

Talen ved Petronas lunsj mandag 13. januar 1986

It is indeed an honour to be invited to this pleasant luncheon by our generous host, Petronas, a flagship of Malaysian industry. Although it is only 11 years old, the national oil and gas company of Malaysia has already attained the status of "very important" in your country's economy. It is also a very respected company internationally, by buyers and producers alike, I may add.

From a modest beginning Petronas has, I have been told, developed into a major source of income for the Malaysian Government and the people of Malaysia, at present bringing in close to 30 per cent of the Government's revenues. As Prime Minister of Norway, I know how important contributions of that magnitude are, not only to the development of the offshore industry itself, but indeed also to the other sectors of the economy that benefit from these profits.

At an early stage in its development your company sought contact with Norway, particularly with Statoil, our own national oil company, which is slightly older than yours, in order to exchange views and learn from our own

experiences as a newcomer. Then followed a period where a number of Norwegians with varied experience from offshore activity in the North Sea were engaged by Petronas Carigali in training and special jobs on and off shore. At about the same time Norwegian firms won their first contracts with your company and with international oil companies engaged in Malaysia.

Apart from being an extraordinarily good source of information for the Norwegian Government, our own operations in the North Sea have given new impetus to Norwegian research and technology, which has developed in most cases from what we initially learned from others. Today, we are able to say that we have our own solutions to the technical problems facing the offshore industry all over the world - products and services that can compete in terms of quality and reliability.

Many of the representatives of Norwegian industry present here today are particularly interested in doing business with you and the international oil companies working off the coast of Malaysia. You know some of these already. I hope you will find the time to receive them and listen to their ideas. And if you are interested, perhaps Norwegian companies can start exploring and operating in your waters, if conditions permit - or start industries here based on oil or gas. The Norwegian Government would certainly encourage that.

Allow me to propose a toast to the continued growth of Petronas, to a prosperous future, and to the development of mutually beneficial relations between the oil industries of Malaysia and of Norway.