



Noia News Quarter 4, December 2018 – Cautious optimism is present in the global oil & gas industry, largely due to the price of oil. In the Newfoundland and Labrador offshore, an ever-increasing building of confidence, excitement even, is present; a feeling that exceeds cautious optimism and recognizes what we are on the cusp of.

Our industry was able to progress through the lean years while attracting globally significant seismic investment and land sales interest. The number one reason for this is that our impressive prospectivity ensured the offshore remained a good value, even during those leaner times. A recent successful Call for Bids by the C-NLOPB is a further demonstration of the potential of our offshore. No doubt our industry was impacted by the downturn, however, I feel we are well positioned to quickly bounce back and continue our upward trajectory.

As you know, Noia recently released an economic study prepared by David Campbell of Jupia Consultants and former chief economist with the Government of New Brunswick. David's report provided a revealing and exciting assessment of what our industry can, and I truly feel, will be. We shared this story with our members and key stakeholders at an awareness event in October that received an exceptional response. The people of Newfoundland and Labrador are beginning to Imagine the Potential.

In September, Noia, Nalcor Energy – Oil and Gas and the provincial government shared our offshore story with approximately 30 senior federal government employees in Ottawa. This group included deputy ministers and assistant deputy ministers, as well as senior staff from a cross section of departments such as finance, environment, fisheries and oceans, and natural resources. The session was a tremendous success. That session would not have been possible without exceptional help from our colleagues at the Atlantic Canada Energy Office and ACOA. Noia also hosted a session of the Executive Leadership Development Program of the Public Service of Canada – a professional learning opportunity for federal government employees – where we highlighted our potential. While further details on our efforts are included in this edition of Noia News, I wanted to share with you some highlights of the progress we have made to get the message out about how important the offshore is, not only for Newfoundland and Labrador, but for Canada.

We believe our advocacy efforts on your behalf help to ensure we have a vibrant industry, one which drives our nation forward. Over the next couple of years there are five different drilling exploration programs planned, with the possibility of more. We have never seen this level of exploration in Newfoundland and Labrador and this will create exceptional opportunities within the industry, particularly for our supply and service members. Most importantly, exploration programs are an important step to resource discovery and future offshore projects.

We operate in a global industry and as the world comes to us for our prospectivity, we are also sharing our knowledge and expertise around the globe. In October, just over 20 Noia member companies participated in a Guyana mission to build relationships and business interests in this burgeoning area of exploration and development. For many of our members, Guyana is an important next step in their growth.

There are so many reasons for optimism that we must continue to tell our story. We must push for a thriving oil & gas industry. Thank you for your continued support of Noia and I look forward to working with you, and for you, in the coming months as we Imagine the Potential and prepare for that potential.

Sincerely,



Charlene Johnson
Chief Executive Officer