 had been done and the work that was still left
- 22 to be done to have the completed technical work
- 23 documentation for what we felt was the proper
- way to book for proved reserves. I think we had
- 25 that meeting in, like, September of the year in 0374
- 1 RODNEY SIDLE
- which Enterprise was acquired. Which would have

- Were they members of SEPCO? 7 O. 8
  - Frank was a member of SEPCO. I
- don't recall if Dan was a member of SEPCO or 10 not.
- 11 With regard to the VAR review that 12 was done for BC-10, could you please briefly 13 summarize the work that you did in that regard?
- 14 Yes. This was a service to our
- 15 exploration organization. Exploration
- 16 periodically asked for outside technical persons
- 17 to look at their portfolio of opportunities, to
- 18 provide feedback on the status of those
- 19 opportunities, the quality of those
- 20 opportunities, the reasonableness of their plan
- 21 to explore. It was not related to proved
- 22 reserves. It was related to exploration.
- 23 When you say the exploration 24 organization, are you referring to the group's
- exploration organization, or SEPCO's?

1

#### RODNEY SIDLE

- 2 It varied from time to time.
- Sometimes the exploration organization for the
- Americas was within the Americas, and sometimes
- it actually was a part of an International Group
- that simply had an Americas division. So which
- 7 status it had at that time, I don't recall.
- 8 Fair enough. And I believe you
- referenced a '99 review, when you were in
- 10 SEPTAR?
- 11 A. '99 was a different event.
- 12 Right. I'm sorry. It wasn't a
- 13 review. It was work in '99.
- 14 Right. I was assigned as the
- 15 reservoir engineer working on a field where
- 16 development operations were being studied.
- 17 And could you just, again very
- 18 generally, summarize the work that you did at
- 19 that time?

Mr. Sidle, you've just been handed a

document marked as Sidle Exhibit 22 for

9

RODNEY SIDLE

1

Prior to the time that Mr. Roosch indicated that you shouldn't have direct contact with Mr. Barendregt, did you seek advice of Mr. Barendregt on any reserves-related issues? MR. SMITH: Objection to form. I'm not sure I could respond to

15

16

17

18

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Specifically with regard to that

9

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0384

Q. Just with regard to the groupreserve auditor function, the position held by

ones I worked on.

11

13

14

17 Mr. Barendregt, as a consequence of the work

Yeah. In terms of proved reserves,

Angola Block 18, Bonga Southwest, and the

Enterprise acquisitions in Brazil, those are the

question, the date range was 1999 to 2000.

25

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3

4

5 6

7

8

9

10 11

12 13

16

- 23 Waterhouse or PricewaterhouseCoopers auditors
- who performed that function had come from? 24
- 25 Yes. That was our Houston office. 0390

#### RODNEY SIDLE 1

MR. SMITH: That's all I have.

MR. MacFALL: That's all I have. I

have no redirect.

VIDEOGRAPHER: The time is now 3:03 p.m. This is the end of tape number 6 in the deposition of Rodney Sidle. The deposition is concluded. Off the record.

(Time Noted: 3:03 p.m.)

### **RODNEY SIDLE**

14 Subscribed and sworn to before me

15 this \_\_\_\_\_, 2006.

E-mail dated December 20, 2003,

	:///C /Documents%20and%20Settings/dau Case 3:04-cv-00374-		1 1		Page 240 of 295
16					· ·
17					
18					
19					
20	RODNEY SIDLE				
21	SUBSCRIBED AND SWORN TO BEFORE ME				
22	THISDAY OF		, 20		
23					
24		_			
25	(NOTARY PUBLIC)	MYCC	OMMISSION EXP	IREC.	

From:

Barendregt, Anton AA SEPIV-EPB-GRA

To:

VanDorp, Wouter WG SEPIV-EPB-P

CC:

Aalbers, Remco RD SEPIV-EPB-P

BCC:

Sent Date:

1999-08-09 10:37:33.000

**Received Date:** 

1999-08-09 10:37:33.000

Subject:

SPE Workshop on Probabilistic Reserves Assessment

Attachments:

Wouter,

Herewith some notes I made on the SPE Workshop on Probabilistic Assessment of Reserves, which I attended in Houston on 27-28 July, 1999. I also add some notes I made during a subsequent discussion I had with Rod Sidle from SOC, who is, among his several roles, the Reserves Auditor for Shell Oil (including Pecten) E&P ventures.

SPE Workshop on Probabilistic Reserves Assessment

The workshop was the second in an intended series of three or more. The first one, which was attended by Wim Swinkels (EPT-AM), was held late last year and a next one is intended for the Houston OTC in May 2000. Further workshops, possibly also in Europe, are being considered.

The workshop was attended by some 80 participants, mostly from the US, and some 10 participants from other countries. The workshop was in the form of presentations of papers (case studies and overview/state-of-the-art), followed by a general discussion, questions from the audience etc. There was one practical exercise. The general discussions lost some of their effectiveness due to the large number of attendees, which prevented a true in-depth exchange of views.

Two papers gave an overview of the various reserves definition standards that are published to date. Apart from the US SEC standards (last updated in 1975), the most important were:

- SPE/WPC guidelines, last updated in 1997.
- Canadian CIM standards, still under development,
- Australian SE standards,
- London SE / OIAC standards, published in 1988/87 (only required for new entrants on the SE, recommendations for annual reports)
- Other standards, e.g. UN, Hong Kong etc.

Differences between the various standards were highlighted, e.g. in required confidence levels (mostly 90 and 50% for proved and probable, but with some variations), royalties to be included or excluded, oil/gas prices to be used (current, future or historical), probabilistic addition (allowed or not allowed), etc. A compilation of reprints of these various standards was issued at the workshop.

Main differences between the SEC guidelines and the SIEP/SEPIV guidelines for proved reserves appeared to be:

- SEC proved undeveloped reserves need to have evacuation facilities in place, the Shell guidelines do not insist on this
- Monetary royalties are excluded from SEC reserves, included in Shell's,
- IOR: SEC insist on a successful test in the reservoir itself (i.e. in the same 'pressure system'), the Shell guidelines accept a neighbouring analogue.

Discussions were ongoing between the SPE and the SEC regarding a possible update of the SEC



103659522: SPE Workshop on Probabilistic Reserves Assessment Page 2 of 3 - Case 3:04-cv-00374-JAP-JJH Document 364-9 Filed 10/10/2007 Page 242 of 295

reserves definitions, perhaps also including allowance for probabilistic reserves estimation. SEC were said to have recently employed two petroleum engineers to look at reserves definitions and, although no movement in their position was as yet perceptible, this was not precluded in the future. The observation was made by Merryll Lynch that the SEC were mostly concerned with the smaller operators, where a misrepresentation in one or a few larger assets could have a significant effect on these companies' stock position. Another observation was that the IRS (US tax authorities) generally subjected companies' reserves to much closer scrutiny than the SEC and generally pushed for a more optimistic view than the SEC rules allowed.

Three papers, two by Mobil (Hunt) and one by Unocal (Alexander) gave examples how probabilistic reserves assessment had been implemented in their respective organisations. Both papers mentioned the need for adequate guidance and support (e.g. through written guidelines) to avoid unrealistic assessments by inexperienced reservoir engineers. The correspondence between deterministic SEC proved reserves and probabilistic estimates was seen as an area needing attention. Mobil stressed that they adhered strictly to the SEC guidelines for the externally reported reserves, whilst probabilistic reserves were used for internal reporting, particularly with respect to probable and possible reserves. Both papers agreed that probabilistic reserves gave a much better picture of the potential upside.

Statoil (Gibbons) gave a paper describing experience that prospect estimates before drilling tended to over-estimate volumes and under-estimate POS's (an experience that Chevron agreed with). GRV and HC-fill were stated as the parameters that were most often predicted wrongly. For more mature fields, it was stated that full field detailed 3D simulation models (based on geostatistical models) were often too cumbersome to generate and run in Low and High versions. The paper stated that simpler 3D models could be made to describe field performance equally well and thereby allow a wider range of model versions to be run. Details of this were not presented at the workshop and I have asked for more written documentation to be forwarded to me.

Chevron (Lederhos) presented an interesting paper on a Californian diatomite reservoir where reserves were largely determined by individual well performance. Independent probabilistic addition gave too steep a probability curve, whilst dependent addition gave too wide a range. A geostatistical approach, incorporating an areal distribution of well performance, provided a more realistic way of assessing dependence and thereby a more realistic total range. In spite of this, the SEC proved reserves were maintained as the arithmetic sum of the individual proved well estimates. Conclusion of the paper was that probabilistic reserves could give a better estimate of probable and possible reserves (upside) and thereby better asset management plans. Deterministic assessments should link up with the 'best fit' (i.e. expectation), not the most conservative one.

A practical exercise was handed out, discussed initially in smaller groups and later in full session. The impact of this exercise was severely hampered by the lack of a worked out solution (with the excuse that many solutions were possible). As it was, it left many non-experienced engineers with a lot of questions and no answers.

My conclusions of the workshop:

- An interesting meeting, particularly as it provided the opportunity of learning the way reserves estimation is practiced in the US. A number of Shell OUs, e.g. Philippines, Namibia, have had experience with US consultants providing a much more conservative estimate of prospects than the Shell estimate.
- Probabilistic estimation appears to be well established in some major oil companies (notably Chevron and Mobil), but the smaller operators and most of the consultants still have some way to go.
- Experience and prudence are essential in determining realistic ranges for parameters. The exercise gave an example of a low and a high map giving an unbelievably small range of \*5% for the GRV!

- Most authors agreed that the benefit of probabilistic estimation laid in a better assessment of potential upside reserves in less mature fields and prospects. This is in line with Shell's perception, in which deterministic reserves are now in favour again for the more mature fields. This point should have been made more strongly by the workshop organisers, because many attendants appeared to be still confused about this.
- The issue of probabilistic addition of reserves was not resolved. The SEC are clearly opposed to it but some authors were expecting them to change their view in due course, which others doubted. The Shell approach (probabilistic within fields, arithmetic between fields) seems the most sensible.
- The SPE committee that organised the workshop are in the process of preparing written guidelines on probabilistic estimation. Wim Swinkels (EPT-AM) was said to be participating. Meanwhile, a monograph with SPEE guidelines seems to have been issued this should perhaps be screened for usefulness.

### SOC discussions

Rod Sidle explained that he had recently taken over the role of SOC reserves focal point from Lyle Henderson. This role included accumulating reserves updates booked quarterly by the SOC divisions and holding regular reviews/audits of these reported volumes as and when deemed opportune. The role therefore combined the aspects of auditor and technical advisor.

Review/audit support was only given to Shell/Pecten operated ventures, i.e. the two offshore groups (Deep and Shallow) in New Orleans, plus the onshore groups in Houston (Shell only in Michigan, West Texas, plus Shell/Amoco in West-Texas CO2) and Bakersfield (Shell/Mobil). Pecten groups supported included only the Shell operated Cameroon venture - the other (non-Shell operated) ventures were looked after by their Pecten business support focal points.

External 'spot checks' of reported reserves volumes were arranged through Price Waterhouse on an incidental basis.

SOC have reserves guidelines dating from 1976 (last updated 1985). SIEP/SEPIV should have a copy, but this may need to be checked. A further update of these guidelines is being contemplated, particularly focusing on proved reserves, where it was suspected that some of the reported volumes should perhaps be shifted to the unproved/SFR category.

Closer cooperation between SIEP/SEPIV and SOC, as part of the globalisation process, was briefly discussed. It was agreed that this was a matter for senior management of both companies to decide but the move was in principle welcomed. Further discussions (e.g. with EPB-P) could take place when RS would visit The Hague mid-September.

From:

Sidle, Rod RE SEPCO

To:

Aalbers, Remco RD SEPIV-EPB-P

CC:

Koinis, Mike MT SEPCO; Van Dorp, Wouter WG SEPIV-EPB-P

BCC:

Sent Date:

1999-09-28 11:06:05.000

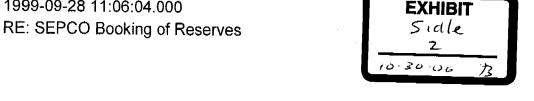
Received Date:

1999-09-28 11:06:04.000

Subject:

Attachments:

Remco,



An interesting question. I would feel that passing VAR4 together with a senior management commitment to monetize (meaning either develop and produce or to sell) would be adequate to meet proved reserve requirements. Here I am expecting both sufficient technical and commercial maturity to meet Group definitions as well as to provide the detail needed for a deterministically based definition of proved reserve. In some (rare) cases, a "reasonable certainty" volume can be defined at a VAR3 setting, but I feel these are exceptions. The VAR3 reviews I have seen still have considerable uncertainty around both the subsurface picture as well as the development plan -- making it very hard to describe proved volumes, except perhaps on a probabilistic basis. Also management commitment would still be needed. This may be harder to secure for a project only at the VAR3 state. (This said, SEPCo is developing criteria to identify such rare exceptions (pre-VAR4 booking opportunities) and the situations in which such early bookings could be recommended. We will keep you advised of how this progresses.)

My reluctance to liberalise the booking mark on a general basis also draws from my experience with periods when we were "generous" with standards needed for booking. It was very painful in the early 1990's to remove the many barrels of proved, undeveloped volumes that had accumulated there over the late 1980's. Many of these cases were where we had volumes that were proved technically (and, at the time, commercially) that had been booked well ahead of actually development. As our outlook both in price premise and investment strategy changed, these volumes were no longer expected to be produced -- and were removed. Sadly our overbooked undeveloped reserves were not just an internal embarassment but also the subject of unfavorable comments from market analysts.

At this point we changed to requiring major projects pass FID before being booked -conservative perhaps. But the proof of this approach really came by tracking our revisions to prior estimates over the following years. As I showed you during your visit, recent years have seen only small net changes that generally balance (i.e. some years are positive, some negative). This balance says to me that over all we have a process that fairly represents our proved reserve position.

I would be happy to discuss this at greater length if you wish. For your information, I will be back in the Hague in late October and early November if discussing this or other topics would be useful.

Kind regards, Rod

3

----Original Message----

From: Aalbers, Remco RD SEPIV-EPB-P Sent: Monday, September 27, 1999 11:16 AM

To: Sidle, Rod RE SEPCO

Cc: Koinis, Mike MT SEPCO; Van Dorp, Wouter WG SEPIV-EPB-P

Subject: SEPCO Booking of Reserves

Rod,

From furhter discussions with Mike the idea came to link booking of (proved) reserves in SEPCo with the VAR process to define technically and commercially mature rather than only at actual FID.

Initial sugggestion was VAR4, but maybe VAR3 could also be a option?

Appreciate your thoughts on the above

Remco D. Aalbers Group Hydrocarbon Resource Coordinator & Senior Economist

EPB-P SEPIV BV Tel. +31 (0)70 - 377 2001

e-mail: remco.rd.aalbers@sepivbv.shell.com

**EXHIBIT** 

Sidle

From:

Denning, Phillip PE SEPCO

To:

Deere, Bob RV SEPCO

CC:

BCC:

Sent Date:

2000-04-07 18:05:24.000

**Received Date:** 

2000-04-07 18:05:24.000

Subject:

FW: USA - Operating Statistics

Attachments:

Priviledged and confidential

Bob,

I wanted to respond to you before I responded to Remco.

First, while SOC no longer files a SEC 10-K which reports well activity, we do use and provide this data for other reporting beside SEC activity. However, should we elect to provide Remco with what he is asking (which is to designate an indeterminate well as either dry or successful whether it has been completed or not), we are violating SEC rules since this same well count is used for Form 20-F purposes. If other Group companies are following suit, I again believe they are violating issued guidelines. Two wrongs don't make a right. This is really the same "flavor" as the EB2 well classifications. What came out of the teleconference anyway?

The new SOC annual reporting does not portray well count. However, I have been asked for it by some of those working on the Andersen benchmarking study. So it does find its way into the "system" and further becomes a part of the successful well or dry well statistics etc. There may be other government reporting requests that I am unaware of as prior data requests may have been retrieved from the 10-K. These groups may now start calling me for 1999 data.

One could argue that we could provide Remco with 2 different well counts: 1 for SEC purposes and 1 for reserve tracking which would coincide with the booking of SFR and Expectation reserves. However, the Group wants "one size to fit all". Further, those that prepare the well counts are unfamiliar with well determinations beyond dry, productive or indeterminate. If I read between the lines of Remco's e-mail, it would appear to me that any exploration wells with any trace of hydrocarbons, whether or not determined to be commercial, are reported as successful, thus misaligning Exploration activity. That's certainly one way of mitigating investor pressure for poor past exploration results!!! Is this EB2 classification and further exploration well results activity the mandated vehicle to pacify analysts and investors?

Phil

Shell Exploration and Production Company Financial Policy and External Reporting Advisor

- :: pedenning@shellus.com
- -: 4463 One Shell Plaza

(: 713**-241-**6858 2: 713-241-4764

From: Aalbers, Remco RD SEPIV-EPB-P Sent: Friday, April 07, 2000 11:10 AM

To: Denning, Phillip PE SEPCO

Cc: Sidle, Rod RE SEPCO; Deere, Bob RV SEPCO; McKay, Aidan A SEPIV-EPB-P

Subject: RE: USA - Operating Statistics

Sensitivity: Confidential

Phil.

Many thanks for your reply, apologies for not gettign back sooner but some other issues interfered.

On the wells drilling at year-end we seem to be in agreement - wells which have been spudded and year end have not completed drilling are counted as such.

The issue indeed seems to be on the interpretation of dry holes versus productive wells.

For development wells the issue is relatively straight forward the well was either dry or non-dry i.e productive and you installed the completion as per plan.

For exploration and especially offshore the issue is possibly slightly more complicated, if the well was dry i.e. no hydrocarbons at all it was dry but what if you did find hydrocarbons? If you found enough hdyrocarbons and actually tested the well would you call it productive even if you subsequently abandonded the well as you would not re-use it for the field development?

The original rules from 1933/34 I would imagine related mainly to an "onshore" US-situation where any successful well would be completed and produced. The offshore situation is often more complicated.

Would it be possible for SEPco to report from 2000 onwards (plus wells left over as undetermined in 99) all wells in the year they are drilled either as dry or as non-dry as we would like to align expl. discovery reporting with SFR booking across the Group. The group basicaly reports wells as non-dry if at least SFR volumes can be booked which meet the UTC cut-off for non-com SFR (alternatively one could use SFR-com volumes). This way expl wells drilled in the year tie-in with reserves/SFR volume booked in the same year.

In terms of tie-in with the SEC rules the Group basically has no indeterminete wells at year end - a choice is made for each well at year end. A revised view in subsequent years does not change the choice made at the time.

The tie-in between Res/SFR volumes booked and exploration success (UFC and MMboe added) is greatly enhanced when fully linked though the resource process.

Met vriendelijke groeten / With kind regards.

Remco D. Aalbers Group Hydrocarbon Resource Coordinator & Senior Economist

EPB-P SEPIV BV

Tel. +31 (0)70 - 377 2001 (fax: 2460)

e-mail: remco.rd.aalbers@sepivbv.shell.com

----Original Message----

From: Denning, Phillip PE SEPCO

Sent: 31 March 2000 01:57

To: Aalbers, Remco RD SEPIV-EPB-P

Cc: Sidle, Rod RE SEPCO; Deere, Bob RV SEPCO; McKay, Aidan A SEPIV-EPB-P

Subject: FW: USA - Operating Statistics

Importance: High

Sensitivity: Confidential

Remco,

I wanted to follow up with you regarding the well count for indeterminate wells.

SEPCo has consistently not included these wells in the current year drilling activity until such time as the wells were completed or deemed dry. This is consistent with the required disclosures in Guide 2 of SEC Regulation S-K, Items 801 and 802.

One could argue that these wells could have been portrayed in a distinct category or presentation in the SEC filings since current year drilling activity and wells in the process of being drilled at year-end are SEC defined categories by which SEPCo has complied with the regulations. However, in the grand scheme of things, they are probably immaterial for SEC reporting purposes.

1999 drilling results did include some wells included as either dry or successful that were drilled in prior years and held as indeterminate in 1998 but were not included in the 1998 counts. They were included accordingly in 1999 because they moved out of the indeterminate category since they were either completed as producers are deemed dry.

A similar scenario is true for wells drilled as indeterminate during 1999. For example, there was 1 onshore well (gross) classified as indeterminate in September which was not included within the counts. We are trying to ascertain if like activity exists for offshore.

#### Phil

Shell Exploration and Production Company Financial Policy and External Reporting Advisor

:: pedenning@shellus.com

-: 4463 One Shell Plaza

(: 713-241-6858 2: 713-241-4764

From: Denning, Phillip PE SEPCO

Sent: Thursday, March 23, 2000 2:58 PM To: Aalbers, Remco RD SEPIV-EPB-P

Cc: Sidle, Rod RE SEPCO; Deere, Bob RV SEPCO; McKay, Aidan A SEPIV-EPB-P

Subject: FW: USA - Operating Statistics

Importance: High

Sensitivity: Confidential

Remco.

This is a partial reply to the attached e-mail. I am waiting further replies from some people who prepare the regional well count; their e-mails indicate some people are out of the office until later next week. However, I will include the SEC definitions for well count for the present.

Source: SEC Regulation S-K, Items 801 and 802, reference to disclosure guides for certain specialized industries. Disclosure of Oil and Gas Operations under the 1933 and 1934 Act. Guide 2

### 6. Drilling Activity

#### Instructions

A dry hole is defined as an exploratory or a development well found to be incapable of producing either oil or gas in sufficient quantities to justify completion as an oil or gas well.

A productive well is an exploratory or a development well that is not a dry hole.

The number of wells drilled refers to the number of wells (holes) completed at any time during the fiscal years, regardless of when drilling was initiated.

Completion refers to the installation of permanent equipment for the production of oil or gas, or, in the case of a dry hole, to the reporting of abandonment to the appropriate agency.

#### 7. Present Activities

Present activities, such as the number of wells in process of drilling (including wells temporarily suspended), waterfloods in process of installation, pressure maintenance operations, and any other related operations of material importance by appropriate geographic areas. This description of present activities should be provided for an "as of " date as close to the date of filing the document as reasonably possible or as of the end of the most recent fiscal year. The disclosure of wells in the process of being drilled should include only those wells actually being drilled at the "as of " date and should be expressed in terms of both gross and net wells. The disclosure should not include wells planned but not commenced, unless there are factors which make such information material.

As you can ascertain from the above, successful exploration (and development) wells are reflected as such when the installation of permanent equipment for the production of oil and gas is made, not necessarily when reserves are booked. Rod, correct me if I'm wrong, but I could envision a situation where proved reserves could be booked (based on the SEC definition of proved reserves) before the installation of permanent equipment. If so, a company could reflect SFR reserves or discoveries in 1997, book proved reserves in 1999, but may not install permanent equipment for production until some period beyond that.

With respect to the 13 exploration wells reported during 1999, 4 of the successes were designated as EB2 wells.

As Rod mentions in his attached note, discoveries may not tie in to completed exploration wells.

I feel like SOC is consistent with the above SEC definitions for well count; however, let me get back with you later next week regarding some more specifics vis-a-vis our counts for 1999 once I've spoken to the folks who provide me the numbers in the regions.

Regards,

Phil Shell Exploration and Production Company Financial Policy and External Reporting Advisor :: pedenning@shellus.com -: 4463 One Shell Plaza (: 713-241-6858 2: 713-241-4764

#### Sidle, Rod RE SEPCO

-rom: ∋ent:

Aalbers, Remco RD SIEP-EPB-P Tuesday, October 31, 2000 9:35 AM Sidle, Rod RE SEPCO

ĩo:

⊋c: Subject: McKay, Aidan A SIEP-EPB-P; Van Nues, Hans JWF SIEP-EPF

SEC clarifications - Gas Production

₹od,

received one other document from KPMG, Industry Guide - disclosure of oil and gas operations for which the reference

http://www.sec.gov/smbus/forms/industry.htm#secguide2

Under 3 production it has the following:

production of natural gas should include only marketable production of gas on an "as sold" basis. Production of natural gas should include only marketable production of gas on all as sold basis.

Production will include dry, residue, and wet gas, depending on whether liquids have been extracted before the registrant passed title. Flared gas, injected gas and gas consumed in operations should be omitted. Recovered gas-lift gas and reproduced gas should not be included until sold.

This SEC definiton aligns fully with the GPafS definition adopted by the Group and also aligns with our previous definition of Gas Sales.

Met vriendelijke groeten / With kind regards.

Remco D. Aalbers Group Hydrocarbon Resource Coordinator & Senior Planner

EPB-P SEPIV BV Tel. +31 (0)70 - 377 2001 (fax: 2460) e-mail: remco.rd.aalbers@sepivbv.shell.com

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RJW00113489

URL http://www.sec.gov/offices/corpfin/acctdisc.htm

# Division of Corporation Finance: **Current Accounting and Disclosure Issues**

### June 30, 2000

Prepared by Accounting Staff Members in the Division of Corporation Finance U.S. Securities and Exchange Commission Washington, D.C.

> The Securities and Exchange Commission disclaims responsibility for any private publication or statement of any of its employees. This outline was prepared by members of the staff of the Division of Corporation Finance, and does not necessarily reflect the views of the Commission, the Commissioners, or other members of the staff.

#### Contents

## Recent Financial Reporting and Disclosure Initiatives

(Various)

## Other Commission Rules and Proposals Affecting Registration and Reporting

• (Various)

# **Current Accounting and Disclosure Issues**

- (Various preceding below)
- Issues in the Extractive Industry

## Internationalization of the Securities Markets

• (Various)

Other Information About the Division of Corporation Finance and Other Commission Offices and Divisions

Below appears the text for the "Issues in the Extractive Industry" section of this website.

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RJW00113490

# Issues in the Extractive Industry

# Mining Exploration Costs

Recoverability of capitalized costs is likely to be insupportable under FASB Statement No. 121 prior to determining the existence of a commercially minable deposit, as contemplated by Industry Guide 7 for a mining company in the exploration stage. As a result, the staff would generally challenge capitalization of exploration costs, and believes that those costs should be expensed as incurred during the exploration stage under US GAAP.

# Definition of Proved Reserves

Over the last several years, the estimation and classification of petroleum reserves has been impacted by the development of new technologies such as 3-D seismic interpretation and reservoir simulation. Computer processor improvements have allowed the increased use of probabilistic methods in proved reserve assessments. These have led to issues of consistency and, therefore, some confusion in the reporting of proved oil and gas reserves by public issuers in their filings with the Commission. This section discusses some issues the Division of Corporation Finance's engineering staff has identified in its review of such filings.

The definitions for proved oil and gas reserves for the SEC are found in Rule 4-10(a) of Regulation S-X of the Securities Exchange Act of 1934. The SEC definitions are below in bold italics. Under each section we have tried to explain the SEC staff's position regarding some of the more common issues that arise from each portion of the definitions. As most engineers who deal with the classification of reserves have come to realize, it is difficult, if not impossible, to write reserve definitions that easily cover all possible situations. Each case has to be studied as to its own unique issues. This is true with the Society of Petroleum Engineers' and others' reserve definitions as well as the SEC's definitions.

1. Proved oil and gas reserves are the estimated quantities of crude oil, natural gas, and natural gas liquids which geological and engineering data demonstrate with reasonable certainty to be recoverable in future years from known reservoirs under existing economic and operating conditions, i.e., prices and costs as of the date the estimate is made. Prices include consideration of changes in existing prices provided by contractual arrangements, but not on escalations based upon future conditions.

The determination of reasonable certainty is generated by supporting gaslaciest and

The determination of reasonable certainty is generated by supporting geological and engineering data. There must be data available which indicate that assumptions such as decline rates, recovery factors, reservoir limits, recovery mechanisms and volumetric estimates, gas-oil ratios or liquid yield are valid. If the area in question is new to exploration and there is little supporting data for decline rates, recovery factors, reservoir drive mechanisms etc., a conservative approach is appropriate until there is enough supporting data to justify the use of more liberal parameters for the estimation of proved reserves. The concept of reasonable certainty implies that, as more technical data becomes available, a positive, or upward, revision is much more likely than a negative, or downward, revision.

Existing economic and operating conditions are the product prices, operating costs, production methods, recovery techniques, transportation and marketing arrangements,

FOIA Confidential Treatment Requested ownership and/or entitlement terms and regulatory requirements that are extant on the effective date of the estimate. An anticipated change in conditions must have reasonable certainty of occurrence; the corresponding investment and operating expense to make that change must be included in the economic feasibility at the appropriate time. These conditions include estimated net abandonment costs to be incurred and duration of current licenses and permits.

If oil and gas prices are so low that production is actually shut-in because of uneconomic conditions, the reserves attributed to the shut-in properties can no longer be classified as proved and must be subtracted from the proved reserve data base as a negative revision. Those volumes may be included as positive revisions to a subsequent year's proved reserves only upon their return to economic status.

2. Reservoirs are considered proved if economic producibility is supported by either actual production or conclusive formation test. The area of a reservoir considered proved includes that portion delineated by drilling and defined by gas-oil and/or oil-water contacts, if any, and the immediately adjoining portions not yet drilled, but which can be reasonably judged as economically productive on the basis of available geological and engineering data. In the absence of information on fluid contacts, the lowest known structural occurrence of hydrocarbons controls the lower proved limits of the reservoir. Proved reserves may be attributed to a prospective zone if a conclusive formation test has been performed or if there is production from the zone at economic rates. It is clear to the SEC staff that wireline recovery of small volumes (e.g. 100 cc) or production of a few hundred barrels per day in remote locations is not necessarily conclusive. Analyses of open-hole well logs which imply that an interval is productive are not sufficient for attribution of proved reserves. If there is an indication of economic producibility by either formation test or production, the reserves in the legal and technically justified drainage area around the well projected down to a known fluid contact or the lowest known hydrocarbons, or LKH may be considered to be proved.

In order to attribute proved reserves to legal locations adjacent to such a well (i.e. offsets), there must be conclusive, unambiguous technical data which supports reasonable certainty of production of such volumes and sufficient legal acreage to economically justify the development without going below the shallower of the fluid contact or the LKH. In the absence of a fluid contact, no offsetting reservoir volume below the LKH from a well penetration shall be classified as proved.

Upon obtaining performance history sufficient to reasonably conclude that more reserves will be recovered than those estimated volumetrically down to LKH, positive reserve revisions should be made.

3. Reserves which can be produced economically through applications of improved recovery techniques (such as fluid injection) are included in the "proved" classification when successful testing by a pilot project, or the operation of an installed program in the reservoir, provides support for the engineering analysis on which the project or program was based.

If an improved recovery technique which has not been verified by routine commercial use in the area is to be applied, the hydrocarbon volumes estimated to be recoverable cannot be classified as proved reserves unless the technique has been demonstrated to be technically and economically successful by a pilot project or installed program in that

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specific rock volume. Such demonstration should validate the feasibility study leading to the project.

- 4. Estimates of proved reserves do not include the following:
  - oil that may become available from known reservoirs but is classified separately as "indicated additional reserves":
  - crude oil, natural gas, and natural gas liquids, the recovery of which is subject to reasonable doubt because of uncertainty as to geology, reservoir characteristics, or economic factors:
  - crude oil, natural gas, and natural gas liquids, that may occur in undrilled prospects:
  - crude oil, natural gas, and natural gas liquids, that may be recovered from oil shales, coal, gilsonite and other sources.

Geologic and reservoir characteristic uncertainties such as those relating to permeability, reservoir continuity, sealing nature of faults, structure and other unknown characteristics may prevent reserves from being classified as proved. Economic uncertainties such as the lack of a market (e.g. stranded hydrocarbons), uneconomic prices and marginal reserves that do not show a positive cash flow can also prevent reserves from being classified as proved. Hydrocarbons "manufactured" through extensive treatment of gilsonite, coal and oil shales are mining activities reportable under Industry Guide 7. They cannot be called proved oil and gas reserves. However, coal bed methane gas can be classified as proved reserves if the recovery of such is shown to be economically feasible.

In developing frontier areas, the existence of wells with a formation test or limited production may not be enough to classify those estimated hydrocarbon volumes as proved reserves. Issuers must demonstrate that there is reasonable certainty that a market exists for the hydrocarbons and that an economic method of extracting, treating and transporting them to market exists or is feasible and is likely to exist in the near future. A commitment by the company to develop the necessary production, treatment and transportation infrastructure is essential to the attribution of proved undeveloped reserves. Significant lack of progress on the development of such reserves may be evidence of a lack of such commitment. Affirmation of this commitment may take the form of signed sales contracts for the products; request for proposals to build facilities; signed acceptance of bid proposals; memos of understanding between the appropriate organizations and governments; firm plans and timetables established; approved authorization for expenditures to build facilities; approved loan documents to finance the required infrastructure; initiation of construction of facilities; approved environmental permits etc. Reasonable certainty of procurement of project financing by the company is a requirement for the attribution of proved reserves. An inordinately long delay in the schedule of development may introduce doubt sufficient to preclude the attribution of proved reserves.

The history of issuance and continued recognition of permits, concessions and commerciality agreements by regulatory bodies and governments should be considered when determining whether hydrocarbon accumulations can be classified as proved reserves. Automatic renewal of such agreements cannot be expected if the regulatory body has the authority to end the agreement unless there is a long and clear track

record which supports the conclusion that such approvals and renewal are a matter of course.

5. Proved developed oil and gas reserves are reserves that can be expected to be recovered through existing wells with existing equipment and operating methods. Additional oil and gas expected to be obtained through the application of fluid injection or other improved recovery techniques for supplementing the natural forces and mechanisms of primary recovery should be included as "proved developed reserves" only after testing by a pilot project or after the operation of an installed program has confirmed through production response that increased recovery will be achieved. Currently producing wells and wells awaiting minor sales connection expenditure, recompletion, additional perforations or bore hole stimulation treatment would be examples of properties with proved developed reserves since the majority of the expenditures to develop the reserves has already been spent.

Proved developed reserves from improved recovery techniques can be assigned after either the operation of an installed pilot program shows a positive production response to the technique or the project is fully installed and operational and has shown the production response anticipated by earlier feasibility studies. In the case with a pilot, proved developed reserves can be assigned only to that volume attributable to the pilot's influence. In the case of the fully installed project, response must be seen from the full project before all the proved developed reserves estimated can be assigned. If a project is not following original forecasts, proved developed reserves can only be assigned to the extent actually supported by the current performance. An important point here is that attribution of incremental proved developed reserves from the application of improved recovery techniques requires the installation of facilities and a production increase.

6. Proved undeveloped oil and gas reserves are reserves that are expected to be recovered from new wells on undrilled acreage, or from existing wells where a relatively major expenditure is required for recompletion. Reserves on undrilled acreage shall be limited to those drilling units offsetting productive units that are reasonably certain of production when drilled. Proved reserves for other undrilled units can be claimed only where it can be demonstrated with certainty that there is continuity of production from the existing productive formation. Under no circumstances should estimates of proved undeveloped reserves be attributable to any acreage for which an application of fluid injection or other improved recovery technique is contemplated, unless such techniques have been proved effective by actual tests in the area and in the same reservoir. (Emphasis added)

The SEC staff points out that this definition contains no mitigating modifier for the word certainty. Also, continuity of production requires more than the technical indication of favorable structure alone (e.g. seismic data) to meet the test for proved undeveloped reserves. Generally, proved undeveloped reserves can be claimed only for legal and technically justified drainage areas offsetting an existing productive well (but structurally no lower than LKH). If there are at least two wells in the same reservoir which are separated by more than one legal location and which show communication (reservoir continuity), proved undeveloped reserves could be claimed between the two wells, even though the location in question might be more than an offset well location away from any of the wells. In this illustration, seismic data could be used to help support this claim

Te leas boundar seen as a banie

by showing reservoir continuity between the wells, but the required data would be the conclusive evidence of communication from production or pressure tests. The SEC staff emphasizes that proved reserves cannot be claimed more than one offset location away from a productive well if there are no other wells in the reservoir, even though seismic data may exist. The use of high-quality, well calibrated seismic data can improve reservoir description for performing volumetrics (e.g. fluid contacts). However, seismic data is not an indicator of continuity of production and, therefore, can not be the sole indicator of additional proved reserves beyond the legal and technically justified drainage areas of wells that were drilled. Continuity of production would have to be demonstrated by something other than seismic data.

More conservable than

In a new reservoir with only a few wells, reservoir simulation or application of generalized hydrocarbon recovery correlations would not be considered a reliable method to show increased proved undeveloped reserves. With only a few wells as data points from which to build a geologic model and little performance history to validate the results with an acceptable history match, the results of a simulation or material balance model would be speculative in nature. The results of such a simulation or material balance model would not be considered to be reasonably certain to occur in the field to the extent that additional proved undeveloped reserves could be recognized. The application of recovery correlations which are not specific to the field under consideration is not reliable enough to be the sole source for proved reserve calculations.

Reserves cannot be classified as proved undeveloped reserves based on improved recovery techniques until such time that they have been proved effective in that reservoir or an analogous reservoir in the same geologic formation in the immediate area. An analogous reservoir is one having at least the same values or better for porosity, permeability, permeability distribution, thickness, continuity and hydrocarbon saturations.

7. Topic 12 of Accounting Series Release No. 257 of the Staff Accounting Bulletins states:

In certain instances, proved reserves may be assigned to reservoirs on the basis of a combination of electrical and other type logs and core analyses which indicate the reservoirs are analogous to similar reservoirs in the same field which are producing or have demonstrated the ability to produce on a formation test.



If the combination of data from open-hole logs and core analyses is overwhelmingly in support of economic producibility and the indicated reservoir properties are analogous to similar reservoirs in the same field that have produced or demonstrated the ability to produce on a conclusive formation test, the reserves may be classified as proved. This would probably be a rare event especially in an exploratory situation. The essence of the SEC definition is that in most cases there must at least be a conclusive formation test in a new reservoir before any reserves can be considered to be proved.

8. Statement of Financial Accounting Standards 69, paragraph 30.a. requires the following disclosure:

Future cash inflows. These shall be computed by applying year-end prices of oil and gas relating to the enterprise's proved reserves to the year-end quantities of those reserves.

This requires the use of physical pricing determined by the market on the last day of the (fiscal) year. For instance, a west Texas oil producer should determine the posted price of crude (hub spot price for gas) on the last day of the year, apply historical adjustments (transportation, gravity, BS&W, purchaser bonuses, etc.) and use this oil or gas price on an individual property basis for proved reserve estimation and future cash flow calculation (this price is also used in the application of the full cost ceiling test). A monthly average is not the price on the last day of the year, even though that may be the price received for production on the last day of the year. Paragraph 30b) states that future production costs are to be based on year-end figures with the assumption of the continuation of existing economic conditions.

9. Probabilistic methods of reserve estimating have become more useful due to improved computing and more important because of its acceptance by professional organizations such as the SPE. The SEC staff feels that it would be premature to issue any confidence criteria at this time. The SPE has specified a 90% confidence level for the determination of proved reserves by probabilistic methods. Yet, many instances of past and current practice in deterministic methodology utilize a median or best estimate for proved reserves. Since the likelihood of a subsequent increase or positive revision to proved reserve estimates should be much greater than the likelihood of a decrease, we see an inconsistency that should be resolved. If probabilistic methods are used, the limiting criteria in the SEC definitions, such as LKH, are still in effect and shall be honored. Probabilistic aggregation of proved reserves can result in larger reserve estimates (due to the decrease in uncertainty of recovery) than simple addition would yield. We require a straight forward reconciliation of this for financial reporting purposes. 10. We have seen in press releases and web sites disclosure language by oil and gas companies which would not be allowed in a document filed with the SEC. We will request that any such disclosures be accompanied by the following cautionary language:

Cautionary Note to U.S. Investors – The United States Securities and Exchange Commission permits oil and gas companies, in their fillings with the SEC, to disclose only proved reserves that a company has demonstrated by actual production or conclusive formation tests to be economically and legally producible under existing economic and operating conditions. We use certain terms {in this press release/on this web site}, such as [identify the terms], that the SEC's guidelines strictly prohibit us from including in fillings with the SEC. U.S. Investors are urged to consider closely the disclosure in our Form XX, File No. X-XXXXX, available from us at [registrant address at which investors can request the filling]. You can also obtain this form from the SEC by calling 1-800-SEC-0330.

Examples of such disclosures would be statements regarding "probable," "possible," or "recoverable" reserves among others.

11. The SEC staff reminds professionals engaged in the practice of reserve estimating and evaluation that the Securities Act of 1933 subjects to potential civil liability every expert who, with his or her consent, has been named as having prepared or certified any part of the registration statement, or as having prepared or certified any report or valuation used in connection with the registration statement. These experts include accountants, attorneys, engineers or appraisers.







From:

Barendregt, Anton AA SIEP-EPB-GRA

To:

Sidle, Rod RE SEPCO

CC:

BCC:

Sent Date:

2001-12-20 14:55:34.000

Received Date:

2001-12-20 14:59:59.000

Subject:

RE: Comparison SEC and Shell Interpretations

Attachments:

Rod,

I do understand that this time of the year does not leave much slack. Any time that suits you will be fine.

The original reason for putting out my first draft at this stage was to show to people here that our Shell guidelines are in some respects already a little more relaxed than the SEC interpretations. Hence any pressure to move the limits even further should be resisted. I believe that message has been heeded now.

#### Anton

----Original Message----

From: Sidle, Rod RE SEPCO

Sent: woensdag 19 december 2001 1:19 To: Barendregt, Anton AA SIEP-EPB-GRA

Subject: RE: Comparison SEC and Shell Interpretations

Anton,

As I am deep in the midst of closing the books on 2001, I have not yet had time to collect my comments. When do you need them? Could this wait until after ARPR submittal or is it needed sooner? I will provide my thoughts, just trying to order my projects.

Kind regards,

Rod

Rod Sidle

Manager, Oil and Gas Reserves

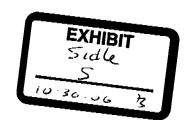
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Internet: http://www.shell.com/eandp-en

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



From: Barendregt, Anton AA SIEP-EPB-GRA Sent: Monday, December 10, 2001 5:27 AM

To: Sidle, Rod RE SEPCO; Ep Hydrocarbon Resource Coordinator SIEP-EPB-P

Subject: Comparison SEC and Shell Interpretations

Jaap, Peter, Mark, Rod,

As discussed last week, herewith my first attempt at a more complete and up-to-date overview of our current interpretation of the SEC guidelines and those by the SEC themselves. I could see this overview replacing Appendices 3 and 4 of our current (2001) version of the reserves guidelines. Any comments and suggestions warmly welcomed.

Anton

<< File: SECvsShell.doc (Compressed) >>

Anton A. Barendregt Shell Group Reserves Auditor Shell International Exploration and Production B.V. Carel van Bylandtlaan 30, Postbus 663, 2501 CR The Hague, The Netherlands

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#### Unknown

From:

Sidle, Rod RE SEPCO

Sent: To: Tuesday, March 12, 2002 4:16 AM Roosch, Jan-Willem JW SIEP-EPB-P

Cc:

Pay, John JR DANSK-GT

Subject:

RE: Protocol for reserves questions and input

Sensitivity:

Personal

Jan Willem,

My thanks for your explanation. Observing relationships and activities over the last two years left me with some confusion over what was the standard and what was the exception. You have provided the clarity needed so I can work within the intended rules. I am happy to support this is whatever way I can.

Regards, Rod

Rod Sidle

Rod Sidle

Manager, Oil and Gas Reserves/Value Assurance

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Internet; http://www.shell.com/eandp-en

----Original Message-----

From: Sent: Roosch, Jan-Willem JW SIEP-EPB-P Monday, March 11, 2002 1:32 AM

To: Cc: Sidle, Rod RE SEPCO Pay, John JR DANSK-GT

Subject:

RE: Protocol for reserves questions and input

Sensitivity:

Personal

Rod,

Shell's reserves definition guidelines are the responsibility of the HC Resource Coordinator in EPB. For the time being that is me, but John Pay has been nominated to that position and will take up his job for real some time late April or early May. After Leigh's inadvertent departure it proved impossible to fill the vacancy he left and. Anton has kindly helped out to double as HCRC for a while, in addition to his duties as Group Reserves Auditor. He even reworked the Shell guidelines single-handed. This was not ideal, as Anton represents the outside auditor's perspective and not necessarily the Group's interest (notwithstanding Anton's long history in Shell).

The way Guidelines are agreed and operated is: The HCRC in cooperation with selected Shell experts reviews/re-drafts Guidelines. Anton B. will be invited to comment and debate from a SEC perspective. We as Shell aim for compliance with the spirit of SEC rule.

Compliance audits by the Group Reserves Auditor are against Shell Guidelines and not against the letter of SEC (FASB).

I think it would go a bit far if we would ban communication between yourself and Anton, but you should bear in mind, that Anton is supposed to take an outside auditor's perspective, where it concerns the making of Guidelines.

Hope this clarifies a bit. Jan Willem

----Original Message-----

From: Sent: Sidle, Rod RE SEPCO

To:

8, marts 2002 04:46 Roosch, Jan-Willem JW SIEP-EPB-P

Subject:

Protocol for reserves questions and input

V00330512

FOIA Confidential
Treatment Requested

PAY 0149

Sensitivity: Personal

Jan Willem,

I have sent this note directly to you as I am not exactly sure to whom I should address this question. I would greatly appreciate your guidance.

In the past under Remco then Leigh, it seemed to me that Anton B. was a "part of the team" and an appropriate person to engage in discussion on Shell guidelines and learnings. I have recently noted that this may have changed. I have responded to email and issues Anton has presented to me but it seems that now I should not be doing this. As I greatly wish to assist Shell with what I hope is accepted as a learned perspective, I am happy to respond and anxious to be included — both to help find the best answer worldwide and to help SEPCo more easily fit into both the Shell model and USA specific requirements. As Remco and Leigh have both moved on, my only link with work in prior years has been Anton. Help me now with how I should interact with both him and the HC Resource Coordinator or other appropriate contact.

I ask this as more than just the SEPCo Reserves Manager. With Remco's support, I have pursued and accepted a three year position on the SPE Reserves Committee to bring Shell's perspective to this international technical organization's work on reserve definition and related issues. I have assumed I would have a contact within EPB-P who could advise me of global issues and to whom I could offer my learnings from direct dealings with SPE, SEC and others. I hope this is still possible but, here too, I am unclear if I should ask Anton for such guidance or the HC Resource Coordinator or someone else.

My thanks for whatever direction and clarity you can provide.

Kind regards, Rod

Rod Sidle Manager, Oil and Gas Reserves/Value Assurance Shell Exploration & Production Company P. O. Box 576, Houston, TX 77001-0576, United States of America

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Version: 6.0.567 / Virus Database: 358 - Release Date: 24/01/2004

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#### Pay, John JR DANSK-GT

From:

Roosch, Jan-Willem JW SIEP-EPB-P

Sent:

22 March 2002 10:40 Evans, Stuart S PDO-DPVM

Ta: Cc:

Whanon, Mark M SIEP-EPB-P; Nauta, Jaap J SIEP-EPB-P; Van Dijk, Niels N SIEP-EPT-

AR; Van Driel, Peter P SIEP-EPB-P; Pay, John JR DANSK-GT

Subject:

RE: New PR Volumes Guidelines

Importance:

High

Sensitivity:

Confidential

Stuart,

We have discussed your mail in EPB and offer following comments:

We agree with your summary of the situation we are in.

On the scorecard pressure issue:

RRR is now such an important external KPI, that Excom and CMD will always pay a lot of attention to it ("attention" occasionally translating in "pressure"), whether it is in the OU scorecards or not (for the same reason it will always be in the EP and Group scorecards). In fact, I would rather go through an auditable process to arrive at realistic OU targets and a clear roadmap to achieving them then to see the RRR targets/achievements becoming part of ad-hoc Excom attention again.

The challenge here is to keep the energy directed at project maturation, through good old analysis and design work. One fatal flaw in our guidelines was that as long as a notional project definition could be shown to yield a positive NPV against Group premises, the underlying volume could legitimately enter into (proved) reserves. The SEC notion, that proved reserves disclosures should only be in relation to projects that are 'reasonably certain' to go ahead was pushed to the background and valuable time and effort has been spent on a 'parallel industry' of virtual project definition with the sole purpose of underpinning volumes to be 'booked'. The new guidelines have addressed this flaw.

The low RRR's that we have reported over the past 3 years stand in stark contrast to the high numbers seen over 98-99-00 and has attracted due attention at senior levels (EXCOM). What has focused the mind even more is that a major source of the high replacement ratios over 98-99-00 was book keeping (booking expectation as proved for mature fields), which masked the underlying portfolio issue. In the recent ARPR exercise we have become aware of this and a number of cases where proved reserves were put on the accounts for disclosure prematurely. It is clear to all, that by being "liberal" with the implementation of guidelines one can prop up the numbers temporarily but there will be a moment where the portfolio (=reality) catches up with us and that is what we see happening now.

A key observation made by the external auditors was that we are now more aggressive than competitors in booking of sew discoveries, and they are well qualified to have such an opinion. The latest feedback from John Bell is that Excom seemed to accept this view when it was presented to them again on their away day this week, however, with an LE for 2002 of ca. 55% (excluding strategic options) there will be continued pressure to (continue to) make bookings that prove difficult to monetize a few years down the road.

Finally: it is paramount that we issue the updated rules of the game expediently and share with Excom the roadmap to 2002 bookings, showing underlying activities commensurate with the updated guidelines.

As part of our plea for improved 'controls', I believe that 'a well thought out peer review process' could play a key role and would encourage rapid development of such process/activity.

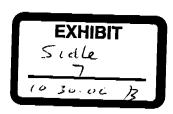
Looking forward to see you next week.

Regards,

Jan Willem D. Roosch

Shell International Exploration and Production B.V.
Carel van Bylandtlaan 30, Postbus 663, 2501 CR. The Hague, The Netherlands

Tel: +31 70377 7405 Other Tel: +31 621403855 imail: janwillem.roosch@ope.shell.com Internet: http://www.shell.com/eandp-en



TT 000310

V00090467

FOIA Confidential Treatment Requested --- Original Message ---

From: Sent: Evans, Stuart DPVM 21, marts 2002 08:45

To:

Roosch, Jan-Willem SIEP-EPS P

Cc

Wharton, Mark SIEP-EPB; Nauta, Jaan SIEP-EPB; Van Dijk, Niels SIEP-EPT-AR

Subject:

RE: New PR Volumes Guidelines

Jan Willem,

Thank you for the updated guidelines. Niels van Dijk has been in touch with me about your/Mark's analysis of the ARPR's 2001 and your identification of the underlying causes for the situation we find ourselves in today.

- a) Ambiguous guidelines. (whicch I presume your new guidelines addresses)
- b) Behaviours driven by scorecard compliance.
- c) Problems only becoming apparent years down the road from the original booking.

I certainly recognise these issues (i.e. b) and c)) from previous lives and from PDO today. I have reservations about the robustness of our (PDO and Group) current reserves portfolio. I stress "reserves"; in many instances the current development will not realise the booked developed reserves, undeveloped volumes are fairly notional without a long term development plan and scope is something to worry about in the future (i.e. by someone else).

The immediate gut reaction is to put more structure and value assurance in place. But that will not address the mindsets and behaviours (at senior levels) that were the real cause of the problem in the first place (who sets the scorecard? who drives short term thinking and focus?). The drive for short term deliverables has meant that we trivialise uncertainty management. A big missing ingredient is reflection and learning: building learning loops into our way of working such that an asset group will regularly review its portfolio of opportunities, establish relative rankings, capture learnings (what was planned, what happened etc...) and above all ensure that resources and linked to activities/projects, if everybody is being driven to deliver now there is no place for relection/learning.

There is probably the need for a well thought out hydrocarbon resource volume/value peer review process to establish a sort of OU?Group base-line (and executed in such a way to capture and embed a learning culture - not seek out scapegoats!!!). I'd see this as going hand in hand with embeding an RTL way of working/behaving - which means having the right leadership mindsets.

Your results and intepretation are key input to the Reserves Maturation syndicate at the T&OE workshop (27/3) which I am leading. I will be in Rijswijk afternoon 25/3 to finalise the design of the session but will keep in touch with you up to then.

Appreciate your thoughts.

Regards,

Stuart

---Original Message----

From: Roosch, Jan-Willem JW SIEP-EPB-P Sent: Tuesday, March 19, 2002 8:42 PM

Sent: Tuesday, March 19, 2002 8:42 PM
To: Sidle, Rod RE SEPCO; Evans, Stuart S PDO-DPVM

Cc: Wharton, Mark M SIEP-EPB-P; Nauta, Jaap J SIEP-EPB-P.

Subject: New PR Volumes Guidelines

Rod, Stuart,

Please find attached a draft guidefines document that strives to align better with SEC rule and also to be more 'user friendly' (less ambiguous) than the previous version.

<< File: 2002\_1100-Draft1.ZIP >> << File: SECvsShell.ZIP >>

Grateful any comments you may have,

Jan Willem D. Roosch

Shell International Exploration and Production B.V.

Carel van Bylandtlaan 30, Postbus 663, 2501 CR. The Hague, The Netherlands

Tel: +31 70377 7405 Other Tel: +31 621403855 Email: janwillem.roosch@ope.shell.com

TT 000311

V00090468

FOIA Confidential Treatment Requested From:

Sidle, Rod RE SEPCO

To:

Pay, John JR SIEP-EPB-P

CC:

BCC:

Sent Date:

2002-09-19 12:50:29,000

Received Date:

2002-09-19 12:51:27.000

Subject:

RE: SPEE Forum on SEC Reserve Defintions - Houston, Oct 22

Attachments:

John,

I understand. Easiest for me to reply within your comments below (in red).

Rod

Rod Sidle

Manager, Oil and Gas Reserves

Shell Exploration & Production Company

P. O. Box 576, Houston, TX 77001-0576, United States of America

Tel: +1 281 544 2063 Fax: +1 281 544 2067 Other Tel: +1 281 924 1998

Email: rod.sidle@shell.com

Internet: http://www.shell.com/eandp-en

----Original Message----

From: Pay, John JR SIEP-EPB-P

Sent: Thursday, September 19, 2002 7:16 AM

To: Sidle, Rod RE SEPCO

Subject: RE: SPEE Forum on SEC Reserve Defintions - Houston, Oct 22

Rod

Thanks for the information. I'm struggling to justify the long trip for a single day, especially since I'm hoping to take the preceding week off. If you are going, I think that should suffice, but I'll think on it over the week-end.

If I were to attend, my objectives would be to see how the land lies with the competition on their actual practice in interpreting the SEC rules. There seems to be the possibility for quite a gulf to persist between the SEC intent and the actual practice of producers. [Unfortunately our major competitors have not been very vocal at these sessions. BP & XOM did attend -- for XOM, their head reserves manager -- but said little. Best information is by inference from their questions] Also, literature tends to support the idea that large producers 'get away' with less tangible bookings compared with small to medium producers, who feel themselves to be under closer scrutiny. I would like to try and gauge whether this is really the case. [Actually this is sort of true (in fact one of the 2001 SPEE SEC examples is exactly this case, where as partners in the same field with the same data, the major and the smaller produce handle booking differently) -- it depends on how one views reserve magnitude. If viewed as % of total reserves

in the context of materiality to company worth, then reserve issues must be of large volume to matter to the major but would be far smaller to matter to the small company. Also larger EP companies tend to audit reserves inhouse, using their own interpretation of SEC rules whereas smaller companies usually use third-party reserve audit consultants who must certify the SEC reserves and, thus, are very strict in interpreting the SEC rules.]

My Friday afternoon hobby is to try and find what sources of intelligence we have on the practices of competitors. Is there anything you can contribute (even if only hearsay)? Do you know of any engineers on our payroll that recently worked for competitors, and who might be able to give some insight? [Yes. Suggest Bill Merrick (former Exxon) SEPCo New Orleans, Carolyn Green (former BP) SIEP Houston as first thoughts. I will try to find others.]

I think there is a real danger that by a strict and dogmatic interpretation of the rules in Shell, we let the competition steal a day's march on us. It is right that we should have a clear understanding of our responsibilities, but if BP is reporting p50 as "proved", I want to know about it and I think ExCom should know about it too.

John Pay
Group Hydrocarbon Resource Coordinator
Shell International Exploration and Production B.V.
Carel van Bylandtlaan 30, Postbus 663, 2501 CR The Hague, The Netherlands

Tel: +31 (70) 377 7405 Other Tel: +31 (0)6 5252 1964

Email: john.pay@shell.com

Internet: http://www.shell.com/eandp-en

#### Unknown

From: Sent: Sidle, Rod RE SEPCO

To

27 September 2002 05:26 Pay, John JR SIEP-EPB-P

To: Subject:

Reviewed document

Importance:

High

Sensitivity:

Confidential

Contacts:

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John,

This is a very interesting document. I have provided comments both within the text of the document itself and as general thoughts in a separate text. I realize my comments are not as focused as they could be on a specific solution. Since the changes noted are a significant revision and come with out a chance to discuss this more, I am just a bit unsure just what the best answer may be. Thus I would consider how more discussion with knowledgeable parties could help find the best approach.

As noted in my text, I greatly appreciate both the need for solutions and the opportunity to provide my thoughts.

Regards, Rod





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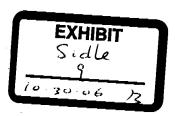
Rod Sidle
Manager, Oil and Gas Reserves
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V00331124

**PAY 0761** 

# Note For Discussion (with comments as shown using "track changes" by Rod Sidle)

#### EP PROVED RESERVES MANAGEMENT

The system that is used by EP for managing additions to the proved reserves inventory was last updated in 2000 with the introduction of monthly / quarterly tracking of performance during the year via EPMIS. This improved the predictability of the year-end result, but it did not remove the tendency of the OUs to report last-minute changes that either had not been foreseen or which, for various reasons, might have been suppressed in the EPMIS reporting.

This feature of the reporting system is unlikely to be completely overcome, since most OUs do not complete their annual review of reserves on producing assets until the final quarter of the year. Nevertheless, further improvements to the overall management system have been identified and are proposed below for consideration and approval where appropriate. These are elaborated below in the following categories:

1)	Proved Reserves Replacement Management
<u>1a)</u>	Major or Unusual Reserves Changes
<u>1b)</u>	ExCom Review
<u>1c)</u>	Latest Estimate and "Road Map"
<u>1d)</u>	Reserve Opportunities Catalogue
<u>1e</u> )	Potential Reserves Exposure Catalogue
<u>1f)</u>	Scorecards
<u>2)</u>	Reserves Administration System
<u>2a)</u>	Schedule of Authorities and Process Work Flow
<u>2b)</u>	Data Management
<u>3</u> )	Corporate Experience
<u>4)</u>	Competitive Intelligence

The primary internal EP customer for reserves information and performance monitoring is ExCom. The management system that accompanies it must ensure that an appropriate level of control exists with respect to external disclosure of proved reserves information and that, within the bounds set by the SEC rules and the delivery potential of the EP portfolio, performance is managed to the maximum benefit of shareholder value.

Following the introduction of the Technical and Operational Excellence (T&OE) drive within EP, the Hydrocarbon Maturation Forum (HMF) and in particular the Hydrocarbon Maturation Leadership Team (HMLT) will also have key roles to play both as customers for the information and as instigators of activities within the overall hydrocarbon maturation process that ultimately will yield proved reserves additions in the future. (See general comments at the end of the document for T&OE and HMF potential additional roles.)

#### 1) Proved Reserves Replacement Management

Recent years have witnessed dramatic swings in Shell's performance on proved reserves replacement, with poor performance lately being exacerbated by acceleration of additions into the period 1996 – 1998. Results in that period were higher than those of any of our main competitors. It is proposed that in future a greater, and earlier, level of management attention is given to this matter, ensuring that new bookings are made in full cognisance of the short to medium-term performance potential of the portfolio. This will be underpinned by the following:

#### 1a) Major or Unusual Reserves Changes

It has been suggested that a system be introduced by which major or unusual reserves changes would be notified to the centre, for approval, in a manner analogous to the Group Budget Proposal. A suggested implementation would be for the OUs to submit a proforma notification to EPB-P, for discussion with the OU, Reserves Auditor and Regional Business Advisers as appropriate and culminating in ExCom sanction, or otherwise, of the proposed change. Such a system would certainly help to underpin the Latest Estimate for major changes, but the following concerns are raised:

- it is not clear how the system could be enforced reliably (agree)
- many of the variances from plan that materialize at the end of the year emanate not
  from major plan elements (that can be tracked easily), but from revisions to previously
  registered estimates, usually made in the final quarter of the year. (basically agree but
  this can be more fully managed that currently see general comments on reserve
  change ties to Business Plan)
- the adoption of such a system would help to ensure that the endorsed bookings would indeed by made at year-end, but could not guarantee it (see 2 below). (agree)

Consequently it is not clear how such a system would improve on the established role of EPB-P in maintaining contact with the OUs and regularly checking on developments in each OU's latest estimate. Thanks to the efforts of previous Hydrocarbon Resource Coordinators, it is already automatic practice in many OUs to seek the views of EPB-P on reserves changes that are being contemplated, with supporting documentation being either volunteered or provided on request.

On balance, it is recommended simply to reinforce the role of the Coordinator (how about the role of the OU Reserves Focal Point? — see general comments), rather than to impose further bureaucratic requirements on the OUs. It should suffice to "formalize" the arrangement by including in the Petroleum Resource Volume Guidelines a statement such as: "First-time proted reserves disclosures (arrhived — this is the first reference to a "disclosure" as part of the process or problem. Have OU's been making public arrotancements (disclosures) of project proted reserves without EPB-P involvements. If so, this is fire — I just was not assure of this issue. Or perhaps you mean "booking" (meaning to include in official company proted reserves estimate) — if this is so, consider the term "booking" as this is the standard term) for major new projects, or any other substantial change to proved reserves estimates, must be raised and discoused with the Group Hydrocarbon Resources Coordinator as far as possible in advance of the intended disclosure date so as to allow for adequate review and support of EP management and, if necessary, the Reserves Auchtor."

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Action: EPB-P to reinforce contacts with OU Reserves Focal Points and senior development engineers on reserves maturation matters. Arrangements are to be in place to ensure that cover would be provided in the event of prolonged absence (e.g. by involving T&OE hydrocarbon resource maturation staff in the regular consultation of OUs).

#### ExCom Review

In addition to the existing reviews which take place in January each year (at which point it is generally too late to materially influence the result of the previous year) and at other times ad box, formal reviews will be introduced during the reporting year itself. These will provide ExCom with the opportunity to guide the end result for the year (within the margins that can be accommodated by the SEC rules) and to identify actions required to control either under-performance or unnecessary new bookings.

January:

EPB presents for approval the final results for the previous year (this review is already part of the established system and no changes are proposed).

July: EPB will present:

- The current Latest Estimate and "Road Map" (see 1c below)
- The outlook for the plan period (based on Capital Allocation)
- The Reserves Opportunities Catalogue (see 1d below)
- The Potential Reserves Exposure Catalogue (see 1e below)
- Recommended Actions

ExCom will review the outlook for the year with reference to the aspired performance target (or target range). ExCom will endorse or otherwise amend the Recommended Actions, implementation of which will generally need to be secured via the RBDs and new business development teams.

November:

Similar format to the July review, but with increased emphasis on targeting a specific end-year result or range of results. The review will yield:

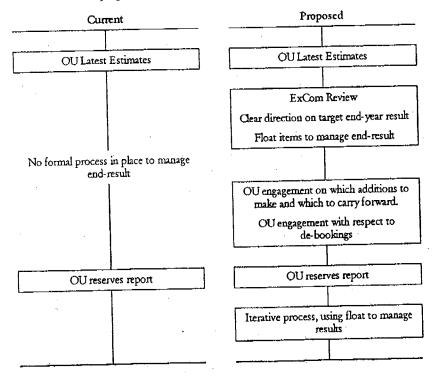
- An endorsed list of major year-end reserves additions
- An endorsed list of major reserves de-bookings to be made (with reference to the Potential Reserves Exposure Catalogue, see 1e below)
- To the extent that the portfolio will allow (i.e. generally in the more buoyant years), a clear and endorsed list of projects or potential bookings that can be used as a "float" with which to control the yearend result. EPB-P will direct OUs to include or exclude these from their final submissions as required.<sup>1</sup>

Projects falling into this category will generally be those that are between VAR3 and FID, since for these there is latitude in the interpretation of the SEC rules on whether or not they should be disclosed. There may be other cases that could also be used in the float: these will be brought to ExCom attention as they are identified. Examples might include exploiting uncertainty in the proved reserves associated with licence extension, or gas sales volumes that are covered by the various shades of certainty leading up to the final signing of a sales contract.

- Clear direction on the minimum and maximum levels of reserves replacement that are to be targeted.
- Agreed actions required of OUs and EPB and EPF in preparation for the year-end reporting of reserves data.

Approval of the external auditors for such an approach will be required, in support of which it is noted that most, if not all, major competitors appear to have similar processes in place. For example: Enterprise routinely reviewed reserves replacement in November or December each year, it is understood that BP plans to book Angola Block 18 reserves in 2002 only "if required" (final project sanction will be in 2003); Texaco used to complete the process that was its equivalent of the OU reserves report in early December each year. (Competitor Intellengence on ExxonMobil from SEPCo interactions on Aera: EM carefully manages the reserve reporting process including annual review of every "OU" changes by corporate auditors (staffed by Reserves manager with several regional auditors) that are then further reviewed and "approved" by EM managenent. To accommodate this work, EM "closes their reserve books" on December 1 (using estimated December production to produce YE data).) These practices, together with the very stable performance history of ExxonMobil, suggest that competitors exploit the interpretive margin of the SEC rules and equip themselves with data early enough in the process to enable them to control the final result.

A schematic of the proposed system, compared with the current system, is as follows:



It is suggested that clear justification would be required for "accepting" performance below 100% reserves replacement in any given year. 140% reserves replacement is generally accepted to be consistent with Shell's current 3% a.a.i. production growth target. Consequently it would be prudent to constrain reserves additions to this figure (when circumstances allow) and to assist performance in future years by carrying forward as much as possible of the surplus.

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ExCom Review and final adjustments	ExCom Review and final adjustments
•	
Final Proved Reserves Report	Final Proved Reserves Report

Action: EPB-P to prepare material for the first ExCom review in November 2002. EPB-P to develop a procedure for ensuring consistency between ExCom decisions and year-end OU reserves reports, with early engagement of OUs that might be required to assist in the management of the results (i.e. through the inclusion or otherwise of certain bookings).

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#### 1c) Latest Estimate and "Road Map"

EPB-P currently compiles the monthly Latest Estimate data provided by the OUs via EPMIS (although, in general, OUs do not significantly update their Latest Estimates in the months between quarter closing). This system, together with the dialogue between EPB-P and the OUs that goes with it, provides an adequate means of tracking progress made against plan on major reserves additions.

The reserves "Road Map" was introduced in 2002 to better quantify the uncertainties in the Latest Estimate data – specifically the potential impact of opportunities that are not yet incorporated in the LE and those elements of the LE that are under threat. As the year progresses the LE should be definable with increasing certainty and consequently the "Road Map" will become decreasingly significant. The current 2002 Latest Estimate and major "Road Map" items are summarized in Appendix C.

Starting with 2003, the Latest Estimate will be defined and tracked with reference to specific major elements in the plan, giving an increased level of transparency and resolution compared with the current system that is focussed on overall OU figures. This will be done by EPB-P in consultation with the relevant OUs, but without additional formal reporting requirements from the OUs (see also 1a).

#### 1d) Reserve Opportunities Catalogue

EPB-P will maintain an inventory of opportunities for significant new reserves additions that may be realizable in the short to medium term (current year plus two). (This is a potentially problematic proposal, depending on the work required to deliver the "realizable" additions. If this is just to have ExCom agree with additions not yet approved from completed technical and operational (like drilling) work this is fine. If this potential requires not yet done work to be completed (technical studies, operational work execution, etc.), then it is not clear how resources needed will be so quickly mobilized to accomplish this in a given year of reserve issues. If the realization is over the two year period, how is this different from just highlighting reserve addition contributions of proposed projects at CAF/Plan time?) This will help to focus attention towards corrective action that is required to underpin current and plan year performance. The catalogue will be presented periodically to ExCom for review (see 1b).

Input will be solicited at least quarterly from the RBDs, OUs, and from the T&OE, new business development and the Hydrocarbon Maturation Leadership teams.

Action: EPB-P to consolidate the initial draft of the catalogue in time for the November 2002 ExCom review proposed under (1b). A working draft is included as Appendix A.

#### 1e) Potential Reserves Exposure Catalogue

EPB-P will maintain an inventory of all proved reserves that could be under threat of debooking in the event of failure to execute projects or failure of projects to deliver as expected. This will promote transparency on these issues and will be reviewed at least annually by ExCom (see 1b). Particularly in times of surplus reserves additions potential, pre-emptive action may be taken to remove the potential exposure from the inventory.

The catalogue will be maintained in close consultation with the Reserves Auditor and the OUs as required. Each item will be reviewed at least once per year by EPB and the HMLT, recommended actions being put forward for ExCom consideration (see 1b).

(This proposal seems logical but may have legal problems either internally or with our external auditors. One could ask if you have such concerns about the likelihood of a booked project realizing reserve estimates, then it by definition does not meet the reasonable certainty standard and should be debooked immediately from proved. However, if we include a rule that the sum of all volumes in this category cannot exceed x% (the level needed to be "material"), perhaps we can argue that we are just keeping track of potential future "immaterial" changes.)

Action: EPB-P to consolidate the initial draft of the catalogue in time for the November 2002 ExCom review proposed under (1b). A working draft is included as Appendix B.

#### 1f) Scorecards

When reviewing the end-2001 OU reserves reports, the Group Reserves Auditor observed:

"The uidespread use of reserves targets in score cards affecting variable pay is seen to affect the objectivity of staff in some OUs when proposing reserves additions. Reserves coordination staff in EPB-P have been alert to this and have successfully met the challenges with which they were faced. However, a shift in score card emphasis from reserves booking to successfully meeting project milestones is recommended."

It is also observed that, under certain circumstances, OUs can in effect be penalized for accelerating reserves bookings from one year into the preceding year. The penalty arises if the scorecard ranges for both years are left unchanged: the benefit to the OU in the year that the reserves are booked can be severely curtailed (particularly if the OU was already close to the range maximum), whilst at the same time a below target score for the following year is almost guaranteed. Under such circumstances there is little incentive for the OU to volunteer to book reserves earlier than planned. The situation can be remedied if the Scorecard ranges are reset, but this introduces an unwelcome precedent and can also promote a lack of objectivity. The situation could be exacerbated by the introduction of more central control of overall EP performance on reserves replacement, as proposed in (1b) above.

It is recommended to remove Proved Reserves Additions from the OU scorecards with effect from 2003. In its place, higher weighting should be applied to milestones that are related to project delivery and in particular to those that can have reserves additions associated with them (i.e. VAR3, VAR4, FID and, if appropriate, confirmation of improved recovery performance). A mechanism should be found by which accelerated delivery of milestones will lead to a net benefit to the OU concerned in recognition of its achievement.

Reserves Replacement Ratio should remain on the EP Global Scorecard, and possibly those of the RBDs. There should be clear definition and understanding of the target with respect to "organic" additions and changes made through Acquisition and Divestment activities. Removing this measure from OU scorecards might weaken the incentive of OUs to seek

positive reserves revision, however this might as effectively be addressed in the long term by actions to promote awareness of the issue generally within the EP population.

Action: EPB to propose detailed plans for OU Scorecards as part of the ongoing review of the scorecard system. EPB-P, in consultation with the Hydrocarbon Maturation Leadership Team, to define and implement a long-term action plan for promoting awareness of issues relating to the disclosure of proved reserves.

(I have mixed feelings on this one - while I completely agree with Anton's observations about the influence of reserve scorecards on OU staff objectivity, I really like that the scorecards focus attention on reserve additions. This has long been a creative tension in SEPCo that we manage by clearly communicating the standards required for reserve additions (everyone knows the rules) together with an thorough, frequent and detailed audit of every major change to assure all know the rules will be enforced. This is hard to duplicate at the Group-wide level as scorecards are annual but audits are less frequent - allowing "room" for the aggressive, non-objective bookings to possibly sneak by.)

#### Reserves Administration System

The system for administering year-end reserves reporting is tried and tested and no significant changes are considered to be necessary other than to include the processes described in (1) above. The documentation describing the system has not been updated since 1996 and in the meantime numerous workflow and organizational changes have occurred. EPB-P will update and reissue the documentation in due course.

It is stressed that, whilst Latest Estimates may be prepared as the year progresses and investment decisions may be taken that will have an effect on the year-end results, no (MAJOR) reserves changes can be considered "booked" until the annual submission, review, audit and approval cycle is completed. (this last statement, "no reserve changes can be considered booked until the annual... cycle is completed", could cause a significant amount of SEPCo capex activity to become expex. This is because SEPCo now will allow monthly (with quarterly validation) booking of proved reserves that are then immediately further developed by investment activity. For example, a well is drilled for a probable target, once logged and evaluated, proved reserves are documented and booked then completion costs can be capexed -- but only if the proved reserves have been booked before the completion costs are incurred (or at least if booked in the same month). If now booking is only annually, we would have to delay completions to the following year to be capexed. Another example is onshore tight formation drilling (Pinedale, Antrim) where we book proved reserves offsetting each new well thus allowing this neighboring location to be drilled with capex. Active drilling programs in Pinedale would use much more expex if these neighboring developments cannot be drilled for proved reserves except a year later. One possible solution is to set a limit on what sized changes require ExCom review and approval. It seems this document is focused on project-sized changes/additions rather than individual well sized changes. With a size limit on such ExCom annual approval required changes, the smaller items (most individual wells or completion zones) could still be booked as SEPCo now does.)

#### 2a) Schedule of Authorities and Process Work Flow

The current schedule of authorities in relation to proved reserves disclosure is included as Appendix D. This summarizes the approval process commencing with the preparation of data within the OUs, compilation and review by EPB-P and the Group Reserves Auditor, through to final sign-off by EPB, EPF and the external auditors. It is considered that no changes to the schedule are required.

Appendix E details the flow of work and information in preparing proved reserves information for external disclosure, together with the revisions that would be necessary to implement the recommendations of section (1) above.

Action: EPB-P to reissue the finalized schedule of authorities and process documentation after approval by EPB and EPF, by the end of 2002.

## 2b) Data Management

At present Shell has no consolidated database containing historical information of proved reserves and other resource categories. The information is available, but generally distributed between a variety of Excel files and utilities that only a few staff know how to navigate.

The current system of collecting information from the OUs via Excel spreadsheets works well, is understood by the OUs and offers great flexibility in evolving requirements from one year to the next. Consequently no changes to that system are proposed.

However, it is proposed to improve the systems for storing and retrieving historical data. It is currently envisaged that the existing information will be collected in a series of Oracle tables, updated annually, stored centrally and accessible to a wide selection of users by their method of choice (e.g. Business Objects or Microsoft Access).

Action: EPB-P to develop a prototype database in consultation with EPB data management experts, populated with all the data that is currently stored electronically by EPB-P, ready for migration to Oracle by the end of 2003.

#### Corporate Experience

Due to the relatively small number of individuals that have been working actively on the administration of reserves in the centre, and in particular on the development of Shell's Petroleum Resource Volume Guidelines, there is a relatively short and incomplete corporate memory on this matter. (comments on Shell corporate experience in general comments)

Action: EPB-P to create and maintain reference documentation (file note) of the development of Shell's reserves reporting guidelines over time. Version 1 by 31 December 2002.

#### 4) Competitive Intelligence

Efforts will be redoubled to seek intelligence on the actual practice of competitors in disclosing proved reserves. This is likely to take the form of informal, off-the-record discussions by OU engineers and managers working on common projects with competitors. The current technical staff pool will be polled for recent experience, particularly where this has been gained by engineers working directly for competitors in recent years. The initial objective will be to understand the practices of competitors, before taking a view on whether there is a case for modifying Shell's interpretation of the SEC rules.

(This seems innocent enough and I know it is offered with the full intent of remaining within the legal limits of all regulatory requirements, but as is stands now it seems to suggest our process to improve performance is to find what others "get away with" and do it ourselves. I would certainly collect this data but my primary effort to "broaden" Shell's current interpretation would be based on appropriate methods of open dialogue with the SEC or those who can help clarify their rules (like external auditors or reserve determination consulting companies) while also working to increase industry (thus SEC) awareness of new

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technology or methods that fully support the reasonable certainty intent and actively participating in industry forums where reserve issues are discussed. This should be complemented by technical work specifically targeted to increase our proved reserves bookings (as a percent of expectation) based on tools or techniques that satisfy SEC intent/rules. An example here is the work done to define a standard allowing seismic in the booking of downdip proved reserves.

I expect that concept of "open discussion" (even done appropriately) with the SEC will cause concern but consider every other regulatory group we deal with – safety, environmental, operations – we actively engage in dialogue to assure a good working relationship and fully transparent compliance with the law. Then we can use this strong relationship to help direct gradual changes in policy or interpretations to appropriate winwins matching legal intent with business practicality.

Action: EPB to develop a network of contacts, bearing in mind the sensitivities inherent to the issue. Target to include status reports in ExCom reviews (see 1b above) and to propose actions at other times as required.

#### Appendix A

#### Appendix A: Reserves Opportunities Catalogue

Project	FID	PRA	RRR2	Note
Licence Extensions:				
Nigeria SPDC		530	35%	3
Oman PDO	•	500	35%	4
Malaysia		45G	30%	
Abu Dhabi		370	25%	
Denmark		80	5%	5
Norway		70	5%	
Venezuela		40	3%	
Syria		10	1%	
Brunei		0	0%	6
T&OE				
"Quick wins"		150	10%	7
Big Tickets and Strategic Options				
Quota increase, Nigeria		0	0%	1
Retain Sakhalin consolidated and/or more aggres	sive booking	600	40%	9
Abu Dhabi Whale	2003	550	35%	A&D
Venezuela Cretaceous	2003	410	25%	
Kuwait OSA	2003	400	25%	organic?10
Central Asia Cygnet	2003	220	15%	A&D, dead?
Russia Salym success case	2003	120	8%	organic?
Iran Azadegan farm-in	2003	110	7%	Ă&D
Russia Zapolyarnoye Neocomian	2004	760	50%	
Libya Gas (Block 6 devt.)	2004	440	30%	
Iran Bangestan	2004	300	20%	
Qatar SMDS	2004	300	20%	A&D
Venezuela LNG	2004	250	15%	
Saudi Arabia CV1	2004	70	5%	
Ranked out of the Base Plan 2002				
Nigeria SNEPCO Bonga SW	2003	<i>7</i> 0	5%	
China Changbei Upstream	2003	55	4%	
Australia Sunrise	2004	340	20%	
Norway Ormen Lange	2004	160	10%	

Approximate Proved Reserves Additions, million boe, unrisked.

Approximate contribution to Proved Reserves Replacement Ratio in the year of reserves booking, assuming annual production of 1500 million boe total for EP, OA basis.

Any new reserves bookings will need to be justified with reference to production growth targets, see also (8) below. Figure from 1.1.2002 ARPR: recent RBA advice suggests figure could be 600 MMboe.

Based on the currently reported post-licence Expectation Reserves (550 million boe). Reserves to be booked when there is certainty that a deal will occur with no risk of detailed negotiations de-railing it.

Not under Shell control: negotiation to be conducted exclusively by Concessionaires (A.P. Moller).
 Reserves already booked assuming that BSP's rights to two 15-year licence extensions will be exercised. Any reserves upside would be in relation to the negotiation of further extensions beyond the 30-year window, but this may be offset by potential equity reduction in the first two 15-year extensions.

A more detailed inventory will be developed.

A quota increase is necessary in any case to enable production to grow and thereby enable the currently booked Proved Reserves to be realized. No new within-licence reserves will be booked until clear evidence is available that the required higher production rate can be achieved and sustained.

Bookings should in principle keep pace with "reasonably certain" market development and preferably

with actual LNG sales contract fixtures.

Cash-based Service Agreement with little or no exposure to oil price. Consequently it might not be possible to book reserves.

#### Appendix B

Appendix B: Potential Reserves Exposure Catalogue

Asset (Year booked)	Reserves at risk MMboe	Comment (reason not to de-book)
Australia Gorgon (1997)	560	Booked in 1997 in anticipation of imminent FID, subsequently deferred indefinitely by the downturn in Asian economies and the consequent reduction in demand for LNG. It is inevitable that a resource of this magnitude will be developed eventually.
SNEPCO Bonga IFO (1998, 2000)	128	IFOs (In-Field Opportunities) largely consist of unpenetrated reservoirs that would not qualify for inclusion in the Proved Area for reserves under the recently clarified SEC rules. They are retained pending the completion of appraisal, largely as part of the ongoing development of other Bonga reservoirs. Appraisal to date has generally confirmed the presence of hydrocarbons in these reservoirs as expected.
SNEPCO Bonga Main (1998) SNEPCO Erha (1999) SNEPCO Abo (1997) Angola Block 18 (2000) Reserves potentially at risk estimated provisionally to be 75% of the current inventory.	up to 210 up to 125 up to 25 up to 55	Reserves rely on the successful implementation of water flood in reservoirs that have no, or at best tenuous, local supporting analogues. As such, the incremental recovery associated with water flood would not qualify for inclusion under the recently clarified SEC rules. However, given that the bookings have been made, they should be retained in the inventory pending acquisition of actual performance data.  The Bonga Main booking was queried by the SEC (along with many others) in its routine review and challenge of the 31.12.1998 Form 20-F submission. Although the challenge was not pressed strongly by the SEC, it was not specifically disputed.
Norway Ormen Lange (1999, 2000)	109	Reserves have been partially booked ahead of VARJ and FID, whilst it appears that there are issues that could prevent it proceeding. Debooking will be considered only when and if it becomes clear that development definitely will not proceed.
Netherlands, Waddenzee (?)	25	Government-enforced moratorium on Waddenzee drilling, due to environmental concerns, could ultimately prevent development from proceeding.
Brunei legacy (Various)	20	Historical reserves bookings that can no longer be supported are inventorized and actively managed, with a view to cushioning the impact of their de-booking. It is expected that the remaining balance will be reduced to zero over the next two or three years, in consultation with national regulatory authorities.
Total	840 - 1260	The total proved reserves balance at 1.1.2002 was 19100 MMboe.

In addition, reserves in some OUs would be at risk if planned production rate increases do not materialize. The OUs thus affected are SPDC Nigeria and Abu Dhabi. For illustration, if production were to remain constant year-on-year, instead of growing as planned, the reserves that would be placed at risk each year would be some 70 MMboe and 15 MMboe in each case. Furthermore, Oman PDO must sustain current production rates throughout the remaining lifetime of the licence to ensure production of the booked proved reserves.

The SEC provides no specific guidance on reserves disclosure for novel or "innovative" contract structures. Shell currently has four bookings in this category: the Venezuela service agreement, Iran buy-back contract, Oman Gisco and the booking of NGL reserves in connection with interests in Abu Dhabi GASCO.

# Appendix C

End-August 2002	Latest Estimate, Proved Reserves Additions							
Million Boe			Proved Reserves Additions			Roserves Replacement Ray		
0	11	Plan	<u>LE</u>	Delta	Plan, %	LE. %		
O <del>rganic</del> Kazakhstan		i						
	Kashagan Declaration of Commerciality + Arman	1	384	384		27,3		
USA	Mark WF/Auger/Gloon/OSO Martin 1 Shaware, Crossburges athers I	139	145	5	9.8	10,3		
Brunel		67	56	0	4.7	4.7		
Ceneda		50	50	- 1	3.5	3.6		
Nigeria (SNEPCO)	Bonga SW challenge to reach VAR3 in 2002	116	49	-67	6.2			
Angola	Block 18 FID T Risked pending check with SEC rules					3.5		
UK		33	45	12	2.3	3.2		
	Correct WorkCurlew1, Shamwater/Correctwit/454, Scotor deferred	68	36	-31	4.B	2.8		
Denmark		24	32	В 1	1.7	2.3		
Venezuela	Not a gain: Plen figure was inadvertently amitted from EP total		25	25		1.6		
Netherlands	•	30	21	-9	2.1	1.5		
Syrla		13	15	2	0.9			
Egypt				f		1,1		
		11	11		0.8	0.8		
Gabon		7	7	ŀ	0.5	0.5		
Pakistan	Bahdra-3 weii result(1). Query Plan figure.	1 10	5	-5	0.7	0.4		
Australia (SDA)	• • •	0	4	4	0.0	0.3		
Brunel (FCE)				٠				
Argentina		3	3	- 1	0.2	0.2		
		3	3	1	0.2	0.2		
Germany	Changed / deferred drilling programme	17.	2	-15	1.2	0.2		
Thaifand	Reduction pending completion of studies Q3/Q4	4	1	-3	0.3	0.0		
Australia (WPL)		ò	ò	· ·	0,0			
Russia	Deconsolidation deferred	-92	U	[		0.0		
				92	-6.5			
USA (Ass Comp)	Aera Included in USA LE	4		-4 ]	0.3			
Bangladesh	Changed / reduced activity level	4		-4	0.3			
Brazil	BS-4 delerred	41		-41	2.9			
Oman (PDO)	Production forecast exposure / uncertainty							
Namibia		76		-78	5.4			
	Kudu appraisal	125		-125	8.8			
Brazil (Pecten)		1	-3	-3		-0.2		
Norway		7	-8	+15	0.5	-0.5		
Oman (GISCO)	Virtual PSV / PSC effect	1	-23	-23		-1.7		
Iran	PSV effect	I						
Malaysia		I	-28	-28		-2.0		
	PSV/PSC effect, Tiga Papervi, bah/Ramin I, 035/51 Jesseph I	31	-39	-70	2.2	-2.8		
New Zealand	Pohokura	4	-51	-54	0.3	-3.6		
•		1						
Total Organic		796	754	-42	56	54		
Production	Includes ExCom adjustment	1419	1403	-16	~			
	Masses Excess enjoyerous	1 119	1403	-10				
AAD		<del> </del>						
MAD		1		ļ				
	Adjust total RRR so far for effect of A&D production	ļ		- 1		-2.4		
		1		- 1				
ENTERPRISE (KMOC@46%)	KMOC = 131 mln boe	ì	1141	1141		** *		
Norway	Draugen	1				77,7		
		·I	33	33		2.2		
USA	Rockles	F	27	27		1,8		
TOPCO NZ		1	9	9		0.6		
UK	Goldeneye	i	. 7	7		0.5		
DR Congo (Zaire)	• • • • • •	I	-17	-17				
New Zealand	Portfelio missaliantes e transfer in YARANTE	I .				-1.2		
	Portfolio rationalization + transfer to TOPCO NZ	1	-49	-49		-3,3		
iran	Farm out	1	-51	-51		-3.5		
		I		ł				
Total A&D		1	1100	1100		72		
Total Organic + A&D		796	1854	1058	56			
					26	126		
Production Organic + A&D		1419	1470	50				
		4						
Strategic Options		1						
Whale		154		154	10.9			
Namibia Gas (FLNG) Incremental		145		-145				
					10.2			
Libya gas	and the second s	80		-90	6.3			
Venezuels light oil		. 86		-86	6.0			
AIOC notional		81		-81	5.7			
Libya Block 47	•	21		-21	1.5			
Stephenson								
		13		-13	0.9			
Alibekmola notional		13		-13	0,9			
OU projects		-2		2	-0.1			
-		1		- }	-, -			
Total Strategic Options				1				
		601		-601	42			
				457	93	126		
Grand Total Production Grand Total		1419	1854 1470	50	20	120		

Million Boe		Proved Reserves Additions	Reserves Replacement Ratio
Total LE Proved Reserves	Additions	1854	126
Total LE Production		1478	
Downside:	•		
Enterprise	Corrib, Tempa Rosse, Skery Area debooking	-184	-12.5
SNEPCO	Bonga SW falls to pass VAR3	-49	-3,3
Upside:	and the second of the second o		
Enterprise	Shell guidelines implementation upside	50	3.4
Whale	Deal secured in 2002; 50% Shell share, unrisked	450	30,6
Other SOs		. 33	2.2
Range	Minimum		110
-	Meximum		162

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# Appendix D

### Appendix D: Proved Reserves Schedule of Authorities

Based on EP 86-0725, updated 1996 and 2002.

	Based on EP 86-0/25, update Title of document			<b>-</b> 1
	Title of document	Responsible , Preparation	Responsible , Approval	Final submissio n for use to
1	Proved Reserves Replacement Target Setting	EPB-P, ExCom	ExCom	EPB-P
2	Reserves Audit Reports	GRA		EPB, RBD and OU
3	Resource Management and Reporting Guidelines			
	a) Process, responsibilities, definitions, requirements	EPB-P, GRA	EPB	OU
	b) Technical methodologies	EPB / EPT	EPT	OU
	c) Matters relating to proved and proved developed reserves estimating procedures	GRA, EPB-P	EPB	SI-FOGB and OU
4	Annual reserves return from OU.	OU Technical, Finance	OUTM/ FM	GRA, EPB-P
5	Audit trail in support of annual reserves return from OU.	OU Senior RE	OU PE Manager	OUTM
6	Standardized Measure Report			
	- OU annual submission	OU Technical, Finance	OUTM/ FM	EPB-P, GRA
	- Group submission to SEC Form 20-F	EPB-P, GRA	EPB, EPF	SI-FCGB
7	Preliminary report on year-end proved reserves to ExCom	EPB-P	EPB	ExCom
8	Reserves Auditor Report	GRA	•	Various
9	Proved reserves "Letter of Comfort" to external Group Auditors.	GRA	epb, epf	Group Auditors
10	Report to EP ExCom on year-end proved reserves	GRA		ExCom via EPB
11	Statement of crude oil and natural gas reserves for inclusion in Annual Report submission to the US Securities and Exchange Commission (Form 20-F) and other Parent Company publicly disclosed reports.	EPB-P, GRA	EPB, EPF	SI-FCGB

#### Appendix E

#### Appendix E: Schematic of Reporting Procedure: Proved Reserves

Part 1: Prior to the end of the Reporting Year

Action party	Activity	Comments
ExCom December, previous year	Establish target Proved Reserves Additions and target range for the reporting year	
OUs, EPB-P Monthly	Maintain Latest Estimate of Proved Reserves Additions and SFR Maturation during the reporting year	Via EPMIS. Report to ExCommonthly.
EPB-P, GRA September, October	Update Petroleum Resource Volume Guidelines (reports EP yyyy-1100 and EP yyyy-1101)	Distributed to all OUs during the reporting year by EPB
EPB-P October	Distribute pre-populated Reserves Reporting Workbooks to OUs	
ExCom, EPB July, November	Review LE. Opportunities Catalogue and Potential Exposure Catalogue. Specify actions required for year end specify reporting	ExCom to review outlook for the reporting year and to direct bookings strategy (within the bounds of the SEC rules) with a view to managing the end result.
EPB-P to OUs via RBDs November	Advise OUs on Excon decisions regarding the management of Proved Reserves bookings	Advise on major bookings to be accelerated or deferred and debookings to be made.
EPB-P, OUs December	Agree detailed procedures for a managing float, projects / reserves bookings	
Continued on the following page		

New activities that are proposed are shown in shaded boxes.

A detailed timetable is prepared annually by EPB-P in consultation prepared annually by EPB-P in consultation with SI-PXX (External Affairs), SI-FCG (Group Reporting) and SIEP-EPF.

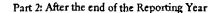
GRA: Group Reserves Auditor

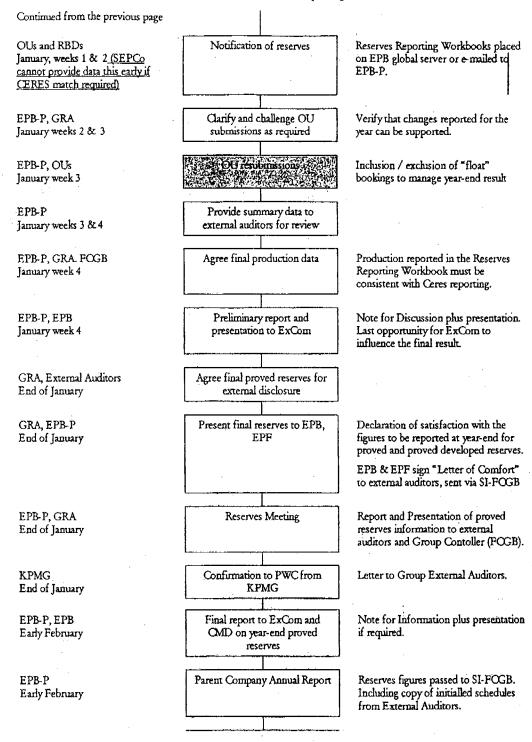
Appendix E

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**PAY 0778** 

#### Appendix E





V00331142

PAY 0779

EPB-P, EPB End of May EP Reserves and Scope For Recovery Appendix E

Reference report describing changes in Group Hydrocarbon Resources during the reporting year.

# General Comments from Rod Sidle on "EP Proved Reserves Management" topics

The above referenced document appropriately recognizes the need to "manage" the critical EP business metric, Proved Reserves. However there are more dimensions to the alternatives for this management than are discussed. The processes noted focus on EPB-P and ExComm interactions, which are quite important, but do not consider that OU interests in and experience with managing proved reserves is also worth discussing. For example, consider the following:

- T&OE, specifically the Discipline Leads for Reservoir Engineering and the Hydrocarbon Maturation Forum, have a strong interest in proper reserves management and (based on comments at the 26 Sept Global RE DL Leadership Team Workshop) agreed to work (along with the Group HC Resource Coord.) on improvements the reserve booking process.
- Certain OU's already have Proved Reserve Management practices that could be shared and potentially adapted in developing the Group practices. (Certainly SEPCo has reserve booking and management practices we would be very willing to share.)
- OU Reserve Focal Points have not recently (ever?) met to discuss reserve management issues - yet other business management groups do this annually, such as with CAF and Exploration Forum. Such sessions could include sharing Group-wide issues and local "best practices" to better define how an effective OU level management could be done. This then reduces (but not eliminate) the extent of the central management needed to achieve common goals. Clearly some elements of management are more effective done locally while others require corporate level control. One topic to address would be to clarify the role of the OU Reserves Focal Point - this now ranges from a (largely) full-time Reserves Manager to a part-time Coordinator. Responsibilities start at the minimum of proper data capture and reporting for the ARPR (at year end) up to year round tracking, reporting and "encouragement" to staff for complete, accurate and timely reporting of proved reserve additions/changes. This more active case also involves consultation to provide both case-by-case guidance on booking issues as well as annual training on proved reserve (and other HC Resource Volume) definitions and booking rules.

Other thoughts:

• Control of "low quality" proved reserves often requires active enforcement of booking rules by a frequent (at least near year end) audit of reserve bookings before they are accepted. We are the only major EP company that I know that only audits on a 4+ year basis, and then looking backward (so the errors are already reported). Should there be local/regional auditors to supplement the GRA? (This could also provide capacity to audit other than SEC volumes, further improving the quality and consistency of Shell resource volumes.) It will be interesting to hear the comments that come from Anton's presentation at the Stavanger SPE ATW.

- Any staff interpretation that ExCom may unhappily view technically valid downward reserve revisions will only worsen the problem. Ample experience has shown these leads to significant initial underbooking so staff can avoid at all cost any possible later reductions. If the even untended message that senior management will negatively react to negative reserve changes is conveyed, this will undermine the true intent of accurate reserves, accepting that both positive and negative changes will occur with the inherently uncertainty of reserve booking.
- Other options (as used by SEPCo in similar past situations) include accepting a large negative booking but recognizing the change in pieces over 2-3 years while further studies are being done.
- Currently technology development focused on needs for more proved reserve booking is limited (non-existent outside SEPCo?). Active consideration for technologies that both allow more proved and fully meet SEC standards are a good approach to help Shell differentiate themselves from others. (Example of success – SEPCo funded development of the technique that qualifies seismic to be used in defining the downdip water contact for the proved area determination.)
- While I agree additional documentation would be very valuable, we should also consider other ways to capture our knowledge. Our corporate experience with proved reserves determination is present but perhaps not all in the Centre. Likely this request for comment also went to Stuart Evans and Wim Swinkels. In SEPCo, we have Lyle Henderson, my predecessor as SEPCo Reserves Auditor. The point is simply we do have such corporate knowledge but we do not currently have a process to access this as needed (other than by email from the Resource Coordinator). If a better capture of this corporate knowledge is warranted, then perhaps an "ad hoc" reserves knowledge group should be formed to help assure this knowledge is accessed when needed. This would help me greatly as I sit on the SPE Reserves Committee and could use this group as a source and sounding board for new ideas of importance to Shell.

Thanks! – My comments above are intended to offer thoughts to consider – not as criticisms of our current practices. I am sure they are not a perfect, final answer, but I hope these thoughts (and those from others) along with continuing dialogue can lead us there.

The opportunity to share these thoughts is appreciated......Rod

V00331145

**PAY 0782** 

#### Unknown

From: Sent:

Kennett, Chris C BSP-WPE 20 October 2002 09:55

To:

Sidle, Rod RE SEPCO

Cc:

Chapman, Jim JW SIEP-EPGO-H; Lim, Min-Teong MT SIEP-EPGO-H; Hoppe, John E SPDC-DPE-RES; Sieler, Jeffery JJ SIEP-EPT-DEC; Tan, Teck-Choon SARAWAK-EPS-PRO

Subject:

RE: EP Proved Reserves Management--comments

Rod,

My comments below:

I would agree with John Pay that a more proactive level of management attention during the year in the area of reserve replacement would be worthwhile, and would to some extent help avoid the last minute end of year disappointment when people either do not deliver at all, or deliver lower than expected reserve numbers, or surprise with unexpected debookings. However the additional reporting and attention from EPB-P during the year should be largely confined to the key/major planned bookings and important decisions on new discoveries/undeveloped assets. It should not impose additional overhead on the myriad of small routine reserve bookings/studies carried out during the year.

- 1) Reserve Management Workload --already high: It should be recognised that the current system for management of the annual reserves cycle (consisting amongst others of : quarterly MIS reports, quarterly corporate scorecard updates, end of year SEC reserve submission, annual developed reserve reviews, individual reserve change notes/reports, update and issue of annual ARPR, annual business plan volume 1 and volume 2 hydrocarbon maturation submissions, capital allocation sheets including reserves reconciliation, various annual reports and presentations to the Government shareholders) is already quite onerous, and represents a very significant expansion of the reserve management workload of just a few years ago. We should be careful of putting in place a system for interim formal reviews during the year which represents a further large expansion of the current workload. This mayfurther distract the Discipline Heads and other key players-- too much time spent on managing/reporting the annual outlook and dealing with scorecards with less time to spend on indepth technical reviews which are aimed to look at the overall quality of the individual reserve bookings.
- 2) Last minute changes: No amount of formal interim reserve progress reporting will avoid all last minute surprises as the prediction of future reserve changes is always going to be an uncertain business. In my experience the reason for a number of the late surprises in the final annual reserve numbers is that many of the changes depend on the outcome of reservoir studies, the results of which are difficult to predict until the study is finished. Sometimes studies that were originally forecast and targeted to increase reserves can even have the opposite result. In addition the expectation results of near field exploration wells are built into annual increase targets and if such wells are drilled late in the year, then last minute disappointments are always a possibility.
- 3) Smoothing or "steering" of annual reserve bookings to achieve a more consistent and reliable annual result: This may make sense for the timing of bookings from new discoveries in new areas, but in the existing OUs there may be little room to manoevre. Once a study is complete or a well drilled, the results should in principle be reflected in the ARPR, regardless of whether we like the results or not--- alot of credibility may be at stake with host Governments if we are seen to be manipulating reserves simply to



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#### 4) OU scorecards:

The proposal to remove proved reserves from the OU scorecards and replace by achieving appropriate milestones would be helpful. It would remove pressure to find offsets for unexpected reserve disappointments --such offsets may impact adversely on the quality of the overall reserves portfolio and represent a future debooking

5) Proved Reserve Replacement performance Reducing the historic conservatism in Shell reporting for mature assets has been a key area where alot of gains ( in proved reserves) have been made in recent years. This is however a "once off" gain now largely realised. With the exception of a few OUs (e.g. BSP), the conservatism is no longer present ( mature assets reported on the basis of proved= expectation) and there is no longer large gains which can be easily realised by removing conservatism and more closely adopting SEC guidelines

Future proved reserve bookings will need to come from new discoveries including near field, from improved recovery processes, and from undeveloped assets. With respect to undeveloped assets Shell appears to have been very aggressive in the past both by booking before FID and also in many cases using probabilistic methodology for booking new discoveries ---- appendix C shows some rather large writedowns planned on bookings which were made prior to FID-e.g. Namibia.

If one discounts the windfall made in the last 5 years in removing conservatism from proved reserves in mature assets ( representing easy proved reserve bookings ), and also discounts the apparent historic excesses in proved reserve bookings in undeveloped assets, Shell proved reserve replacement performance has been poor for a period longer than suggested by simply the last couple of years performance.

A further alarming finding from appendix C is that we appear to be writing off substantial proved reserves in Assets which we recently acquired (Fletcher NZ). I wonder how well the people who did the due diligence on this acquisition ( or other acquisitions for that matter) were acquainted with reserve methodologies and definitions? This would appear to be an important target audience for one of our planned "reserve" courses !

) EPB-P contacts with OU reserve focal points: Regular working contacts between the Group Reserves Coordinator and the OU reserves focal points would provide alot of clarity and insight into the issues which the individual OUs are dealing with. Such contacts should be encouraged and will likely provide more clarity on key issues to EPB-P than a large amount of additional interim formal reporting. It will also allow more input from EPB-P on issues such as timing of booking and methodology

#### 7) Reserve Guidelines:

The existing guidlines need to be made clearer on issues such as for example:

a) deterministic vs probabilistic --when to apply

b) SEC guidelines for mature assets -- when does proved = expectation? c) timing of bookings--under what circumstances can we book reserves before FID? etc etc

Regards Chris

From: rod sidle

To: M-T Lim; JOHN J.E. HOPPE / , , SPDCPHC; CHRIS C. KENNETT / WPE, OPENMAIL, BRUNEI SHELL PETROLEUM SERIA; jeffery sieler : teck-choon tan

Cc: Jim Chapman

Subject: RE: EP Proved Reserves Management Date: Friday, 18 October, 2002 8:02PM

To all,

Happy to coordinate our review comments. Could I suggest comments are sent to me by EOB on Friday, 25 October so I can send on to Jim on Monday 28 October?

Regards, Rod

Rod Sidle

Manager, Oil and Gas Reserves Shell Exploration & Production Company

P. O. Box 576, Houston, TX 77001-0576, United States of America

Tel: +1 281 544 2063 Fax: +1 281 544 2067 Other Tel: +1 281 924 1998

Email: rod.sidle@shell.com

Internet: http://www.shell.com/eandp-en

----Original Message----

From: Lim, Min-Teong MT SIEP-EPGO-H Sent: Friday, October 18, 2002 4:24 AM

To: Sidle, Rod RE SEPCO; Hoppe, John E SPDC-DPE-RES; Kennett, Chris C BSP-WPE; Sieler, Jeffery JJ SIEP-EPT-DEC;

Tan, Teck-Choon SARAWAK-EPS-PRO

Cc: Lim, Min-Teong MT SIEP-EPGO-H

Subject: FW: EP Proved Reserves Management

Importance: High

MOST CONFIDENTIAL - DO NOT DISTRIBUTE!

Dear All,

The attached may not be new to most of you, in your role as OU reserves focal point. Nevertheless, in line with your wish to be the "sounding board" to the HC maturation Leadership team on reserves issues, here's your first assignment. Attached is an Excom proposal for Reserves Management prepared by John Pay. Can you all kindly review and forward any significant comments to Rod? I will leave this for Rod to coordinate and forward final comments to Jim Chapman, copied myself.

Many thanks in advance, Min Teong





# Things:to:Do:

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NOTE - 31 January 2003

From:

Anton A. Barendregt

Group Reserves Auditor, SIEP EP8-GRA

To:

Frank Coopman

Chief Finance Officer, SIEP EPF

Lorin Brass

Director, EP Business Development, SIEP EPB

Copy:

Walter van de Vijver

EP Chief Executive Officer, SIEP

Excom Members

SIEP EPA, EPB-X, EPG, EPM, EPN, EPT, EP-HR

Malcolm Harper

Vice Pres. Strategy, Planning, Portfolio and Economics, SIEP EPB-P

Han van Delden

Partner, KPMG Accountants NV

Brian Puffer

PriceWaterhouseCoopers

# REVIEW OF GROUP END-2002 PROVED OIL AND GAS RESERVES SUMMARY PREPARATION

In accordance with prescribed US FASB accounting principles, SIEP staff have prepared a summary of Group equity proved and proved developed oil and gas reserves for the year 2002. The summary (Att. 3) forms part of the supplementary information that will be presented in the 2002 Group Annual Reports and has been prepared on the basis of information provided by Group and Associated companies. The submissions by these companies (excluding those by Shell Canada) are based on the procedures laid down in the Group 'Petroleum Resource Volumes Guidelines' which in turn are based on (but not fully identical to) the FASB definitions. Shell Canada's submissions are subject to their own procedures and reviews.

he end-2002 Group share Proved Reserves is summarised in the following table. The figures include the Canadian oil sands reserves (reportable as mining reserves) and the minority reserves in some consolidated companies (together 150 mln m3oe\*).

	<u>.</u>					, •	
Oil min m3 Gas bin m3	1.1.2002 Proved Total	2002 Prod'n	1.1.2003 Proved Tot'l	Repl.Ratio (RR) Totl	1.1.2002 Proved Dev'd	1.1.2003 Proved Dev'd	Rep. Ratio Dev'd
Oil+NGL	1,601	138	1,707	. 177%	689	831	203%
Gas	1,580	97	1,513	30%	729	696	67%
Total Oil Equivalent	3,132	232	3,172	117%	1,394	1,505	148%

1 mln m3 oil equivalent (1 m3oe) = 1.03 bin sm3 of gas

I have reviewed the process of preparing the above summary of proved and proved developed oil and gas reserves in as far as these relate to companies outside Canada. This review included, where possible, a verification of the appropriateness of major. reserves changes,

The most significant comment is that serious efforts have been made during 2002 towards further alignment of Group Proved reserves with SEC and Group reserves guidelines. Examples of these are the positive reserves revisions by BSP and SDAN, the negative revisions by SNEPCO and the corrections applied to ex-Enterprise reserves in the UK and Norway.

In spite of these significant efforts, there are a number of smaller items in the Group Proved reserves portfolio that are not (or not fully) supported by the present SEC or Group reserves guidelines. These include:

· Russia (KMOC): 7.6 mln m3oe Italy (Tempa Rossa): 3.9 mln m3oe

'East Bank' fields are not economic and lack clear development funding sources. Phase 1 development is not yet mature (although FID is intended for 2003). Government moratorium on drilling is not likely to be lifted soon, if at all.

NAM (Waddenzee): 4.0 mln m3oe .an (PDO):

Proved forecast within-licence is unrealistic.

10 mln m3oe nazakhstan: 5.6 mln m3oe

Best estimates of start-up and end-of-licence dates allow less volume produced.

, added together, these potential exposures would amount to 31 mln m3oe, or 1% of the Group Proved reserves portfolio.

Most of these items relate to new items that were either not carried or not known about last year. Only NAM's Waddenzee reserves were already recognised as a potential exposure before. In addition, it was found that SPDC Proved reserves had been significantly (some 100 mln m3oe) in excess of the production that could realistically be produced within the hitherto assumed licence duration. This historical overbooking has now been removed by the recent recognition that SPDC do possess a right to have the production licences extended upon their expiry in 2008 / 2019.

In previous years it was argued that any possible overstatements could be offset by possible understatements in areas like Brunei (BSP), but these understatements have now largely disappeared. Developments regarding the conditions surrounding these exposures should be closely followed in 2003 and their position should be reviewed if no material change is observed.

The presence of reserves addition targets in OU and departmental scorecards will require continued vigilance to preserve the integrity of reserves bookings. Suggestions are made to help tighten control in this respect.

During 2002 I made Reserves Audit visits to a total of nine Group OUs. Audit opinions on these varied between 'satisfactory' and 'good'. As far as observable, audit recommendations appear to have generally been followed in this year's submissions. In addition, reserves audits were made of all ex-Enterprise Oil assets. With some exceptions of premature bookings, the reported reserves were found to be in reasonable agreement with Group guidelines.

The overall finding from the audit visits and from the end-year review in SIEP is that there is a possibility of an overstatement of Group Proved reserves in cases where booked reserves are not fully in accordance with SEC or Group guidelines. The 2002 changes in the Proved Reserves can be fully reconciled from the individual OU submissions.

A more detailed list of findings and observations is included in Attachment 1.

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Attachments 1-7

Attachment 1 Main Observations End-2002 Reserves

Attachment 2 Significant Reserves Changes

Attachment 3 Group Proved Reserves Summaries

Attachment 4 Production Reconciliation Ceres vs. Reserves Submissions

Attachment 5 Proved Reserves Maturity - by OU

Attachment 6 Main Observations 2002 Reserves Audits

Attachment 7 Reserves Audit Plan 2003

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