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Energy Diplomacy: Qatar as a Case Study[▽]

دبلوماسية الطاقة: قطر حالة دراسية

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المخلص

تشكل دبلوماسية الطاقة أحد أهم الأدوات التي تستخدمها الدول المنتجة للنفط والغاز ومنها دولة قطر لتعزيز وصولها إلى الأسواق العالمية، علاوة على تطوير الإنتاج والاستخدام المستدام للطاقة وفق نهج يتماشى مع أهداف السياسة الخارجية.

ومنذ اكتشاف حقل غاز الشمال بقطر عام 1970 والذي يُعد أكبر حقول الغاز بالعالم تبنت الحكومة القطرية نهج الشراكة مع كبريات الشركات العالمية لاستثمار هذا الحقل بما يؤمن مصدراً لإمدادات الطاقة على الصعيد العالمي، وأصبحت قطر بعد أكثر من ربع قرن من الدول الرائدة في إنتاج الغاز المسال بالعالم، وباتت تستحوذ على قرابة ربع الصادرات العالمية.

ويأتي هذا البحث الذي استخدم فيه المنهج الوصفي التحليلي والتاريخي ليتناول وبمنهجية عملية جهود دولة قطر في مجال دبلوماسية الطاقة والتي كان لها الأثر الكبير في تأمين إمدادات الغاز لأكثر من (25) دولة. وتم تقسم البحث إلى أربعة مباحث تناول الأول منه تعريف دبلوماسية الطاقة، بينما ركز الثاني على إلقاء الضوء على قطاع الغاز بقطر من حيث الاحتياطي من الغاز الطبيعي أو إمكانات الإنتاج، والصادرات من الغاز المسال، بينما استعرض المبحث الثالث خصائص دبلوماسية الغاز القطرية التي تركز على التنوع في قاعدة التصدير، والتوريد المستدام للمستوردين، والمرونة والشفافية والمصادقية في تجهيز الغاز المسال. أما المبحث الرابع، فقد ركز على الاستنتاجات والتوصيات التي تم التوصل إليها.

Abstract

Energy diplomacy is one of the most important tools used by oil and gas-producing countries, including Qatar, to enhance their access to global markets, in addition to developing the sustainable production and use of energy in line with the objectives of foreign policy.

Since the discovery of the North Field gas field in Qatar in 1970, which is one of the world's largest gas fields, the Qatari government has adopted a partnership approach with major international companies to invest in its gas fields to secure global energy demand. After more than a quarter century, Qatar has become one of the leading countries in the world in the production of liquefied natural gas, accounting for about a quarter of global exports.

This research, which uses a descriptive, analytical, and historical approach, systematically examines the efforts of the State of Qatar in the field of energy diplomacy, which has had a major impact on securing gas supplies for more than 25 countries. The research is divided into four sections. The first defines energy diplomacy, while the second sheds light on Qatar's gas sector in terms of natural gas reserves or production capacity, and exports of liquefied natural gas. The third section reviews the characteristics of Qatari gas diplomacy, which focuses on diversification of the export base, sustainable supply to importers, flexibility, transparency, and credibility in the supply of liquefied natural gas. The fourth section focuses on the conclusions and recommendations reached.

Key Words: Energy Diplomacy, Qatar, Liquefied Natural Gas, Natural Gas Reserves

Introduction:

Energy sources in general, and oil and gas in particular, are of increasing importance to the major industrialized countries, not only because they represent the economic lifeline, but also because of their importance in determining the power and status of countries at the international and regional levels, especially in light of the presence of an unfair distribution between the structure of the international system and the structure of energy sources.

The dominant countries in the international system - with the exception of Russia - suffer from a shortage of strategic energy sources (oil and gas), which has made them dependent on abroad to meet their domestic needs for these sources.

From here arose the importance of energy diplomacy, with the aim of regulating the relationship and reducing the risks associated with the conflict between oil and gas importing countries on the one hand, and oil and gas producing or exporting countries on the other hand.

The research aims to shed light on the concept and importance of energy diplomacy as one of the pillars of economic diplomacy, especially in oil and gas-producing countries, including the State of Qatar. The research also explains the most important features of Qatari gas diplomacy that contributed to enhancing the presence of the State of Qatar in the global economy.

In this research, we relied on the descriptive analytical methodology based on energy statistics data issued by national and international institutions. The research was divided into five sections, the first of which dealt with introducing energy diplomacy, while the second focused on the emergence and development of the energy sector in Qatar. In the third section, Qatar's indicators in the field of gas production, reserves and exports of liquefied gas were presented. The fourth section explains the most important characteristics of Qatari energy diplomacy, and the research concludes with findings and recommendations.

First: Energy Diplomacy**1- What is Energy Diplomacy:**

Energy diplomacy is a form of diplomacy, and a subfield of international relations. It is closely related to foreign policy, and to overall national security, specifically energy security. Energy diplomacy began in the first half of the twentieth century and emerged as a term during the second oil crisis as a means of describing OPEC's actions. It has since mainly focused on the securitization of energy supplies, primarily fossil fuels, but also nuclear energy and increasingly sustainable energy, on a country or bloc basis⁽¹⁾.

Energy diplomacy could also be defined as the use of foreign policy strategically and effectively to secure a country's energy supply abroad and to promote cooperation (mostly bilateral, i.e. government to government) in the energy sector. Importing (consuming) countries use diplomatic means to secure their energy supplies, while energy exporting (producing) countries use it to enhance their access to markets or support reserves. Then governments cooperate to achieve energy security, and this is called energy diplomacy⁽²⁾.

It uses diplomacy not only regarding access to energy supplies, but also to develop sustainable energy production and use, so in order to achieve these goals, it focuses on cooperation rather than the threat of force⁽³⁾.

Energy diplomacy refers to diplomatic activities designed to enhance access to energy resources and markets⁽⁴⁾ It is a system of influencing the policies, resolutions and conduct of foreign governments and other international factors by means of diplomatic dialogue, negotiation, lobbying, advocacy and other peaceful methods. The general relationship between foreign policy and energy diplomacy is conceptually one of principal and agent. Foreign policy sets the goals and overall political strategy while energy diplomacy is a mechanism for achieving the goals. Energy diplomacy is an instrument of foreign policy. The purpose of energy diplomacy is to safeguard economic and energy security. Energy diplomacy channels economic and trade relations of a state with other states and organizations safeguarding Energy security through availability, reliability and affordability⁽⁵⁾.

Diplomatic efforts aimed at providing energy security grew in importance and complexity. It matured and spun off from general foreign policy and public diplomacy into a separate diplomatic niche field,⁽⁶⁾ energy diplomacy, mostly after the 1970s oil crises. This diplomatic activity has several other popular names like "geopetroleum politics", or "petro-politics" (or pipeline diplomacy but it mostly covers the same field.

2-Timelines of Energy Diplomacy:

Energy began to be used as a diplomatic tool in the 19th century by American and British oil companies. At this stage, companies managed more diplomatic practices through partnership agreements, more favorable state arrangements, and the formation of cartels (a monopolistic association of producers).

The formation and development of energy diplomacy in the field of oil and gas has passed through three chronological stages⁽⁷⁾:

The first stage: Formation of the oil and gas industry: This stage began from the nineteenth century until World War I, when oil gradually became the main energy component.

The second stage: This stage witnessed the victors of World War I competing to build their dominance over the oil fields in the lands belonging to the Ottoman Empire (the Arabian Peninsula and the Arabian Gulf) through their companies.

The third stage: the maturity of energy diplomacy: This stage witnessed major developments represented by the establishment of the Organization of Petroleum Exporting Countries (OPEC), the oil crisis, nationalization, and the formation of the International Energy Agency (IEA).

The Fourth Stage: The heyday of post-Cold War energy diplomacy: the end of the war came Cold alongside Soviet leader Mikhail Gorbachev. It was the 1990 Paris Charter and the Forces Treaty Conventional Armed Forces in Europe (CFE) was the final turning point in the Cold War.

Second: History of Hydrocarbons in the State of Qatar

The North Field gas reservoir was discovered in 1971. The reservoir is the largest non-associated natural gas field in the world, with reserves estimated in 2009 of over 900 trillion cubic feet (TCF) of gas, accounting for 14.3% of the world has proven conventional gas reserve⁽⁸⁾.

Qatar's achievements in oil and gas were not coincidental, but the result of visionary and ambitious strategies, bold decisions, and good execution. The basic ingredients that led to the success are summarized here. Table. (1) Provides a timeline of major developments dating

from the discovery of the North Field in 1971 through to 2015, when Qatar's Barzan project will have been completed

Table (1) Timeline of developments in Qatar's Gas sector.

Year	Events
1970	71 North Field discovery
1973-1978	Start developing downstream activities (fertilizers) related to gas
1985	A project to build a gas liquefaction station that allows for the export of liquefied natural gas
1991	North Field gas production for domestic use
1992	Starting to build the Ras Laffan Gas Center, which is the first production sharing agreement with Japan
1997	Sending the first shipment of liquefied natural gas to Japan
1998	Initial memorandums of understanding for the Dolphin Gas Pipeline
2000-2004	Planning for GTL (Oryx and Pearl)
2003-2010	The period of construction and operation of LNG trains with a capacity of (47) million annually (Ras Laffan trains 3-5 and trains 7.8 tons annually (Qatar Gas trains 7-4 and Ras Gas trains 7-6))
2005	pipeline gas, scheduled delay period at the gas field
2007	Oryx begins production of gas-to-liquids products
2008	Q-Flex Delivery of the first Q-Flex shipment
2009	Q-Max Delivery of the first Q-Flex shipment
2010	The production capacity reached 77 million tons annually of liquefied natural gas
2011-2012	Production begins at the Pearl LNG terminal
2014-2015	The start of work in the Barzan gas field
2016	The merger of Qatar gas and Ras Gas saved 2 billion Qatari riyals annually
2022	The start of gas production in the Barzan field, which is a joint project between Qatar Energy and ExxonMobil, worth \$10 billion, with a production capacity of 1.4 billion standard cubic feet per day of gas for the local market.
2022	Qatar Energy signed a sale and purchase agreement with China Petroleum and Chemical Corporation (Sinopec) to supply four million tons annually of liquefied natural gas to China for 27 years. It is the first contract in the history of the world's liquefied gas industry.
2022	Qatar Energy and ExxonMobil have concluded an agreement to receive and market their respective shares of liquefied natural gas that will be produced by the Golden Pass gas export project located in the Sabine Pass region in the state of Texas in the United States. With a total production capacity exceeding 18 million tons annually, it is expected that liquefied natural gas production will begin by the end of 2024.

Source: Nowzad Abdul Rahman Al-Hiti, Economic Diplomacy: Theory and Policies, State of Qatar as a Model, Diplomatic Institute, Doha, 2023, p. 368

Third: Natural Gas Reserves and Production in Qatar**1- Qatari Natural Gas Reserves**

The State of Qatar's natural gas reserves are estimated at (24.7) trillion cubic meters, which represents (13.1%) of the global reserve estimated at (188.1) trillion cubic meters at the end of 2020. Qatar ranked third in the world after Russia, which has (19.9%), and Iran with (17.1%). Then Turkmenistan comes in fourth place with (7.2%), followed by the United States in fifth place with (6.7%) of global natural gas reserves ⁽⁹⁾. (BP, 2022, 34)

Table (2) Top Ten Countries in Natural Gas Reserves, 2022 (trillion cubic meters)

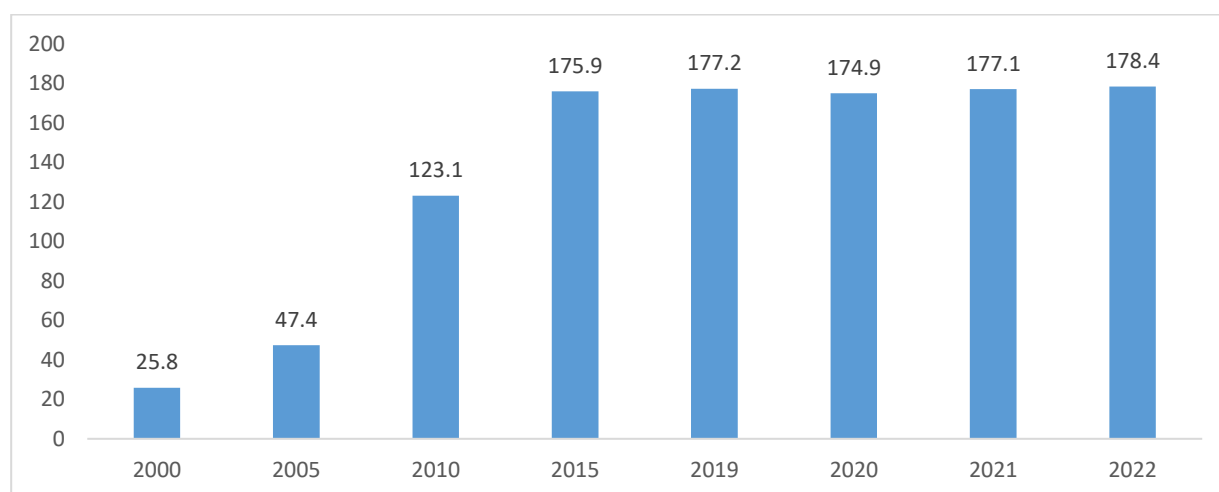
	State	Reserve	Ratio of Global Reserves
1	Russian Federation	37.4	19.9%
2	Iran	32.1	17.1%
3	Qatar	24.7	13.1%
4	Turkmenistan	13.6	7.2%
5	United State	12.6	6.7%
6	China	8.4	8.4%
7	Venezuela	6.3	3.6%
8	Saudi Arabia	6.0	3.2%
9	United Arab Emirate	5.9	3.1%
10	Niagara	5.5	2.9%

Source: **BP**, Statistical Review of World Energy 2022 | 71th edition, 2022, P.34

2- Natural gas production in the State of Qatar

Natural gas production in the State of Qatar has witnessed remarkable development over the past two decades of the twenty-first century, as it rose from (25.8) billion cubic meters in the year 2000, to (178.4) billion cubic meters in the year 2022, multiplying by at least 6 times, and it is a number that is likely to rise in the coming years as a result of the North Field production capacity expansion. To expand the production witnessed by the Qatari North Field, Qatar is scheduled to raise its production of liquefied natural gas by 60%, or more, to 126 million tons annually by 2027. The foundation for the field expansion project was laid on October 11, 2023. Shell, “Eni”, and ExxonMobil, signed contracts to participate in the expansion of the Qatari fields ⁽¹⁰⁾

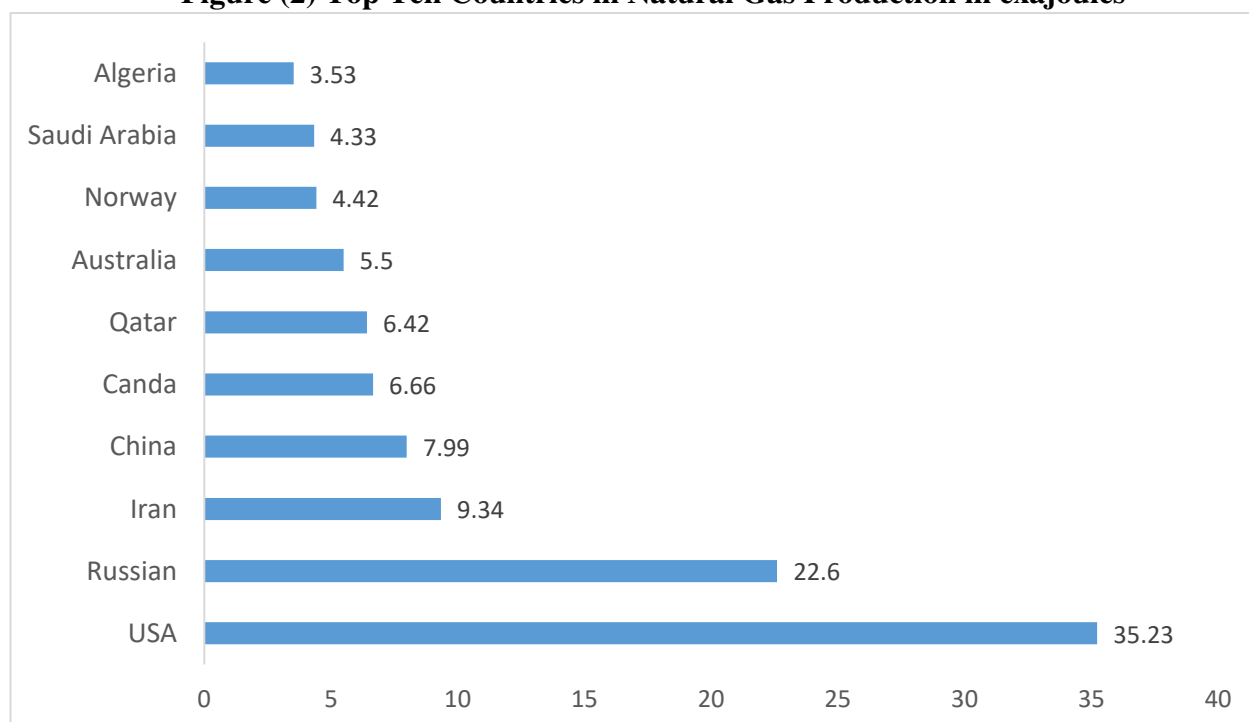
Figure (1) Natural gas production in Qatar from 2000 to 2022
(in billion cubic meters)



Source: <https://www.statista.com/statistics/265336/natural-gas-production-in-qatar>

The State of Qatar ranks sixth in natural gas production globally, as it produced in 2022 about (6.42) exajoules, constituting (4.4%) of the global production of (145.58) exajoules, and the United States came in first place with (35.23) exajoules (24.2%), followed by Russia with (22.6) (15.3%)⁽¹¹⁾

Figure (2) Top Ten Countries in Natural Gas Production in exajoules*



Source: British petroleum (BP), Statistical Review of World Energy 2023 | 72st edition, 2023, P.29

* Excludes gas flared or recycled. Includes natural gas produced for Gas-to-Liquids transformation.

3- Qatari Exports of Liquefied Gas

Qatar Energy Company is the world's leading company in exporting liquefied gas globally through storage capacity. It has exported about (56.2) million metric tons, which represents more than (15%) of the total global exports of liquefied gas, followed by Chenery Company. The American company, then the Dutch Shell Company, then the Malaysian Petronas Company⁽¹²⁾.

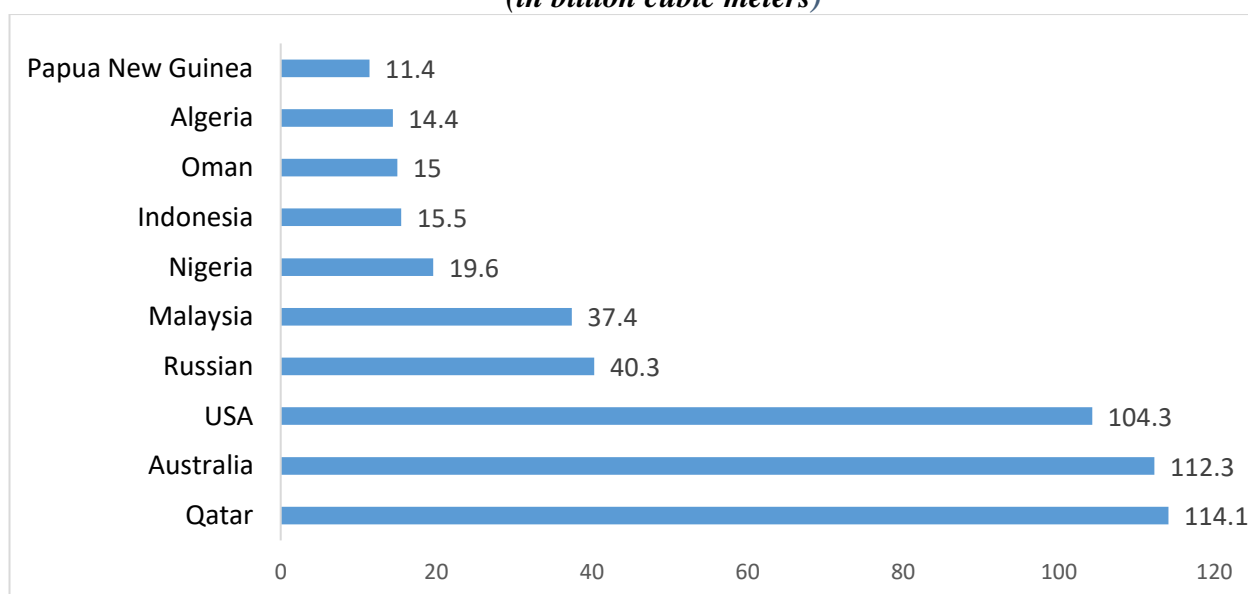
Table (3) Leading companies in exporting liquefied natural gas around the world with a storage capacity of “one million metric tons” per year as of July 2022

	Company	storage capacity “one million metric tons”
1	Qatar Energy- Qatar	56.2
2	Cheniere Energy- USA	44.5
3	Shell- Netherland	40.7
4	Petronas- Malaysia	29.6
5	Sonatrach- Algeria	26.1
6	Exxon Mobil-USA	21.0
7	Total Energy- France	18.3
8	Chevron	17.8
9	British Petroleum- UK	13.1
10	Nigerian National Petroleum Corporation	10.9

Source: <https://www.statista.com/statistics/859126/largest-lng-exporting-companies-by-capacity/>

Total LNG exports amounted to 542 Billion cubic meters. Qatar ranked first in the world in exporting liquefied natural gas, exporting about (114.1) billion cubic meters for the year 2022, constituting (21.5%) of the total global exports of liquefied natural gas in 2022, ahead of Australia and the United States of America, whose contribution to global LNG exports amounted to (%20.7) and (%19.2), respectively⁽¹³⁾.

Figure (3) Leading Exporting Countries of Liquefied Natural Gas Worldwide in 2022 (in billion cubic meters)



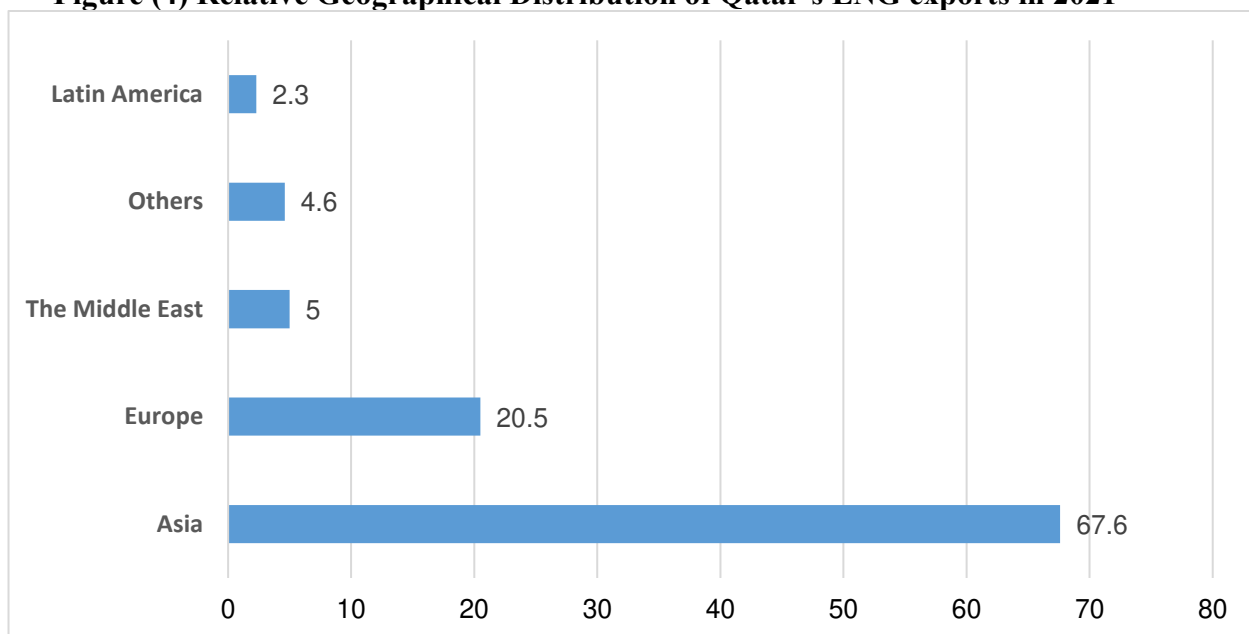
Source: <https://www.statista.com/statistics/274528/major-exporting-countries-of-lng>

Fourth: Characteristics of Qatari gas diplomacy

Qatari LNG diplomacy is an effective model of successful economic diplomacy, due to the adoption of a set of pioneering policies in the field of production, export, and marketing, partnerships in the field of joint investments at the regional and international levels. The most important characteristics of Qatari LNG diplomacy can be summarized:

1-Diversification in the export base:

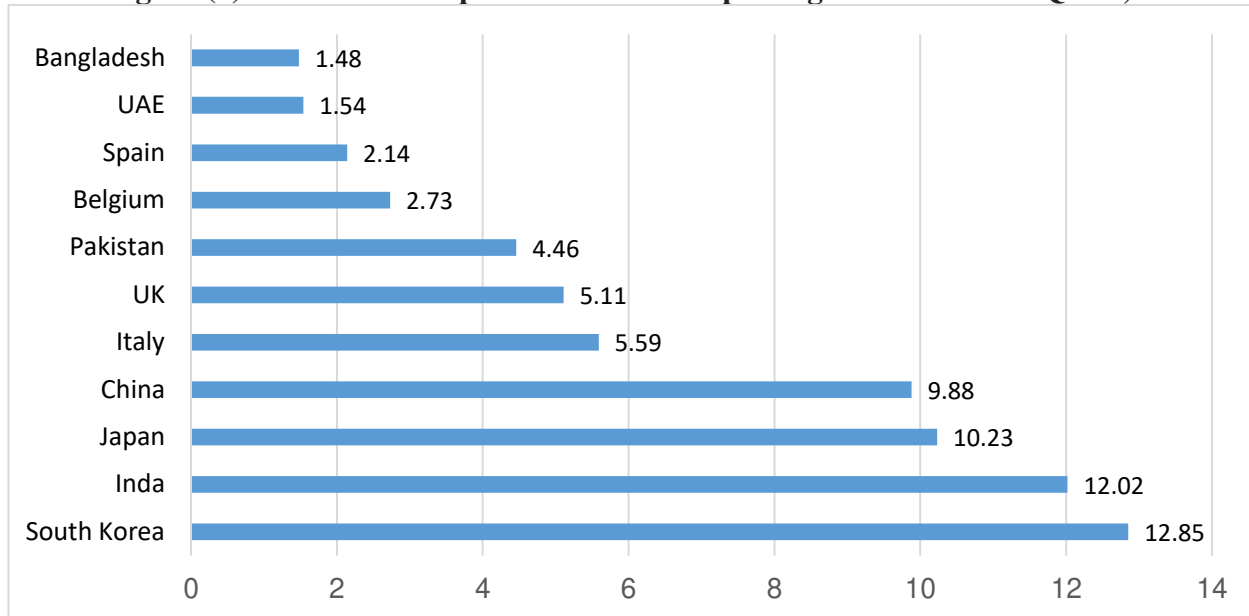
The State of Qatar adopts a diversification strategy to supply Qatari liquefied natural gas to buyers from various countries around the world, exporting gas to more than 25 countries in Asia, Europe, Africa and Latin America. Asian countries account for the largest portion of Qatar's LNG exports for the year 2021, accounting for (67.6%), followed by European countries (20.5%), then the Middle East and North Africa countries (5.5%), then Latin American countries (%2.3) ⁽¹⁴⁾.

Figure (4) Relative Geographical Distribution of Qatar's LNG exports in 2021

Source: Planning and Statistics Authority, Foreign Merchandise Trade Statistics, Annual Bulletin 2022

As for the biggest importers of Qatari LNG, the Republic of Korea ranked first, importing about (10.8) million metric tons annually, accounting for approximately (13%) of Qatari LNG, then the Republic of India ranked second importing (10.1) million tons, which is (12%). Japan imported (8.6) million tons and China (9.9) million tons, which accounted for (8.6%) and (8.3%) of Qatari LNG respectively.

Figure (5) The relative importance of Gas-importing countries from Qatar, 2021



Source: Planning and Statistics Authority, Foreign Merchandise Trade Statistics, Annual Bulletin 2022

2- Sustainable supply of gas to customers:

Since the start of the commercial production of liquefied gas, the State of Qatar has adopted an effective strategy based on implementing the Qatari liquefied natural gas marketing policy under long-term supply contracts that ensure the sustainability of supply to partners in various circumstances. It supplied gas to Asian countries such as China, Korea, Japan, India, Singapore, Thailand, and Pakistan, and to some European countries such as Italy, Belgium, Greece, Poland, the United Kingdom, and France under long contracts ranging from 15 to more than twenty years. The following is a statement of the agreements signed by the State of Qatar, represented by Qatar Energy, with many countries and companies during:(2023-2021)

A. China:

- A long-term agreement to supply liquefied natural gas was signed by Ras Laffan Liquefied Natural Gas Company with China's Guangdong Energy Group Limited to supply one million tons of liquefied natural gas to China annually for ten years starting in 2024⁽¹⁴⁾.
- Qatar Energy signed in March 2021 a long-term sale and purchase agreement with China Petroleum and Chemical Corporation (Sinopec) to supply two million tons of liquefied natural gas to the People's Republic of China, starting January 2022⁽¹⁵⁾.
- A long-term sale and purchase agreement with CNOOC Gas and Power Trading Limited, a subsidiary of China National Offshore Oil Corporation, under which 3.5 million tons of liquefied natural gas will be supplied annually to the company for 15 years starting January 2022⁽¹⁶⁾.
- In 2022, Qatar Energy signed a 27-year, four million tons per year liquefied natural gas sale and purchase deal for the North Field East project with China's Sinopec ⁽¹⁷⁾.

B. Republic of Korea:

Qatar Petroleum has signed a 20-year agreement to supply LNG to state-run Korea Gas Corporation (KOGAS).

The sale and purchase agreement (SPA) will see the supply of two million tons per annum (MTPA) of LNG to KOGAS. Effective from January 2025, Qatar Petroleum will supply LNG to KOGAS' LNG receiving terminals located in the Republic of Korea. Qatar Petroleum finalizes 20-year LNG supply deal with South Korea ⁽¹⁸⁾.

C. Taiwan:

Qatar Petroleum has signed a 15-year agreement to supply LNG to the CPC Corporation, Taiwan (CPC). Under the Sale and purchase agreement (SPA), Qatar Petroleum will supply 1.25 million tons per annum (Mtpa) of LNG to Taiwan's state-owned petroleum, natural gas, and gasoline company. Effective from January 2022, the firm will commence LNG deliveries to CPC's receiving LNG terminals ⁽¹⁹⁾.

Qatar Petroleum said in a statement: "This SPA further demonstrates the State of Qatar's continued commitment to meeting the growing energy requirements of its customers around the world in the form of reliable long-term LNG supplies."

D. Pakistan:

Qatar Energy signed a long-term agreement with the Pakistani state-owned oil company on February 26, 2021 to supply Pakistan with about 3 million tons of liquefied natural gas annually. Under this 10-year agreement, deliveries of liquefied natural gas to Pakistan's world-class receiving stations will start in 2022 and continue until the end of 2031. With the signing of this agreement, the total quantities of liquefied natural gas from Qatar to Pakistan will increase to 6.75 million tons annually ⁽²⁰⁾.

E. Bangladesh

Qatar Energy's LNG trading arm, Qatar Energy Trading, has entered into a long-term LNG Sale and Purchase Agreement (SPA) with Bangladesh Oil, Gas and Mineral Corporation (Petro Bangla) to supply up to 1.8mn tons per year (MTPY) of LNG to Bangladesh for 15 years, starting in 2026⁽²¹⁾.

F. Germany:

German firms have signed a 15-year deal to buy 2m tons of liquid gas from Qatar, sending out mixed signals over the priority Germany places on human rights in the Gulf and its commitment to a carbon neutral energy supply.

The deal was announced by state-owned Qatar Energy and deliveries will start from 2026. The gas will be sold by Qatar to the US company ConocoPhillips, which will then deliver it to the LNG terminal in Brunsbüttel in northern Germany, Qatar's energy minister said in the capital, Doha. ⁽¹⁾

It goes without saying that the agreements signed by Qatar Energy during 2021 and 2022, including five deals for the North Field East project, which represents the first and largest phase of the North Field expansion plan consisting of two phases and includes six liquefied natural gas trains, will increase Qatar's liquefaction capacity from 77 million tons to 126 million tons annually by 2027 ⁽²²⁾.

France:

France's Total Energies SE has agreed to buy liquefied natural gas from Qatar for 27 years, cementing the European nation's commitment to fossil fuels beyond 2050. Qatar Energy will

deliver as much as 3.5 million tons of LNG to France annually under two long-term agreements, the Qatari energy giant said in a statement ⁽²³⁾.

3- Flexibility, Transparency, and Credibility in Exporting LNG

Qatar's liquefied natural gas supply contracts are characterized by flexibility, transparency, cooperation with customers, and consideration of their needs under different circumstances. This has been a source of appreciation for Qatar from its partners. When Japan, South Korea, and India requested, during the COVID-19 pandemic, to delay sending some liquefied gas orders due to the halt in economic activity caused by the lockdown, Qatar agreed.

The State of Qatar has also provided profound lessons in continuing to supply liquefied natural gas to its customers under various circumstances. The best example of this was during the Gulf crisis that began in 2017, when Qatar continued to supply liquefied gas through the Dolphin pipeline to the United Arab Emirates, despite the fact that the nature of the contract allowed it to invoke force majeure. By doing so, the State of Qatar sent a message to all countries to which it supplies liquefied gas that it is a reliable partner in global energy markets.

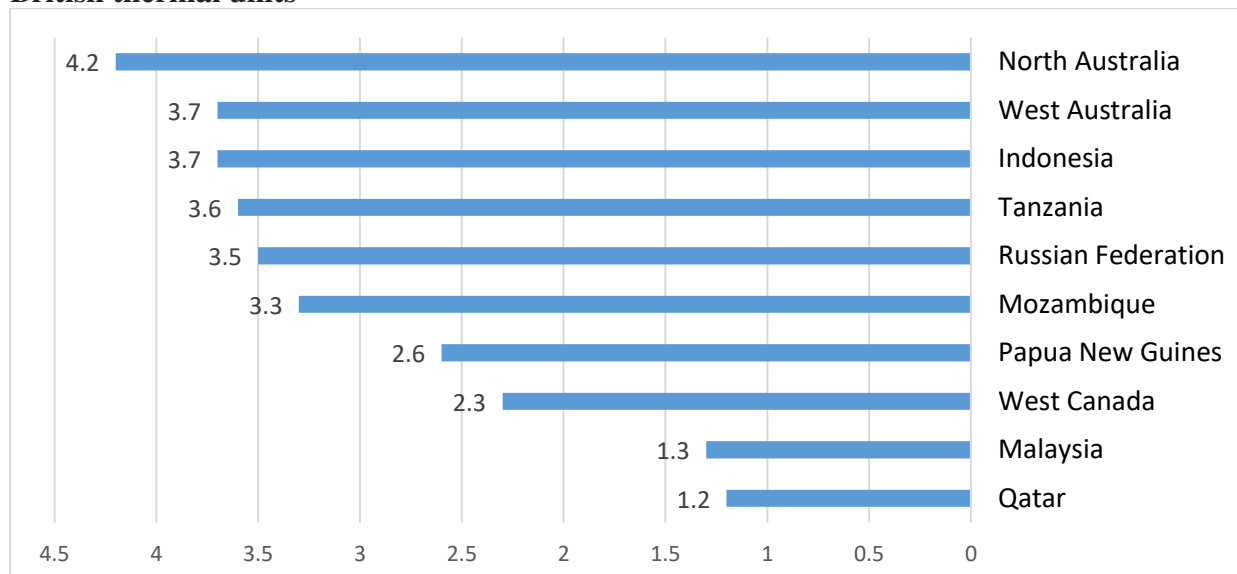
4-Dynamism of Qatar's Sales Strategy

Qatar's liquefied natural gas sales strategy is characterized by dynamism and positive interaction with transformations and variables in gas markets. The most important aspects of Qatar's liquefied natural gas sales strategy can be summarized as follows:

A - Lower Prices Than Other Producing Countries:

In light of these changes looming on the horizon in global energy markets, especially liquefied natural gas markets, the State of Qatar has begun to change its sales strategy by offering lower prices than its competitors in order to retain current customers and gain new ones. 25 countries import gas from Qatar. The State of Qatar has the advantage that its liquefied gas has the lowest long-term cost, at \$1.2 per million British thermal units.

Figure (6) Long-term cost of liquefied gas in different regions in US dollars per million British thermal units



Naozid Al-Hiti, Lectures on Energy Diplomacy and International Cooperation, Doha Institute for Graduate Studies, 2022

B - Competitive short-term deals and reduced long-term contract prices:

The State of Qatar has begun to offer short-term deals for 3 years to Asian countries at competitive liquefied gas prices. Qatar has also resorted to reducing the prices of long-term contracts (20-25 years) for Asian partners and selling them at lower prices than its competitors, especially Australia, which ranked first globally in liquefied gas exports in 2020 and 2021.

C. Competitive Procurement Strategy

To deal with increasing competition in liquefied natural gas markets, the State of Qatar has adopted a strategy known as "buying the competition." The joint Golden Pass liquefied natural gas project with ExxonMobil in the US state of Texas is the backbone of this strategy. Qatar plans to export gas to the United Kingdom, where it will be degasified at the South Hook terminal (in which Qatar International Energy owns a stake) and sold to the UK and European customers.

It is believed that the value of the investment reaches about \$10 billion, with an export capacity estimated at 15.6 million tons per year. Qatar Petroleum owns a 70% stake in the project, and if it starts operating, it will increase Qatar's liquefied natural gas supply portfolio by about 11 million tons per year ⁽²⁴⁾.

Fifth - Conclusions and recommendations**A- Conclusions**

Through the research, the following conclusions were reached:

- 1-Energy diplomacy is linked to the external aspect of energy policy, and hence it falls within the framework of international politics. At the same time, the government at the external level is responsible for dealing with other countries or non-governmental actors that encompass economic, political, and security agreements related to energy.
- 2- Qatari energy diplomacy is an effective model of economic diplomacy, due to the adoption of a set of prudent policies in the fields of production, export, marketing and partnerships in the field of joint investments at the regional and international levels.
- 3- Qatar's gas diplomacy is characterized by The state implemented it during the past two decades with a number of features that enabled it to become a global leader in the liquefied gas industry. These features are: Diversification in export base, Sustainable supply to customers Flexibility, transparency and credibility in the supply of liquefied gas
- 4- Qatar LNG's sales strategy is characterized by dynamism and positive interaction with transformations and changes in the gas markets. The most important features of this strategy are offering lower prices than the rest of the producing countries, offering competitive short deals and reducing prices for long-term deals, in addition to adopting a strategy of buying competition.

B- Recommendations:

- 1-Expansion and diversification in concluding long-term agreements to sell liquefied gas to European countries after abandoning Russian gas, especially in light of the expansion of liquefied gas production capacities in the North Field as a result of the increased volume of investments and partnerships with countries and partnerships.
- 2- Continuing to conclude many deals and partnerships with giant foreign companies to invest in gas fields in Arab countries, Africa, and Latin America, as well as initiating the production of liquefied gas from gas associated with oil in some countries, such as Iraq.

3- Strengthening dialogue and cooperation between the State of Qatar and the member states of the Gas Exporting Countries Forum on the one hand, and with exporters and importers on the other hand, to ensure the security of natural gas supplies and the stability of global gas markets.

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