

XIAOJIE XU

Global Petroleum Investment Advisor

Contact Information

Xiaojie Xu

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Education

University of Houston (USA), College of Business Administration

Visiting Scholar, 1996 - 1997

University of Saskatchewan (Canada), College of Commerce

Visiting Scholar, 1995 - 1996

Zhejiang University, Economics, 1979 - 1983

Experiences

International Projects Facilitation:

Have closely worked with CNPC International Ltd. of China National Petroleum Corporation (CNPC) on a number of new ventures with regard to investment climate evaluation in host countries and promote associated activities for CNPC, other state owned energy companies and domestic based private firms doing business abroad since 2001, and international energy companies doing business in mainland China since 2006.

Advisory Practices:

Conducted a series of international oil and gas investment for CNPC as Lead Consultant and the first Director of the Overseas Investment, 1998-2007; remain advisor to CNPC international business units on strategic planning, domestic private firms including Kunlun Drilling Limited, and international investment management firms.

Research:

Engaging various researches in Beijing for the energy industry and government energy agency since 1983 and teaching at East China Normal University, (Shanghai, 2005-), Petroleum Management College, University of Petroleum, China (Beijing, 1993-1998); and James Baker III Institute for Public Policy's Energy Forum (Houston, 1997-).

Field Studies:

Traveling to 25 countries for field studies including specific cases, e.g., Daqing oil field studies (Northeast China, 1997, 2003, 2005), Yumen Oilfield Studies (West China, 1983-1984), and Arktobe oil field studies (Kazakhstan, 2005).

Professional Positions

- Advisor (overseas investment), CNPC and Office of National Energy Leading Group, Beijing;
- Director, BOODC International Ltd., Beijing;
- Director, GB Energy Holding Limited, Hong Kong;
- Advisory Board Member, Global Energy Capital LLP, New York;
- Advisor, World Expo 2010, Energy Forum Section, Shanghai;
- Editorial Member, Journal of World Energy Law & Business, Association of International Petroleum Negotiators, Oxford University Press.
- Editorial Member, International Petroleum Economics Journal, Beijing;
- Chief Professor and Director, Institute of Geopolitics of Energy, East China Normal University;
- Participating Fellow, the James Baker Institute's Energy Forum at Rice University, Houston.

Consulting Areas

- Chinese oil and gas strategies, reform, and policy along with strategies for National Oil Companies, other state owned energy companies, and private companies;
- Global and key regional oil and gas industrial review and geopolitical analyses;
- Oil and gas new venture development along with commercial opportunities monitoring;
- Petroleum contract model review and fiscal term analysis;
- Country investment climate including legal, regulatory, taxation, investment policy. Among key countries are Russia, Kazakhstan, Turkmenistan, Venezuela, Ecuador, Nigeria, Algeria and Libya, Iran and Iraq;
- Risk evaluation and management;
- Management and geopolitical analyses of cross border oil and gas pipelines in the Eurasian continent;
- NOCs and INOCs Analyses;
- Among specific consulting and research projects completed are:
 1. Sino-Russian Oil Pipeline Branch;
 2. Russian Gas Pipelines to China;
 3. Foreign Direct Investment in Kazakhstan;
 4. Sino-Turkmen Gas Pipeline;
 5. CNPC Acquisition of PKZ;
 7. GB Exploration Projects in East Siberia;
 8. Failed Acquisition of Slavneft;
 9. Oil Sands in Canada;
 10. Domestic projects.

Research and Consulting Reports

I. English Books and Book Reviews

1. *Petro-Dragon's Rise, what it means for China and the world*, the European Press, 2002;
2. Book Review of *Terra Incognita, A Navigation Aid to Energy Leaders*, Chris Ross and Ian Sloan, 2008, the *Journal of World Energy Law & Business*, 3rd Issue, 2009.

II. Major Consulting Reports and Working Papers

1. *New Competition Realities Facing Foreign Investors in Russian and Central Asia*, CNPC, 2008;
2. *Climate Change and Environmental Policy in China*, James Baker Institute, 2007;
3. *Chinese NOCs' Overseas Strategies: Background, Comparison and Remarks*, James Baker Institute, 2006;
4. *The Gas Dragon's Rise: Chinese Natural Gas Strategy and Import Patterns*, James Baker Institute, May 2000;
5. *Sino-Russian Gas Connection: A key element of geopolitics in N. E. Asia*, the James Baker Institute, under the grant of the New York based Center for International Political Economy, 1999-2000.
6. *The Gas Dragon Moves: Chinese Gas Strategy and Import Patterns*, the James Baker Institute for Public Policy Rice University under the grant of the Center for International Political Economy (CIPE), April 1999.
7. *The Oil and Gas Linkages between Central Asia and China: A geopolitical perspective*, the James Baker Institute for Public Policy Rice University under the grant of CIPE, April 1998. A single page excerpt has appeared in *Petroleum Intelligence Weekly* June 1, 1998, page 7. Final update appeared in *OPEC Review* March 1999.
8. *Sino-US Oil Cooperation in Central Asia*, the Atlantic Council of the United States, October 1999.
9. *Asian Oil and Gas: Megatrends, Balance and Geopolitics: A closer look at China*, CBA Energy Institute white paper, University of Houston, June 1997; reprinted by *Geopolitics of Energy* (Calgary) issue 19, Number 12, December 1997.

III. Past Publications

1. *CNPC Rise and Future*, *Petroleum Economist*, 19th World Petroleum Congress, Spain, June 2008.
2. *Petroleum Competition among China, India and the United States*, *China, India and the United States Competition for Energy Resources*, ECSSR, Abu Dhabi, UAE, March, 2007.
3. *China Energy Policy and Its Implications*, *NBR Assessment Paper*, National Bureau of Asian Research, November 2007.
4. *China: Search for Global Energy Security*, *Geopolitics of Energy*, Calgary, August 2004.
5. *China-Middle East: Energy Cross Investment*, *The Middle East Journal*, April,

- 2000, The Middle East Policy Council, Washington, UAS. Reprinted by the *Geopolitics of Energy*, Canadian Energy Research Institute, Calgary, December issue, 2000.
6. The Oil Dragon Moves: What It Means for China and the World, *Dragon Millenium*, Greenwood Publishing, Ltd. June, 2000;
 7. The oil and gas links between Central Asia and China: a geopolitical perspective, *Opec Review*, Page 33-54, March 1999;
 8. China reaches crossroads for strategic choices, *World Oil*, April 1997, an original copy appeared in *IAEE Newsletter*, winter issue, 1997 and reprinted by *PetroMin*, April issue, 1997.
 9. The Changing World Oil/Gas System and China's Involvement, *the International Journal World Energy System*, Toronto, August 1997.
 10. China's Looming Oil Crisis and Ways of Avoiding It, *OPEC Bulletin*, January 1997.
 11. The Virtual National Oil Company: A New Paradigm for China, *the 17th IAEE North American Conference Proceedings*, Boston, October 1996.
 12. (De)regulation of China's Oil and Gas sector, *IAEE Newsletter*, August 1996.
 13. China's Future Oil Industry: Pitfalls and Pathways, Asia/Pacific Oil Weekly Report, *Oil & Gas Journal*, June 10, 1996.

IV. Speeches

1. Chinese INOCs and Their Strategies, speech to the 10th NOC-IOC Retreat, Pennyhill Park Hotel, Bagshot, UK, 3-5th June 2008;
2. Comparative Studies of Chinese NOCs Overseas Investments, May 2007. Stanford University and Baker Institute's Workshop in Beijing;
3. Speech on China, India and the USA Triangle Competition at ECSSR 12th Annual Conference, Abu Dhabi, UAE, November 19-21, 2006;
4. Speech on Energy Efficiency at Aspen Institute, July 12-15th 2006, Aspen;
5. Speech on Energy Cooperation in Northeast Asia at Black Sea Energy Cooperation, April 3-5th, 2006, Romania;
6. Global Energy Outlook and Its Implication on China, a speech at Hong Kong Energy Studies Center, November;
7. China Oil Market Balance, Asian Energy in the New Century organized by Hong Kong Energy Studies Center, August 2001;
8. China and Japanese Cooperation in Northern Asian Energy Context, organized by ERINA, Niigata, Japan, June 2001;
9. Chinese East-bound Gas Transportation, China Oil and Gas Conference, IBM, Shanghai, March, 2000;
10. Coping with the Changing Petroleum World: Chinese Oil Geo-strategic Relations with Its Neighbors for Asia-Pacific Energy Security Seminar hosted by Asia-Pacific Center for Security Studies in Honolulu, January 15th, 1999;
11. China's Oil and Gas: Market, Consumption and Restructuring, for the 19th Oil & Money Conference in London on 17-18th November 1998;
12. Unlock Oil Warehouse in Central Asia: Multiple Solutions and Great Powers'

- Roles, a panelist speech for Asia Society's first annual energy meeting, Houston, 1 May 1998;
13. Regional Energy Linkages: a brief commentary, IEA Fourth Energy Experts Meeting, Doha, Qatar, May 1997;
 14. The China's Oil Supply and Demand, for 19th North American Annual IAEE Conference, Boston, October 1996;
 15. The World Petroleum System and China's Involvement, for the First International World Energy System Conference, Toronto, June 1996.

V. Translated Books 1985-2008

1. *China's Insatiable Energy Needs*, Matthew R. Simmons, translated by Xu Xiaojie, East China Normal University Press 2008.
2. *Twilight in the Desert, the coming Saudi Oil Shock and the World Economy*, Matt. Simmons, translated by Xu Xiaojie principally, East China Normal University Press, 2007.
3. *International Energy Politics and Diplomacy*, Stanislav Z. Zhiznin, translated and reviewed by Xu Xiaojie, East China Normal University, Press, 2005.
4. *Western Geopolitical Thoughts in the Twentieth Century*, Geoffrey Parker, Chapter 6-9, Military Publishing House, 1985.

VI. Chinese Books 1992-1998

1. *Geopolitics of Oil and Gas in the New Century*, China Social Documentation Press (ISBN 7-80050-994-X/D-170), April 1998.
2. *Modern Market Economies*, China Social Documentation Press (ISBN 7-80050-458-1/F.52), 1993.
3. Labor Productivity, *Modern Oil Labor Management*, Chapter 2, (ISBN 7-80025-799-1/F 657), Economic Management Publishing House, 1993. Beijing.
4. "Chinese Story in the Past Four Decades", "*Rethinking Socialism in A Comparative Way*", Basic Country Facts and Basic Guidelines for the Young People Chapter 4 and 5, (ISBN 7-5021-0590-5/Z21), Petroleum Industrial Publishing House, 1990. Beijing.

VII. Internal Chinese Consulting Reports for CNPC and NDRC's Energy Bureau and Office of National Energy Leading Group(over 80 items since 2000).

VIII. Interviews including Energy Strategy and Diplomacy by *JieFang Daily*, World Oil Market Review by *China Business News* and Petroleum Investment in South America by the *International Petroleum Economics Journal*.