LOCAL CONTENT
FOR THE
INTERNATIONAL
PETROLEUM INDUSTRY

EDUARDO PEREIRA
TONJE GORMLEY
Local Content for the International Petroleum Industry
by Eduardo G. Pereira & Tonje P. Gormley

Introduction
The term “local content” refers to the value petroleum activities bring to a country beyond the direct revenues from hydrocarbons. Job creation, taxes and fees, and the infusion of talent and education all contribute to local content. With the insight of experts from around the world, this text explores the policies of more than two dozen countries, each with its own approach. It also discusses historical context and how countries could learn from the best and the worst of local content development.

Host countries that remain assertive in local content policies also have a better track record in tackling other associated problems. These include economic and social issues as well as also the development of a diverse and well-educated local work force. This text is a valuable resource for legal counsels (in-house and external), governmental authorities, business development managers, economists, NGOs, and academics.

CONTENTS

• Introduction
  o Ownership, Management, and Cooperation
  o Local Content Policy Development: A Balancing Act
  o Local Content Policies Implemented: Requirements in Law, Regulations, and Contracts
  o In This Book
  o Notes

• ALGERIA
  o Introduction
  o Macroeconomic Issues
  o Local Content Policy and Baseline
  o Industrial Knowledge
  o Evolution of the Algerian Petroleum Industry
  o Key Players
  o Legislative Hydrocarbon Regime Concerning Local Content
  o Positive and Negative Experiences, Issues, and Challenges
  o Conclusion
  o Notes

• ANGOLA
  o Introduction
  o Local Content Policy and Baseline
  o Key Players
  o Industry Knowledge
  o Legislative Hydrocarbon Regime Concerning Local Content
  o Positive and Negative Experiences and Expectations
  o Current Issues and Challenges
o Industry Knowledge
o Legislative Hydrocarbon Regime in Cyprus
o Positive and Negative Experiences and Expectations Regarding the Regulatory Framework
o Current Issues
o Conclusion
o Notes

- EGYPT
  o Introduction
  o Local Content Policy and Baseline
  o Key Players
  o Industry Knowledge
  o Legislative Hydrocarbon Regime Concerning Local Content
  o Positive and Negative Experiences and Expectations Regarding the Regulatory Framework
  o Current Issues and Challenges
  o Conclusion
  o Note

- REPUBLIC OF EQUATORIAL GUINEA
  o Introduction
  o Local Content Policy and Baseline
  o Key Players
  o Industry Knowledge
  o Legislative Hydrocarbon Regime Concerning Local Content
  o Positive and Negative Experiences and Expectations Regarding the Regulatory Framework
  o Current Issues and Challenges
  o Conclusion
  o Notes

- GHANA
  o Introduction
  o Local Content Policy and Baseline
  o Overview of Key Prevailing Local Conditions
  o Key Players
  o Industry Knowledge
  o Legislative Hydrocarbon Regime Concerning Local Content
  o Positive and Negative Experiences and Expectations Regarding the Regulatory Framework
  o Current Issues and Challenges
  o Notes

- IRAN
  o Introduction
  o Local Content Policy, Baseline, and the Resistance Economy Policy
  o Key Players
Notes

• NIGERIA
  o Introduction
  o Local Content Policy and Baseline
  o Key Players
  o Legislative Hydrocarbon Regime Concerning Local Content
  o Industry Knowledge
  o Current Issues and Challenges
  o Learning Points
  o Suggestions for Future Growth in Local Content Policy
  o Conclusion: A Journey, Not a Destination
  o Notes

• NORWAY
  o Introduction
  o Local Content Policy and Baseline
  o Key Players
  o Industry Knowledge
  o Legislative Hydrocarbon Regime Concerning Local Content
  o Conclusion
  o Notes

• QATAR
  o Introduction
  o Local Content Policy and Baseline
  o Key Players
  o Industry Knowledge
  o Legislative Hydrocarbon Regime Concerning Local Content
  o Current Issues and Challenges
  o Conclusion
  o Note

• TIMOR-LESTE
  o Introduction
  o Industry Overview
  o Key Players
  o Industry Knowledge
  o Legislative Hydrocarbon Regime Concerning Local Content
  o Conclusion
  o Notes

• CONCLUSION
  o Introduction: The Importance of Local Content Development
  o Lessons to Be Learned?
  o Notes

• INDEX
ABOUT THE AUTHORS

Eduardo G. Pereira

An expert on international expert on petroleum agreements, working in 40 jurisdictions worldwide. An accomplished author, he has written more than a dozen books on international petroleum topics, including Accounting Procedures in Joint Operating Agreements: An International and Practical Perspective over the most Challenging Issues. Additionally, Pereira is professor of energy law at Externado University in Colombia, a research fellow at the Scandinavian Institute for Maritime Law—University of Oslo, and affiliated with other leading academic institutions in selected jurisdictions around the globe.

Tonje P. Gormley

Has more than ten years of legal experience working with petroleum law and contracts. Since 2006 Gormley has worked with the Oil and Energy group at Arntzen de Besche law firm of Oslo, Norway. Additionally, she has experience as an in-house lawyer to an oil company operating at the Norwegian Continental Shelf, to an international seismic company and to the petroleum directorate of an Asian country.