

BP: Continuously Investing in China Market as Always

BP: 投资中国初心未改

Overview of BP's Development in China in the Past 46 Years BP 在华 46 年发展成就概览

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1973年，在中国石化行业并不为世界所看好的年代，BP以开展化工技术转让为契，选择在华拓展业务。在此后的46年里，BP与我国的石油化工企业展开了长期稳定的合作。如今，BP在华业务已涵盖全产业链，包括油气勘探与开发、石化产品生产与销售、航空燃油供应、成品油零售、润滑油业务、油气供应与贸易、LNG接收站输气干线、化工技术许可、高级移动出行以及风投业务，在互惠共赢的合作中，实现双方共同成长。



位于深圳的大鹏 LNG 接收站 Dapeng LNG Terminal in Shenzhen

纵横洲际贯穿上下 助中英油气领域全面合作

作为一家老牌石油公司，发展油气业务自然是重中之重。尽管近年来，BP对新能源领域的布局日趋扩张，但其油气业务依然耗费整个集团每年150亿~170亿美元的巨额投资。在这一最重要领域，BP与中国能源企业结下了密不可分的伙伴关系。

记者了解到，BP与包括中石油、中石化、中海油等大型央企在内的中国能源企业形成了良好紧密的合作。在中国境内、境外、“一带一路”沿线，双方合作的项目比比皆是。可以说，正是在BP和中方企业的通力协作之下，中英两国才能在油气领域携手并进，实现互惠共赢式发展。

尤为值得一提的是，2015年，BP与中石油签署了战略合作框架协议，除了国内相关领域的合作，BP和中石油还将在全球油品和液化天然气贸易、碳排放交易等方面探讨合作机会，并在技术和公司治理等方面分享经验。

同样是在中英双方领导人的见证之下，

BP还与中国最大的燃气电厂中国华电集团签署了一份价值高达十亿美元的销售与购买协议。根据该协议，BP将向中国华电供应每年高达100万吨的液化天然气（简称“LNG”），为期20年，总价值高达100亿美元。这份百亿合约的签署，从侧面反映出BP在中国能源供应多样化进程中扮演的重要角色。此外，2019年，中华人民共和国成立70周年之际，BP更与浙江石化携手在中国建设世界级醋酸合资项目，这也将是BP在全球最大的醋酸生产设施。除了积极参与推动中国境内的能源发展，在“一带一路”沿线也屡见BP的活跃身影。据了解，BP与中石油在伊拉克的鲁迈拉油田、澳大利亚的布劳斯LNG项目和阿

布扎比的陆上石油开采项目均开展了卓有成效的合作。

在鲁迈拉油田，BP带来了地质模型技术方面的先进经验，优化了原油开发、储量管理、原油的强化回收和供应链合同管理；中石油带来了后勤保障经验、世界水平的供应链，以及大规模的钻井和工程合同。通力合作之下，如今鲁迈拉油田已为伊拉克创造了远超

2000亿美元的收入，真正践行了中国发起“一带一路”倡议的初衷，让“一带一路”沿线国家享受到切实利益。

战略发展重气轻油 与中国能源需求不谋而合

尽管BP的业务主体仍然是石油和天然气，但并不意味BP将企业发展凌驾于应对气候环境变化之上。恰恰相反，BP正是



BP 珠海 PTA 工厂——中国能效领跑者
Zhuhai PTA plant, the Frontrunner of Energy Efficiency



BP与滴滴出行合资的国内首个充电站 EV Charging Piles at the first site of BP DiDi joint venture

油气行业低碳发展最积极的倡导者。早在1997年，该公司时任首席执行官约翰·布朗就在斯坦福大学的一次演讲中，提醒气候变化的紧迫性，BP成为第一家做出类似表态的大型石油公司。而前段日子，BP在其2019年《BP世界能源统计年鉴》中更是发出警示：“人类正在走一条‘不可持续的发展道路’”，警示能源相关企业高度重视低碳发展对自然环境和全人类的重要性。

作为应对气候变化的先行者，BP近年来将天然气的发展置于首位。BP主管区域事务的副总裁戴尚亚表示，BP将相当部分的资源押注于天然气。天然气相比石油更为清洁、排放更低，被认为是能源转型期的重要过渡品种。记者了解到，四、五年前天然气业务在BP业务总量中占40%，现在这一比例已经上升到52%，石油业务占比相应下降。

这样的战略调整与中国当下的能源需求不谋而合。除了将油气业务的重点由石油转向天然气，为应对气候变化，BP还将更多的精力投注到新能源领域。“从整体上来说，BP仍然是一家能源公司。我们必须要进行转型，要有先进的生产，同时降低成本。我们也要提供先进的天然气生产，以及其他各种形式的新能源，并将它们进行结合。”BP集团首席执行官戴德立表示。

根据介绍，目前BP和滴滴的首个充电站配有10座60KW—120KW的快速充电桩，已经落地广东省广州市投产，这将成为首个转入合资公司的充电站。此后，合资公司将迅速拓展建设和运营更多的充电网络。

全力贯注技术革命 投资中国创新型人才培养

面对巨大的市场需求，大批外资企业争先进入中国，无论是中外企业间的博弈，还是外企自身间的竞争，均日趋白热化。但是，激烈的竞争却并未阻止BP在中国市场进一步发展。究其原因，正是不断革新的前沿科技，让BP始终行走于行业前列。

作为传统产业，油气行业在数字化、智能化等方面的进程相对缓慢。国际咨询机构伍德·麦肯兹研究报告显示，与IT业、通信业和媒体娱乐业等数字化程度靠前的企业相比，全球油气行业的数字化程度约为4.7（指数取值从0到10），位居倒数第五。

但BP却始终关注最前沿的数字化、智能化技术。BP此前发布的《技术展望》曾预测，通过技术变革，能源使用效率将大幅提高，一次能源消费可节约40%。数字技术，特别是人工智能技术，应用在智能电网、自动驾驶和互联网汽车等领域中，可以帮助

降低能源需求，并将在油气勘探开发领域大有作为。

在能源领域，BP正在通过自身的科技优势，帮助中国挖掘杰出的创新创业型人才。戴德立曾多次在公开场合表示：“中国引领着世界的数字化转型。”中国市场的高速发展，孕育了诸多初创企业和数字化技术的诞生。为此，BP启动了今年的“BP中国一启迪之星数字创新营”活动，将目光锁定在了新一代汽车、人工智能、物联网、机器人、可视化与交互、采集和分析、区块链等七个核心技术领域。活动面向已通过（但不限于）天使轮融资，并已有少量客户应用案例的创业企业，旨在发掘消费、无人化及效率提升、低碳化和数字安全等四个应用领域的创新企业及其技术。

无论是中国石化行业的起步阶段，还是如今成为各国竞相争夺的广阔市场，BP的身影一直都在，伴随中国能源行业一路发展壮大。在漫长的岁月中，BP用切实的合作和实打实的投资，表达自己对中国能源行业的信心。



BP与浙江石化携手在中国建设世界级醋酸合资项目 BP and ZPCC explore the creation of a world-scale acetic acid joint venture in China



BP 重庆醋酸工厂 YARACO, BP's acetyls plant in Chongqing

BP decided to seize the opportunity presented by the transfer of chemical technology to enter the Chinese petrochemical market in 1973, when the rest of the world saw little reason to do so. In the following 46 years, BP has maintained long-term, stable cooperation with Chinese petrochemical enterprises. Today, BP has established presence across the whole value chain, including oil and gas exploration and development, petrochemicals manufacturing and marketing, aviation fuel supply, oil products retailing, lubricants blending and marketing, oil and gas supply and trading, LNG terminal and trunk line operation, chemicals technology licensing, advanced mobilities as well as venturing. It has made progress with local partners through win-win cooperation.

Boosting Sino-UK oil & gas cooperation with cross-continental, across-supply-chain business presence

As a veteran in the oil market, BP naturally gives top priority to the development of oil and gas business. Despite its growing expansion in the new energy sector in recent years, it still spends USD 15-17 billion per year on its oil and gas business, a pivotal area where it has forged inseparable partnership with Chinese energy companies.

BP's partners include national oil companies such as China National Petroleum Corporation (CNPC), China Petroleum & Chemical Corporation (Sinopec) and China National Offshore Oil Corporation (CNOOC). Their collaborative projects are scattered inside and outside China, including the countries along the Belt and Road. BP has been supporting to and boost the Sino-UK oil and gas cooperation for mutual benefits.

It is particularly worth mentioning that in 2015, BP and CNPC signed a framework agreement on strategic cooperation. Accordingly, the two will extend their cooperation in China to global oil and LNG trade, carbon



BP 嘉实多太仓工厂 BP Castrol Taicang Plant

emissions trading, and share the experience of technology and corporate governance.

On the same day, also witnessed by the state leaders of both countries, BP signed a sales and purchase agreement worth up to USD 10 billion with China Huadian Corporation Ltd., China's largest gas power plant. Under the agreement, BP will supply the latter with up to 1 million tons of LNG annually for 20 years, worth up to USD 10 billion, thus playing a key role in diversifying China's energy supply. Besides, in 2019 around the 70th Anniversary of the founding of the People's Republic of China, BP partners with ZPCC to explore the creation of the world-class acetic acid joint venture, which will be BP's largest acetyls production site in the world.

BP is an active driver of energy development not only in China, but also in other countries along the Belt and Road. It is learnt that BP has been working fruitfully with CNPC in Iraq's Rumaila Oilfield, Australia's Browse LNG project and Abu Dhabi's onshore oil exploration project, etc..

In Rumaila Oilfield, BP brings its advanced geological model technology and helps upgrade crude oil development, reserve management, enhanced recovery of crude oil and the supply-chain contract management, while CNPC chips in with its experience

in logistics support, a world-level supply chain and major drilling and engineering contracts. Thanks to the joint efforts of the two, the Rumaila Oilfield has generated more than USD 200 billion in revenue for Iraq, truly benefiting local people, as the China-proposed Belt and Road Initiative is meant to achieve.

Strategic shift of focus from oil to gas is in coincidence with the China's energy demands

While BP's business is still dominated by oil and gas, it does not mean that BP puts corporate development above its environmental responsibility. On the contrary, BP is the most active advocate of low-carbon development in the oil and gas industry. Back in 1997, John Browne, then BP's CEO, warned of the urgency of climate change while speaking at



Air BP 与中国航油签署合资经营合同 Air BP partnered with CNAF on general aviation fuel

Stanford University, making BP the first major oil company to weigh in. In the recently-published Statistical Review of World Energy 2019, BP warns that human beings are on an "unsustainable development path", and calls on energy enterprises to be more low-carbon conscious, which is vital for the natural environment and for mankind.

As a pioneer in tackling climate change, BP has placed natural gas at the top of its agenda in recent years. Mr. Dev Sanyal, BP's Executive Vice President, Regions, once said that the company was increasing investment on natural gas which was cleaner and emitting less than oil and was considered an important product for energy shift. It is learnt that the natural gas business accounts for 52% of BP's total business, compared to 40% four or five years ago, while the proportion of oil business has been falling.

Such a strategic adjustment coincides with China's ongoing change in energy needs. In addition to shifting focus from oil to natural gas, BP is working harder on alternative energy in response to climate change. "Overall, BP is still an energy company. We must change towards advanced production at a lower cost. We should also provide advanced natural gas products and other kinds of new energy, and combine them," said BP CEO Bob Dudley.

It's learnt that BP and Didi have put their first charging station, equipped with 10 60-120KW charging piles, into operation in Guangzhou of Guangdong Province, which will become the first owned by the joint venture between the two. More charging infrastructure will be built and operated by the joint venture to form a charging network in no time.

Pursuing technological changes and investing in the cultivation of innovators in China

Foreign companies have flooded in as China market expands, and as a result, the competition is getting increasingly fierce among Chinese and foreign enterprises, and between foreign enterprises themselves. But despite that,



BP 位于济南的首家全新品种加油站 The first BP-branded retail site in Jinan

BP has never stopped expanding and has maintained its leading position thanks to its relentless pursuit of innovation and cutting-edge technology.

The traditional oil and gas industry has been slow on the whole to embrace the digital and intelligent technologies. On a scale from 0 to 10 to measure the degree of digitalization, the global oil and gas sector scores about 4.7, ranked the fifth from the bottom, lagging far behind top players such as the IT, communications and media & entertainment sectors, according to a study by Wood Mackenzie, an international consulting agency.

But BP is an exception:

it has always been a keen follower of the most advanced digital and intelligent technologies. The *BP Technology Outlook* predicts that technological changes will greatly improve energy use efficiency and save about 40% primary energy consumption. Digital technology, particularly artificial intelligence, can help reduce energy needed for smart grids, autonomous driving and connected cars, and has broad prospects in oil and gas exploration and development.

In the energy sector, BP is using its expertise to help China spot

outstanding innovators and entrepreneurs. "China is leading the digital transformation of the world," said Bob Dudley on several public occasions. The rapid development of China market has nurtured many startups and digital technologies. In this context, the 2019 BP CHINA-TUSSTAR Digital Innovation Camp was launched, focusing on seven core high-tech areas: new-generation automobiles, artificial intelligence, Internet of Things, robots, visualization & interaction, collection & analysis, and blockchain. The camp is open to startups that have made it through (but not limited to) the angel round and whose

products and technologies have been applied on a limited scale. The purpose is to identify outstanding startups and technologies in four fields: consumption, unmanned manufacturing and efficiency enhancement, low-carbon production, and digital security.

The Chinese petrochemical industry has grown into a vast market that companies from around the world are eagerly competing for. Behind every step of the energy industry's growth is BP's solid support and investment over the years, and its firm confidence in China's energy future as always.



BP 嘉实多中国技术中心 BP-Castrol China Technology Centre



精诚合作，共创未来 SINCERE COOPERATION GEARED FOR BRIGHT FUTURE

— 访 BP 中国总裁德开瑞博士
— An Interview With Dr. Gary Dirks, President of BP China



BP 东亚、南亚、中国地区总裁 德开瑞博士 (Dr. Gary Dirks)

本世纪初，威廉·达西在波斯历经七年的勘探，终于在 1908 年获得了重大的油气发现。这就是 BP 早日的辉煌。今天 BP 已成长为世界第三大石油及化工跨国集团。年营业额超过 500 亿美元，BP 的业务已遍及一百多个国家，包括勘探、石油及化工。

自中国实行改革开放政策以来，BP 勘探在中国海域及陆上投资二亿多美元。BP 石油目前在中国有四个合资企业：福州 LPG 项目、宁波 LPG 基地站、深圳机场加油业务以及广东油品营销。BP 化工从 1973 年开始，已与中国签订了 15 项化工技术转让协议。以此为基点，BP 化工开始在中国大规模投资。1996 年初，BP 化工与中石化四川维尼纶厂投资两亿美元的醋酸厂在重庆附近破土动工。该项目将于 1998 年底前投产。1996 年 10 月，BP 化工与上海石化股份有限公司在北京人民大会堂签署了合资意向书，将共同投资近 25 亿美元，承建年产 65 万吨的乙烯裂解装置和若干下游产品生产装置。目前，该项目的建议书已报国家计委审批。

BP 中国总裁德开瑞博士告诉我们：BP 拥有着世界一流的技术。本着互惠互利的原则，BP 积极地在中國寻求商机及合作伙伴，拓展业务。BP 的员工勤勉、诚恳、敬业。这是 BP 卓越服务的保障。德开瑞博士表示：BP 坚定地致力于长期在华业务，BP 决心与中国人民精诚合作，共创美好的未来。

In 1908, William D'Arcy discovered oil in Persia after seven years of exploration. This marked the beginning of BP's glory.

Today, BP has grown into the third largest oil and chemical transnational group in the world, with an annual turnover exceeding US\$50 billion. It has businesses involving oil and chemicals in more than 100 countries in the world.

Since China introduced the reform and opening policy in the late 1970s, BP Exploration has invested some US\$200 million for oil exploration both onshore and offshore. So far, BP Oil has set up four joint ventures in the country. These are the Fuzhou LPG Project, the Ningbo LPG Base, the Shenzhen Airport Fueling Station and the Guangdong Oil Sales.

BP Chemicals has signed 15 agreements with China to license technologies since 1973. This was followed by the flow of BP's

investments into China's chemical industry.

In early 1996, BP and the China Petrochemical Corp.'s Sichuan Vinylon Factory invested US\$200 million to build the acetic acid factory near Chongqing, which is scheduled to be commissioned by the end of 1998.

In October 1996, BP and the Shanghai Petrochemical Co. Ltd. signed an LOI in Beijing. Both sides agreed to invest US\$2.5 billion to install facilities with an annual production capacity of 650,000 tons of ethylene and derivatives in Shanghai. The project proposal has been submitted to the State Planning Commission for examination and approval.

According to Dr. Gary Dirks, BP has first-class technology. In the principle of mutual benefits, it is actively exploring business opportunities in China. BP's employees are devoted and working very hard.

"BP is determined to seek long-term business ties with China, and will join the Chinese people to create a beautiful tomorrow," said the president.



1996 年 10 月，江泽民主席会见 BP 集团总裁约翰·布朗先生 (John Browne)



为低碳，卓越前行

一年前，我们制订了雄心勃勃的减排目标。

自此我们躬行实践，且卓有成效：

1. 对运营方式做出多种改进——自 2015 年以来将温室气体可持续减排量提升至 250 万吨
2. 实现将甲烷逸出比例控制在 0.2% 的目标
3. 尽管产量增加，但总排放量不升反降

成果显著，仍大有可为。

因此，我们设立了一个 1 亿美元的内部基金以鼓励创新，并扩大“为低碳，卓越前行”认证计划——这其中包括 52 项有助于实现低碳未来的产品和项目。

为大力支持此计划，我们将约 36 000 名员工的薪酬与可持续减排目标相关联。

更多详细信息，请访问 bp.com/sustainability

keep advancing

