



EIC|CONNECT

# Middle East 2015

Exhibition & Conference

2 June, St Regis Saadiyat Island, Abu Dhabi, UAE

Event Programme



# Welcome



On behalf of the Energy Industries Council (EIC) I am delighted to welcome you to EIC Connect Middle East 2015, our flagship event for UK companies wanting to connect directly with operators and contractors active throughout the Middle East and North Africa (MENA) region.

Since its debut in 2007, the event has been going from strength to strength, and this growing success combined with the EIC's reputation for successfully connecting suppliers with buyers has enabled us to attract leaders from the region's leading oil, gas and power companies.

At this year's EIC Connect Middle East we are delighted to welcome H.E. Ali Al-Jarwan, CEO of Adma-Opco, and Philip Parham, the British Ambassador to Abu Dhabi, who will set the scene for the day in the opening session, "A five-year outlook for the oil, gas and power supply chain in the region".

Conference sessions will then focus in more detail on key energy projects, trends in the market place across the Middle East, the ongoing search for new and improved technologies, and the latest information on their procurement strategies. All of which is invaluable information when considering your five-year strategy for working in the Middle East.

As with all EIC Connect events, the networking opportunities are continuous throughout the day. The Abu Dhabi National Oil Company (ADNOC) and all of its operating companies are represented, and will be providing advice and information alongside specialists who can take you through the registration and prequalification process.

We also have a first-class group of exhibitors showcasing their products and services in the main event arena. A comprehensive listing is contained within this programme, complimented by the large display signs you will see around the event.

Finally, I would like to take this opportunity to thank all of the speakers for giving up their time so generously, our sponsors Orion Group, Corrotherm, AMEC Foster Wheeler, Rigzone and Salford University and the EIC Connect Advisory Board who have once again been a great support and whose vast collective knowledge has been instrumental in shaping the event programme.

Wishing you all a successful and rewarding day.

**Claire Miller**  
Chief Executive  
Energy Industries Council

# Forward



I am pleased to introduce and welcome you to EIC Connect Middle East 2015. As the British Ambassador to the UAE, I see this forum as a vital platform for British energy companies to engage directly with their counterparts based in Abu Dhabi and across the region.

EIC has continually shown its commitment to help the UK energy supply chain enter Gulf markets; and to work persistently to facilitate their access, longevity and success in the region.

With over forty years of expertise and experience of oil and gas exploration and extraction in the North Sea, the UK continues to have a great deal to offer the UAE, but also much to learn and develop alongside them.

EIC also plays a crucial role in helping with renewables and wind farm technology, both in the UK and elsewhere.

As partners in the energy industry, both the UAE and the UK are adjusting to the impact of lower oil prices. It is through events such as EIC Connect Middle East that we are able to share experiences, new technologies and best practice to adapt effectively and efficiently together.

Knowing the hard work which has been put into organising this event on both sides, I am grateful to members of the ADNOC group and all other participating companies who have worked with EIC to make possible what I hope will be a very interesting and successful conference.

**Philip Parham**  
Her Majesty's Ambassador  
to the United Arab Emirates



## With thanks to our Event Sponsors:

### Evening Reception:



### One 2 One Zone:



### Conference:



### Registration:



### Delegate Networking Area:



# General Information

## Cloakroom

Located next to the registration desk in the main entrance

## Catering Schedule

Lunch will be served in the Delegate Networking Area between 12:00 and 14:00. Refreshments are available all day.

## Internet Connectivity

The event is Wi-Fi enabled and can be used free of charge by delegates for general surfing. The log-in details are displayed around the exhibition hall and in the delegate networking area.

## Speaker Presentations

Copies of most speaker presentations will be sent in an email (to download each copy) as opposed to a memory stick to ensure as many are made available to delegates as possible.

You will be asked to complete an event questionnaire online to receive this information.

The email will go out to delegates week commencing 7th June 2015.

### Services:

Manned Security Services | Events Security Management  
Electronic Security Solutions | Cash Solutions | Facilities Services  
Recruitment and Outsource Services | Risk Management and Consultancy

### Statistics:



Dubai Telephone: +971 4 321 1514  
Abu Dhabi Telephone: +971 2 491 8244  
[www.g4s.ae](http://www.g4s.ae)

# Contents

|  |       |
|--|-------|
| <b>Floorplan and A-Z Exhibitor List</b> .....  | 6-7   |
| <b>Agenda</b> .....  | 8-9   |
| <b>EIC Connect Advisory Board 2015</b> .....   | 10    |
| <b>Meet the EIC's Dubai Team</b> .....   | 13    |
| <b>Speaker information</b> .....   | 14-32 |
| <b>Conference Programme</b> .....  | 14    |
| <b>Opening Plenary Session</b> – A 5 year outlook for the oil, gas and power industries in the region..... | 17    |
| <b>Conference Session 1:</b> Oil Price Impact on Oil & Gas Opportunities .....                             | 18-19 |
| <b>Information Session 1:</b> Project Updates in the region .....  | 20    |
| <b>Information Session 2:</b> The Legal & Commercial Practicalities of Doing Business in the UAE.....      | 23    |
| <b>Panel Discussion 1:</b> HVO's and Local Content – What you need to know.....                            | 24-25 |
| <b>Conference Session 2:</b> Opportunities within Oil & Gas Sectors Where Clean Energy is Embraced.....    | 26-27 |
| <b>Panel Discussion 2:</b> Contradictions in Contracting.....  | 29-30 |
| <b>Contractor Briefings</b> .....  | 32    |
| <b>Exhibitor Entries</b> .....   | 34-44 |





# Floorplan and A-Z Exhibitor List



| Company Name                             | Stand |
|--|-------|
| Addleshaw Goddard                        | A33   |
| Alpha Process Controls International Ltd | A10   |
| Amec Foster Wheeler                      | A14   |
| Andrews Kurth (UK) LLP                   | A19   |
| CCG Cable Terminations Ltd               | A36   |
| Clyde & Co                               | A4    |
| Commscope                                | A38   |
| Corrotherm International                 | A34   |
| Derrick Services MENA FZE                | A1    |
| Doosan Babcock                           | A12   |
| EagleBurgmann Middle East                | A23   |
| Endress+Hauser (UAE) LLC                 | A17   |
| G4S                                      | A35   |
| Harris CapRock                           | A16   |
| Hill International                       | A2    |
| Hughes Safety Showers Ltd                | A8    |
| HVPD                                     | A45   |
| Interserve – Adyard Abu Dhabi            | A3    |
| LEEA                                     | A39   |
| Mott MacDonald Ltd                       | A11   |
| Multivalve Technology (Middle East) FZCO | A32   |
| Okazaki                                  | A43   |
| Online Electronics part of IK Group      | A7    |
| Orion Group                              | A5    |
| Panduit Ltd                              | A21   |
| PJ Valves                                | A6    |
| Power Testing UAE LLC                    | A42   |
| ProSep                                   | A31   |
| R. Stahl Middle East FZE                 | A18   |
| Raeburn Group Limited                    | A24   |
| Rockwool Technical Insulation            | A40   |
| Rotork                                   | A15   |
| Safehouse Habitats Middle East           | A9    |
| Score Group Plc                          | A44   |
| Senscient Limited                        | A37   |
| Strategic Power Systems, Inc             | A25   |
| Suez Environnement – Oil & Gas Systems   | A30   |
| Technip                                  | A41   |
| Tyco Fire & Security UAE LLC             | A46   |
| Vulcanic UK Ltd                          | A20   |
| Weir Solutions FZE                       | A22   |
| Wood Group PSN                           | A13   |

With thanks to our  
Media Partners:



Agenda

| TIME   | CONFERENCE ROOM   | THEATRE 1   | THEATRE 2  | ONE 2 ONE APPOINTMENTS   |
|--|---|---|--|--|
| 08:30  | Exhibition Opens  |   |  | 10 min. appointments with Advisors from:<br><br>- McDermott<br>- Petrofac<br>- Fluor<br>- Technip<br>- AMEC Foster Wheeler plc<br>- Kentz/SNC Lavalin<br>- Business Gateways Int |
| 09:00  | Registration. Refreshments and Networking   |   |  |  |
| 09:30  | <b>09:30 Opening Plenary Session</b><br><b>Chair: Eddie O'Sullivan, MEED</b><br>Keynote speakers:<br>- Phil Parham, British Ambassador<br>- Ali Al-Jarwan, CEO, ADMA OPCO |   |  |  |
| 10:00  |   | <b>10:15 Contractor Briefing 1 from: Petrofac</b>   | <b>10:15 Contractor Briefing 2 from: Fluor</b>   |  |
| 10:30<br><b>Coffee is served in the Exhibition</b> |   |   |  |  |
| 11:00<br><b>Coffee is served in the Exhibition</b> | <b>11:00 Conference 1: Oil Price Impact on Oil &amp; Gas Opportunities</b><br><b>Chair: Eddie O'Sullivan, MEED</b>  | <b>11:00 Contractor Briefing 1 from: Petrofac (REPEAT)</b>  | <b>11:00 Contractor Briefing 2 from: Fluor (REPEAT)</b>                                      | - ADGAS<br>- AL HOSN GAS<br>- GASCO<br>- ADMA-OPCO<br>- ZADCO<br>- ADNOC   |
| 11:30  | Invited speakers:<br>- Qasem M Kayoumi, Manager, Offshore Division, E&P, ADNOC  |   |  |  |
| 12:00<br><b>Lunch is served in the Exhibition</b>  | - Martin McCormack, Middle East Technology Manager (Oil), BP<br>- TBC, Mubadala   | <b>12:00 Regional Project Updates:</b><br>Oil & Gas by Neil Golding, EIC<br>PNR by Thomas Hoefling, EIC | <b>12:00 Working in the region:</b><br>Hugh Fraser, Andrews Kurth, Mike Colwill, Xodus Group |  |
| 12:30<br><b>Lunch is served in the Exhibition</b>  |   |   |  |  |
|  |   |   |  |  |

| TIME   | CONFERENCE ROOM  | THEATRE 1   | THEATRE 2  | ONE 2 ONE APPOINTMENTS |
|--|--|---|--|------------------------|
| 13:00<br><b>Lunch is served in the Exhibition</b>  | <b>13:00 Panel Discussion 1: HVO's and Local Content</b><br><b>Chair: Eddie O'Sullivan, MEED</b><br>Panelists: <ul style="list-style-type: none"><li>- Dr Abeer Al Teneiji, Manager, Abu Dhabi Medical Department, ADNOC</li></ul>   |   |  |                        |
| 13:30<br><b>Lunch is served in the Exhibition</b>  | <ul style="list-style-type: none"><li>- Frederic Farschi, Local Content Program Management Office, Shell</li><li>- Hemant Murkoth, CEO, Business Gateways International</li></ul>  |   |  |                        |
| 14:00  | <b>14:00 Conference 2: Opportunities for Oil &amp; Gas in Clean Energy</b><br><b>Chair: Eddie O'Sullivan, MEED</b><br>Speakers from: <ul style="list-style-type: none"><li>- Andrew Champ, Commercial Director, ENEC</li><li>- Thomas Altmann, Chief Technology Officer, ACWA POWER</li></ul>              | <b>14:00 Regional Project Updates (REPEAT of 12:00 Session):</b><br>Oil & Gas by Neil Golding, EIC<br>PNR by Thomas Hoefling, EIC | <b>14:00 Working in the region (REPEAT of 12:00 session):</b><br>Hugh Fraser, Andrews Kurth, Mike Colwill, Xodus Group |                        |
| 14:30  | <ul style="list-style-type: none"><li>- Douglas Caskie, Senior Manager, MASDAR</li><li>- Christopher Decker, Principal, Strategy&amp;</li></ul>  |   |  |                        |
| 15:00<br><b>Coffee is served in the Exhibition</b> |  | <b>14:45 Contractor Briefing 3 from: McDermott</b>  | <b>14:45 Contractor Briefing 4 from:</b>   |                        |
| 15:30<br><b>Coffee is served in the Exhibition</b> | <b>15:30 Panel Discussion 2: Contradictions in Contracting</b><br><b>Chair: Eddie O'Sullivan, MEED</b><br>Panelists: <ul style="list-style-type: none"><li>- John Jeffers, KENTZ</li><li>- Nasser Al Marer, ADNOC</li><li>- Nasser Al Busaeedi, ADNOC</li><li>- Andreas Parpas, Endress + Hauser</li></ul> | <b>15:30 Contractor Briefing 3 from: McDermott (REPEAT)</b>   | <b>15:30 Contractor Briefing 4 from: (REPEAT)</b>  |                        |
| 16:00  |  |   |  |                        |
| 16:30  | <b>EVENT CLOSES</b>  |   |  |                        |



# EIC Connect Advisory Board 2015

The EIC Connect Advisory Board comprises of key participants from operator companies, contractors and leading SME communities and is instrumental in shaping the programme. A number of members are present at the event today and are here to share their expert advice on working in the region.



**Chairman:**  
**Nicholas Cochrane-Dyet**  
Special Advisor to the Chief Representative, BP



Nick is currently the Special Advisor to the Chief Representative which includes a variety of topics on which to counsel on BP's activities in Abu Dhabi and the region.

He joined BP in 1989 as Human Resources and Administration Manager in BP Middle East based in Dubai having spent the previous 4 years working as the Representative of Citicorp Investment Bank in Abu Dhabi. Nick moved to BP Exploration and Production in Abu Dhabi in 1992 to take up the role of Deputy Chief Representative at a time when the BP office employed only three staff members and his role was to deputise for the Chief Representative on all of BP's affairs.



**Vice-Chairman:**  
**Andrew Vaughan**  
Country Chair (Abu Dhabi), Shell



Andrew Vaughan is the Vice-President responsible for Shell's upstream businesses in Abu Dhabi, Kuwait and Syria. In this role, he is accountable for providing governance and support for joint ventures which have been formed between Shell and host government partners. These ventures have been formed to develop oil and gas reserves on behalf of the host nations. Andrew is also Shell Country Chair for Abu Dhabi and he represents the Royal Dutch Shell Group to the government of Abu Dhabi.

## Members:

**Nasser Al Marer**, Commercial Manager (Abu Dhabi),  
**Hugh Fraser**, Managing Director, Andrews Kurth  
**Nicholas Cochrane-Dyet**, Special Advisor to the Chief Executive, BP

**Adrian Morgan**, Head of Sales, Bergen Pipe Supports  
**Jan Ward**, Managing Director, Corrotherm  
**Jens Winkelmann**, Managing Director, Endress+Hauser

**David Hewitt**, Sales Director, Endress+Hauser  
**John Jeffers**, Director, Kentz

**Douglas Caskie**, Senior Manager  
Clean Energy Unit, MASDAR

**Edmund O'Sullivan**, Director of Events, MEED

**Tony Chebat**, Director – Procurement, Petrofac Engineering

**Andrew Vaughan**, Country Chair (Abu Dhabi), Shell

**Mike Colwill**, Senior Business Advisor, Xodus Group

**Obaid Al Hajiri**, Vice President, Commercial, Al Hosn Gas

**Phil Emsley**, Sales Director, Technip

If you are interested in joining the next EIC Connect Middle East Advisory Board please register your interest with Kim Flynn, National Events Manager:  
T: +44 (0) 1642 379976  
E: kim.flynn@the-eic.com

# Professional & Specialist Recruitment



TRUSTED • STRATEGIC • FOCUSED  
DYNAMIC • PARTNERSHIP • DELIVERY  
Offices in London and Aberdeen.  
Come along and see us on Stand A24.  
[www.raeburn.com](http://www.raeburn.com)



**RAEBURN®**



## Meet the EIC's Dubai Team

The team's primary responsibility is to help EIC members enter or expand into new markets in the Middle East, Africa & CIS regions.



### What we offer:

- Serviced office facilities available to rent
- Full legal sponsorship with residence permit and labour card
- Low risk and cost effective market entry
- Practical assistance and expert local knowledge

EIC Middle East  
Office No. 5WA 228  
West Wing Building 5A  
Dubai Airport Free Zone  
Dubai, United Arab Emirates  
Tel: +971 4 299 3945  
Email: dubai@the-eic.com



### The team:

**Terry Willis**  
**Director**  
Middle East, Africa & CIS

**Thomas Hoefling**  
**Regional Analyst (Middle East)**  
thomas.hoefling@the-eic.com

**Helen Aittis**  
**Training & Events Co-ordinator**  
helen.aittis@the-eic.com

**Julie Zollikofer**  
**Office, Events & Regional Training Manager**  
Julie.zollikofer@the-eic.com



### Business Events

A series of business presentations from leading operators and contractors designed to educate members on project opportunities in the region.



### Training

A programme of courses, workshops and industry overviews developed to specifically address the training needs within the region.



### Corporate Entertainment

Exclusive entertainment events offering members the opportunity to host valued clients, network with prospective customers and generate new business contacts.



### Exhibitions & Delegations

International event programme committed to creating valuable business opportunities for its members.



### EICDataStream

High-value market intelligence on the MENA regions through EICDataStream – the EIC's online energy project database. Regional Analyst, Thomas Hoefling can provide expert advice on projects in the region and EICDataStream training.

## Technical insulation shaped by experts.



Order your ProRox Process manual  
at [www.rockwool-rti.com](http://www.rockwool-rti.com)

### We share our knowledge to your advantage.

The key to ROCKWOOL Technical Insulation's success is the combination of high-grade products and dedicated people. Thanks to our expertise and 75+ years of experience our customers can count on sustainable ProRox stone wool solutions that offer the best possible protection against fire, heat, noise and energy loss. Like us to share our knowledge with you? Call **(+971) 506 360 235** or visit [www.rockwool-rti.com](http://www.rockwool-rti.com) for the latest in a series of expert tools that help your business shape up.

**ROCKWOOL®**  
TECHNICAL INSULATION





## Conference Programme

The Conference programme at EIC Connect Middle East is designed to alert smaller companies to what the current key issues are across the energy industry. Since the oil price decline, where are the major companies spending their money? Are there new technologies that are influencing spending patterns? What are the key drivers for adjustment across the industry? Is there an appetite for sharing expertise from the oil and gas community with the rising clean energy sector? How do various contracting models impact on small and medium sized companies?

Each session will provide an overview of individual key factors and challenges which will contribute to the preparation smaller companies need to take in order to adapt and gain the competitive edge.

### Conference Chair:

# MEED<sup>®</sup>

Middle East business intelligence since 1957

**MEED** is a remarkable senior management media brand that encompasses a subscription website and magazine, more than 30 C-level executive conferences and summits hosted by MEED Events, the MEED Quality Awards for Projects and two high-value content businesses, MEED Projects and MEED Insight. MEED Projects is the Middle East's premium project tracking database and MEED Insight offers tailored research and in-depth analysis.

Established in 1957, MEED, has been integral to delivering business information and news, intelligence and analysis on the Middle East economies and activities ever since.

### Edmund O'Sullivan Chairman of Events

A writer, broadcaster and expert about Middle East political and economic affairs, O'Sullivan is a graduate from the London School of Economics in monetary economics. He worked as a Reuters reporter and a government economist before joining MEED as a specialist in finance, energy and developments in the GCC. He was made Editor in 1985, Editor-in-Chief in 1988 and has been a director of MEED since 1989. After seven years as MEED's Publishing Director, O'Sullivan moved to Dubai in September 2003. In his capacity as Chairman of MEED Events, he moderates MEED's conferences, which number more than 20 in the present year. He also writes MEED's Last Word column in which he comments on economic and political developments in the Middle East.



## Stockist & Global Project Supplier of Nickel Alloy Products for more than Two Decades



UNITED KINGDOM - ABU DHABI - DUBAI  
SAUDI ARABIA - SOUTH KOREA - INDIA  
SOUTH AFRICA - AUSTRALIA - CHINA



[www.corrotherm.co.uk](http://www.corrotherm.co.uk)

### Our products include:

**PIPE: SEAMLESS, WELDED & CO-EXTRUDED**

**TUBE • PLATE • SHEET • BAR**

**FITTINGS: SEAMLESS, WELDED & FLANGES**

**WELDING CONSUMABLES**



[sales@corrotherm.co.uk](mailto:sales@corrotherm.co.uk)  
Dubai Office: +971 4 701 7454



[@corrotherm](https://twitter.com/corrotherm) [in corrotherm-international-ltd](https://www.linkedin.com/company/corrotherm-international-ltd)

### Our alloy range includes:

**INCONEL<sup>®</sup>** alloy 625  
**INCONEL<sup>®</sup>** alloy 600, 601, 617  
C276, 693  
**INCOLOY<sup>®</sup>** alloy 825  
**INCOLOY<sup>®</sup>** alloy 800/800H/  
800HT/925  
**INCOLOY<sup>®</sup>** alloy 945/945X  
**MONEL<sup>®</sup>** alloy 400  
**Nickel** 200/201

### Our stock of seamless, welded & co-extruded pipe includes alloys:

**INCONEL<sup>®</sup>** alloy 625  
**INCONEL<sup>®</sup>** alloy 693  
**INCOLOY<sup>®</sup>** alloy 825  
**MONEL<sup>®</sup>** alloy 400  
**Nickel** 200/201

### We are approved suppliers to:

- **SAUDI ARAMCO**
- **ADCO**
- **ADMA OPCO**
- **ZADCO**
- **PDO**
- **QATAR PETROLEUM**
- **SABIC**
- **RAS GAS**
- **ARAB POTASH**
- **KOC**
- **QATAR GAS**
- **TAKREER**
- **AL HOSN GAS**
- **KNPC**
- **BAPCO**



PANDUIT®

# Productivity. Reliability. Safety.

## Stainless Steel System

optimizes bundling and fastening in industrial and harsh environments by reducing operator fatigue, promoting worker safety, and improving productivity.



### We've Got You Covered

Partner with Panduit for a full solution of over 30,000 available parts engineered to reduce installation time and costs, improve operational performance, and meet or exceed industry standards. Gain access to programs that provide resources, tools and training so you can drive your business forward.



View Latest Construction Videos  
[www.panduit.com/buildnow](http://www.panduit.com/buildnow)

## Opening Plenary Session – A 5 year outlook for the oil, gas and power industries in the region

For the opening session, H.E. Ali Al-Jarwan, CEO of ADMA-OPCO and Philip Parham, the British Ambassador to the UAE will deliver key messages to the audience that will illustrate the strong bi-lateral relationship between our two nations and thereby set the scene for the day's overall theme "A 5 year outlook for the oil, gas and power supply chain in the Region".

### Opening Speaker:



**UK Trade & Investment (UKTI)** is the Government Department helping UK-based companies succeed in the global economy. UKTI offers expertise and contacts through its UK and global networks, operating through British embassies and other diplomatic offices. We provide the tools that companies need to be competitive on the world stage.

#### Philip Parham

*British Ambassador to Abu Dhabi*

Mr Parham joined the FCO in 1993 and has served as British High Commissioner to Tanzania and as Ambassador and Deputy Permanent Representative to the United Nations in New York. He has also been posted in Washington and Riyadh, and has worked at the FCO on several areas including Counter-Terrorism and South Asia. Mr Parham worked for ten years in the private sector before joining the FCO, including six years in Japan.



### Keynote Speaker:



#### The Abu Dhabi Marine Operating Company

**(ADMA-OPCO)** is a major producer of oil and gas from the offshore areas of the Emirate of Abu Dhabi.

We pride ourselves on being a pioneering petroleum company in this part of the world, having completed over 50 years of oil and gas production.

#### Ali Al-Jarwan

*CEO*

Ali Rashid Al-Jarwan currently serves as chief executive officer (CEO) at Abu Dhabi Marine Operating Company (ADMA-OPCO). In 1979, he started his career at Abu Dhabi Company for Onshore Oil Operations (ADCO) as a petroleum engineer/reservoir engineer, subsequently assuming the role at ADCO of senior reservoir engineer/head of development planning. Al-Jarwan then worked as manager of petroleum development, senior vice president (svp) technical, and svp operations at ADMA-OPCO. He then moved to Zakum Development Company, where he worked as deputy general manager, becoming CEO of ADMA-OPCO in 2006.





## Conference Session 1: Oil Price Impact on Oil & Gas Opportunities

During the autumn of 2014, the oil price suddenly halved without much warning, thus changing the market environment and leading many to predict a shift for the oil industry over to one of intense caution and in some case, cancelling prestigious projects. One likely cause for this price crash appeared to be an oversupply situation that was attributed to a new player on the international oil stage, shale oil production in the USA which some pundits were predicting as self-limiting.

The oil industry has historically followed cyclical trends when low oil prices traditionally lead to a resurgence in consumption especially when some of the world's emerging economies expand at rate not experienced by most western more established economies. International oil companies rightly know how to survive these times and have developed the flexibility to control investments, keep their best talent on board and focus resources on looking ahead to the future.

But what does this current climate mean for SME's and how long will it take to filter such changes through to the supply chain? Gain a direct understanding of how the oil price impacts at the top and how this permeates down. What are the new technological advances that will change buying patterns and exactly where will the major players be spending their hard earned money?

### Panelists:



#### Abu Dhabi National Oil Company (ADNOC)

was established in 1971 to operate in all areas of the oil and gas industry and since then has steadily broadened its activity in establishing companies and subsidiaries and creating an integrated oil and gas industry in the fields of exploration and production, support services, oil refining and gas processing, chemicals and petrochemicals, maritime transportation and refined products and distribution.

ADNOC has 15 subsidiary companies many of whom are represented at EIC Connect Middle East 2015 working in the various fields of the oil, gas, and petrochemical industry as well as crude oil and gas transport and services.

#### Qasem M. Kayoumi

Manager, Offshore Division, E&P

Mr Qasem Al Kayoumi is currently Offshore Division Manager in ADNOC E&P Directorate. He is in charge of Abu Dhabi Offshore Field Development plans and Operation activities.

He has a BSc degree in Petroleum Engineering from the University of Southern California, USA. He joined ADNOC 1985 as Petroleum Engineer.

Since then he worked in various Departments in ADMA, ADCO and ZADCO. His long career includes Drilling, Reservoir Management, Reservoir Simulation, Field Development, Business Planning and Field Operations.

He is an active member of SPE. He was chairman of Abu Dhabi section in 1993-1994 and contributed to various local and regional SPE forums and ATW's.



**BP** is one of the world's leading international oil and gas companies.

BP provide customers with fuel for transportation, energy for heat and light, lubricants to keep engines moving, and the petrochemicals products used to make everyday items as diverse as paints, clothes and packaging.

#### Martin McCormack

Middle East Technology  
Manager (Oil)



In March 2014, Martin McCormack took up the role of BP's Middle East Technology Manager for their oil business and is based in Abu Dhabi.

He is a Petroleum Engineer by background, with over 25 years of international and UK experience with BP in technical, operational, project management, supply chain management, people development and technology management positions.

Prior to arriving to Abu Dhabi he was BP's North Sea Region Technology Manager, a role he held for four years. During that period Martin co-ordinated technical activities for the PILOT EOR Work Group, a body set up between the UK Government, specifically the Department of Energy and Climate Change (DECC) and the UK Oil & Gas industry via their representative organisation, Oil & Gas UK, to pursue implementation of more EOR schemes through collaborative ways of working amongst UKCS operators.



**Mubadala Petroleum** is building a world-class E&P business, based on strong partnerships, a commitment to growth and an organization demonstrating its increasing capabilities.

They were established as a wholly-owned subsidiary of Mubadala Development Company in 2012, incorporating and building on the success of Mubadala's existing investments in the sector.





## Information Session 1: Project Updates in the region

The EIC delivers high-value market intelligence to members through its online energy project database, as well as via a global network of highly experienced staff who work in-the-field to provide qualified regional insight.

Along with practical assistance and facilitation services, the EIC's access to information works towards keeping its members one step ahead of the competition in this global demanding global marketplace.

Attend these historically popular lunchtime sessions to gain an insight into the upcoming project opportunities and latest contractor activities across the region.

Neil Golding, Head of Oil & Gas, EIC will present the Oil & Gas Update and Thomas Hoefling, Regional Analyst, EIC will present the Power, Nuclear and Renewables overview for the region.

### Panelists:



**Neil Golding**  
Head of Oil & Gas

Neil heads up the Oil and Gas Team at The Energy Industries Council. The team's primary responsibility is researching, obtaining and analysing information relating to project intelligence and business opportunities in the global oil and gas market that are relevant to the UK supply chain, whilst also assessing global trends in the market. Neil has 15 years' experience of working for service and data providers in the Oil and Gas sector.



**Thomas Hoefling**  
Regional Analyst

Thomas Hoefling is the Regional Analyst for EIC UK Middle East (Branch). After graduating with a degree in Renewable Energy Engineering and working as Project Engineer in the power generation sector Thomas moved to Dubai in 2013. Before joining the EIC in 2015 Thomas obtained a Master of Engineering Management degree.

Thomas's role is to research and analyse relevant data on Oil & Gas, Power, Nuclear and Renewables projects in the MENA region to populate EICDataStream. He is also responsible for the MENA Monthly News Brief, contributing to the MENA section of EIC Monthly News and other EIC publications, and providing trainings on EICDataStream.



### Power Testing UAE LLC are leading specialists in:

- Electrical High and Low Voltage Maintenance
- Defect Repairs and Retrofitting
- Protection Device and Cable Testing / Commissioning
- Condition Monitoring / Asset Management
- High and Low Voltage Switchgear Installations
- Consultancy and Support Services



### Our intent:

Power Testing UK have expanded their business model overseas to support the Middle East. Operations will be based from Abu Dhabi from 20<sup>th</sup> July 2015.

It is our intent to offer an **alternative solution** to the current way of thinking that can significantly reduce cost by managing and repairing electrical assets rather than replacing.

By managing your assets we will work with you to develop maintenance plans so that your supplies stay on for longer.

Sustainability and security of supplies can be improved ensuring Life Cycle planning is proactive rather than reactive, resulting in planned shutdowns rather than unplanned costly outages.

### Power Testing in brief:

Power Testing have been operating within the Electrical Infrastructure and Power Supply Industry for over 40 years since being Established in 1966.

As a Small Medium Enterprise electrical engineering firm we have an impressive track record of delivering projects and services to global blue chip clients.

Our approach is to build long lasting client relationships based on first class customer service putting safety first, providing a competitive price and being responsive.

Our ethos is “ **Get it right first time every time!** ”

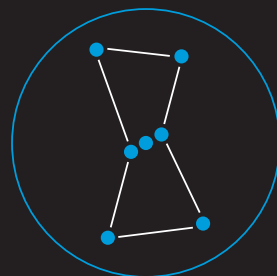


Contact: [info@powertestingllc.ae](mailto:info@powertestingllc.ae)  
Web: [www.powertestingllc.ae](http://www.powertestingllc.ae)





# OrionGroup



With sales of £1.5bn in the last four years, the Orion Group is a world leader in delivering high quality personnel to a number of industries.

Visit our website today [orionjobs.com](http://orionjobs.com)

People are our business worldwide

Socialise with us



## Information Session 2: The Legal & Commercial Practicalities of Doing Business in the UAE

Setting up and expanding operations in the UAE involves significant legal and commercial planning, risk management and implementation challenges including local partner issues, registration and licensing and vendor approvals. To support EIC Connect 2015's "UAE Landing Zone" which is designed to give information and advice on how to do business in the region, this session will cover these key issues, plus some key hints and tips for established companies looking to expand.

Utilising their respective areas of expertise, two of our Event Advisory Group Ambassadors, Hugh Fraser and Mike Colwill will each present an overview to get you started and advise on where to go.

### Panelists:

**ANDREWS  
KURTH**

**Andrews Kurth** is an international law firm that serves the legal interests of corporate entities, financial institutions and governments operating in the energy sector.

For generations, our firm has advised clients in the oil and gas and related industries, including oilfield services, onshore and offshore drilling, pipelines, storage facilities, refineries, petrochemical and chemical plants and downstream distribution. With over 200 lawyers around the world dedicated to and working exclusively on energy-related matters, we consider our experience in this sector a core strength of the firm.

### Hugh Fraser

*Managing Partner*

Hugh is the Managing Partner of Andrews Kurth (Middle East) DMCC located in Dubai. He is a Scottish corporate lawyer, originally from Aberdeen, based in the Middle East for 12 years and with 27 years of experience in the international energy industry. He was the founder and Managing Partner of Hugh Fraser International Legal Consultancy (2003-2013) and the former Group Head of Legal at John Wood Group PLC (1996-2003). He has extensive experience in Oil and Gas Contracts, EPC Projects, Mergers & Acquisitions, Joint Ventures and International Business Expansion Projects, and is a member of Andrews Kurth's Intelligent Energy Law Group which specializes in supporting clients with advanced energy technology and know-how.



**Xodus Group** is an independent, international energy consultancy founded on an integrated approach to energy challenges.

Operating worldwide in two key energy markets – Oil & Gas and Low Carbon– Xodus fosters a dynamic culture that encourages strategic thinking. Over a short period of time, Xodus has established a formidable reputation for integrated strategic support. Thanks to a comprehensive suite of technical competencies, we can add value to every phase of a study or project – from front-end analysis and risk-based decision-making through to technology development, project delivery and operational support.

### Michael C. Colwill

*Senior Business Advisor*

Mike first came to Abu Dhabi in July of 1970 as an engineer for the Abu Dhabi Company for Onshore Oil Operations (ADCO).



In the early 1980s, he embarked on a career in the UAE oilfield service industry where he has operated for the past 30 years. He has held a series of challenging positions ranging from Business Development Manager through to CEO of an Abu Dhabi based oilfield service organization. Over the past three decades Mike has negotiated and successfully developed a series of agency agreements, partnerships and limited liability companies related to the Abu Dhabi oil and gas industry.



## Panel Discussion 1: HVO's and Local Content – What you need to know

High Value Opportunities or 'HVO's' are those projects identified by UK Trade & Investment which can provide substantial opportunities for UK business and with as much as 20% of these projects located across the Middle East, there is a vast amount of prospects for companies who might be looking to export into the region, so how do they become involved?

Today, we see that a significant factor to winning contracts on some of these huge projects appears to be Local Content policy and its adoption across the wider region. However, there can be many SME's (small to medium sized enterprises) who do not fully understand the importance and significance of Local Content when looking to establishing involvement in these projects.

What is the Local Content element within these High Value Opportunities? Attend this session to understand the strategies and goals set out by ADNOC and Shell to see how they will impact on your business and your ultimate success with these contract awards.

### Panelists:



#### Abu Dhabi National Oil Company (ADNOC)

was established in 1971 to operate in all areas of the oil and gas industry and since then has steadily broadened its activity in establishing companies and subsidiaries and creating an integrated oil and gas industry in the fields of exploration and production, support services, oil refining and gas processing, chemicals and petrochemicals, maritime transportation and refined products and distribution.

ADNOC has 15 subsidiary companies many of whom are represented at EIC Connect Middle East 2015 working in the various fields of the oil, gas, and petrochemical industry as well as crude oil and gas transport and services.

#### Dr. Abeer Al Teneiji

Manager, Abu Dhabi Medical Department

Dr. Abeer Al Teneiji has a diverse and multidisciplinary background with many years of working experience in healthcare management, health and safety, public health, quality assurance and clinical affairs. She has in-depth knowledge and experience in Abu Dhabi and Federal health care and regulatory landscape and has worked effectively as a project leader on several strategic projects in collaboration with key opinion leaders and institutions. Dr Abeer Al Teneiji is currently associated with ADNOC Administration Directorate, Medical Service Division as the Department Manager for Abu Dhabi Medical Department.

Prior to Joining ADNOC, she worked with Supreme Petroleum Council and served in various capacities within ADNOC Health Safety and Environment Division executing broader responsibilities in related disciplines such as Occupational Health, Public Health, Health Care planning, Project Management etc.

Dr Abeer is a physician by background and holds a master Degree from John Hopkins University, USA and currently chairs the ADNOC Group Companies Occupational Health Committee.



**Shell** are a global group of energy and petrochemicals companies with around 94,000 employees in more than 70 countries and territories. They use advanced technologies and take an innovative approach to help build a sustainable energy future.

#### Frederic Farhad Farschi

General Manager –  
Local Content Program  
Management Office (LC PMO)



Frederic Farhad Farschi started his career working for Bridgeway Corporation in 1993 as Project Engineering in Redmond (USA) and Paris (France). He joined KPMG Management Consulting in 1994 in Paris (France) to drive major strategy work for industrial firms and market regulation.

He joined Shell France in 1996, and moved into international operations in 2001 in London and in 2008 in Dubai where he held various projects and commercial management roles including Head of global industrial products strategy and marketing and Head of the Middle East Gas & Power strategy and Senior LNG Business development manager where he worked with Governments and National Oil companies with local content requirements.



Based out of the Sultanate of Oman, **Businessgateways** is headquartered in Knowledge Oasis Muscat (KOM) the premier ICT Park in Oman. Our organisational culture is one that encourages innovation, dynamism and customer centric service mechanisms.

The value and acceptance of their concept worldwide has helped them to establish Gateway offices in Africa, Asia Pacific and GCC regions.

Their business model is centred on the Corporate Customer and driven passionately by the Mission Statement. Whether you are a large business house or a small start up organisation with big ideas to sustain and grow, our Corporate Slogan reflects our value proposition on three major service objectives that we help you achieve.

#### Hemant Murkoth

CEO



Mr Murkoth as CEO is responsible for managing the Organisation and steering the company's strategic growth. He conceptualised the Joint Supplier Registration System (JSRS) for Oman Oil & Gas Industry and developed the platform and is currently overseeing its implementation. He is also involved in liaising with Oil & Gas Operators for their Vendor Management objectives and requirements. Coordinating with Oman Ministry of Oil & Gas to ensure success of national project and works closely with other Ministries towards the development of Oman's SMEs.

## Conference Session 2: Opportunities within Oil & Gas Sectors Where Clean Energy is Embraced

The Middle East is often wholly associated with fossil fuels but over the last few years, we have seen a major push towards the utilisation of renewable energy resources. This is more apparent when one considers the current emphasis being placed on energy efficiency given the growing challenge in the region of population growth, heightened economic activity, and high rates of energy consumption that are recognised as being unsustainable in the longer term.

Two of the leading operators in the region will outline examples of their major clean energy projects, the scope of work required, the challenges involved and future opportunities that will emphasise the scope for equipment and services which are already being utilised successfully from the oil & gas industry, thus allowing others to realise that there is now a cross over point between the old established sector with this newly emerging area of activity.

### Panelists:



#### The Emirates Nuclear Energy Corporation (ENEC)

is working to deliver safe, clean, efficient nuclear energy to the United Arab Emirates – energy that is needed to support the UAE's social and economic growth.

Energy demand in the UAE is growing at an annual rate of about 9 per cent – three times the global average. Developing a reliable supply of electricity is critical to the future growth of the Nation.

ENEC is taking on this challenge, with a target of delivering electricity to the UAE grid in 2017. By 2020, it is projected that nuclear energy will produce nearly a quarter of the nation's electricity needs.

Underscoring this commitment is safety – our most important priority. There is nothing more important than the safety of our employees, our communities and the environment.

#### Andrew Champ

Commercial Director

.....



**Masdar** is on a mission to advance the clean energy industry in Abu Dhabi and around the world, and it is a catalyst for the economic diversification of the emirate.

The Mubadala Development Company, which is owned by the Abu Dhabi government, established Masdar as a wholly owned subsidiary in 2006. Masdar is guided by The Abu Dhabi Economic Vision 2030, a programme that drives new sources of income for the emirate and strengthens its knowledge-based economic sectors.

#### Douglas Caskie

Senior Manager

.....

Douglas Caskie is a Senior Manager with Masdar Clean Energy. In this role, he is responsible for the commercial development of solar, wind and carbon capture, usage and storage (CCUS) projects. His current areas of focus include the arrangement of project financing for a large UK offshore wind farm and leading the commercial development of the Al Reyadah CCUS Joint Venture between Adnoc and Masdar. Prior to joining Masdar he was an energy advisor with the Abu Dhabi Government and with IPA Advisory, a UK based international energy consultancy. In this capacity he was responsible for MENA region, for the regulation practice and for the international gas practice



**ACWA Power International (ACWA Power)** is a developer, investor, co-owner and operator of plants with a generation portfolio of 15,731 MW of power and 2.37 million m<sup>3</sup>/day of desalinated water with an investment value in excess of USD 23 billion and providing employment to more than 2,300 people.

The company, incorporated in the Kingdom of Saudi Arabia, with a paid-up capital of approx. USD 1.4 Billion is owned by eight Saudi conglomerates besides Sanabil Direct Investment Company (owned by the Public Investment Fund) and by the Saudi Public Pensions Agency. ACWA Power's core business is the delivery of electricity and desalinated water by operating assets in which the company has a meaningful level of investment to exercise operational control.

#### Thomas Altmann

Chief Technology Officer

.....

Mr. Altmann gained his experience by working for more than 20 years on power, renewable and desalination projects for top ranking E&C and consulting companies including Bechtel, Fluor and ILF in technical as well as managerial positions. Before joining ACWA Power he held an Exec. Vice-President position at ILF Consulting with global responsibility for Energy & Desalination business and he was MD for ILF Business Consult. Prior to that he was a VP at Bechtel International first in the Water and later in the Power global business units based in the UK and USA.

Mr. Altmann served as a Director of the International Desalination Association (IDA) and the European Desalination Society (EDS) and is a supervisory board member of Desertec Industrial Initiative (DII).





The EIC has an extensive network of UK and overseas offices, giving members a platform to expand their global business base. EIC LaunchPad is a business incubator service supporting companies entering or expanding into new global markets and offers:

## Serviced Office Facilities

EIC Serviced Office Facilities in London, Dubai, Kuala Lumpur, Houston and Rio, offer members the opportunity to cost-effectively build a presence in a new market, while providing support through local access to EIC services.

- Low risk and cost-effective market entry
- Professionally manned reception and waiting area
- Internet and telephone access
- Postal and courier service
- Copying and printing
- Meeting facilities
- Advice on legal, banking, insurance and payroll issues
- Access to EIC services at a local level



## Virtual Office Facilities

The EIC's Virtual Office Facilities offer members a local identity, enabling members to build bridges to new markets.

- Exclusive local identity with a local address
- Dedicated phone line answered in company name
- Mail forwarding



## Hotdesk Facilities

The EIC's Hotdesk Facilities in all of our offices provide members with workplace services when in-country.

- Professional office space
- High speed internet connection
- Printing and scanning
- Access to EIC services at a local level



## Panel Discussion 2: Contradictions in Contracting

The debate surrounding various procurement models and how they might be most appropriate between the client, the contractor and the success of the project as a whole, may be perceived as one of disinterest by the supply chain. A "lump sum turnkey" (LSTK) solution with a fixed completion date, performance guarantees, and precise certainty on price, remains the most widely known Engineering, Procurement and Construction (EPC) model where the contractor undertakes responsibility for integrating all the elements of design, construction and procurement whilst at the same time, assuming solvency risk all the way down the supply chain. There are other models, for instance EPCM which encompasses the additional responsibilities of Management Contracting and/or Construction Management but LSTK remains the most widely used contract.

In the current global economic uncertainty, contractors are naturally hungry for work and therefore in some instances, they may be prepared to accept a risk profile which might deliver benefits to the Client as well as more bankable to financiers. However, at times when the pool of contractors who are actually capable of undertaking some of the high profile mega-projects that are associated with the petrochemical, oil and gas sector is relatively limited and given a degree of consolidation amongst project participants, the negotiating position of contractors is becoming stronger.

What are the benefits and disadvantages of the main contracting models and what difference does it make to the supply chain? We will hear the views of a National Oil Company, a Contractor and an SME on the different contracting models which we expect to spark a meaningful debate on this lively and pressing issue as the last session of the day!

## Panelists:



**Kentz**, a Member of the SNC-Lavalin Group, is a global engineering specialist solutions provider, with 15,500 employees operating in 36 countries worldwide.

Kentz have provided Engineering, Construction and Technical Support Services (TSS) to clients in the energy and resources sectors for more than 90 years.

## John Jeffers

Group Development Director

John is a senior executive in Kentz, the Oil & Gas division of SNC Lavalin. He is the Group Development Director of Kentz and has Global responsibility for the effective Key client account management to ensure customers' requirements are effectively managed by the Operations groups.

John enjoys extensive experience of the Oil & Gas sector across the Middle East, executing capital investments in: Saudi Arabia, Oman, Qatar, Egypt, Kuwait, Yemen and of course in the UAE where he now resides. John's qualifications include: MBA including Management of Major Projects and a Post Graduate Diploma in Business Studies & Marketing.





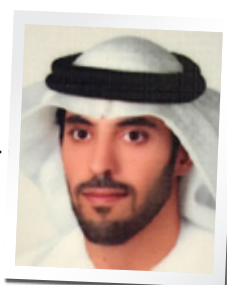


### Abu Dhabi National Oil Company (ADNOC)

was established in 1971 to operate in all areas of the oil and gas industry and since then has steadily broadened its activity in establishing companies and subsidiaries and creating an integrated oil and gas industry in the fields of exploration and production, support services, oil refining and gas processing, chemicals and petrochemicals, maritime transportation and refined products and distribution.

ADNOC has 15 subsidiary companies many of whom are represented at EIC Connect Middle East 2015 working in the various fields of the oil, gas, and petrochemical industry as well as crude oil and gas transport and services.

**Nasser Al Marer**  
Commercial Manager



### Endress+Hauser

**Endress+Hauser** is a global leader in measurement instrumentation, services and solutions for industrial process engineering.

We provide process solutions for flow, level, pressure, analytics, temperature, recording and digital communications, optimizing processes in terms of economic efficiency, safety and environmental impact. Our customers come from a wide variety of industries, including chemical, petrochemical, food & beverage, oil & gas, water & wastewater, power & energy and life sciences.

**Andreas Parpas**  
Regional MD

## ENERGY INDUSTRIES COUNCIL



**Provider of dedicated services to help UK companies understand, identify and pursue business opportunities worldwide**

### Sector Analysis



*The EIC delivers unrivalled market intelligence, keeping members one step ahead of the competition in a demanding global marketplace.*

**EICDataStream | Business Events | Local Connections**

### Global Reach

*The EIC has an extensive network of UK and overseas offices, strategically located in key energy markets across the world.*

**London | Teesside | Aberdeen | Dubai | Kuala Lumpur | Houston | Rio de Janeiro**



### World-Class Events



*The EIC runs an events programme committed to creating valuable business opportunities for the global energy supply chain.*

**EIC Connect | Overseas Trade Delegations | National & Overseas Exhibitions**

### Training Services

*The EIC delivers a professional learning programme to help members overcome the skills challenge in a fast-moving industry.*

**Technical Workshops | Industry Overviews | Business & Management Courses | HSE Training**



### Powerful Communications



*The EIC produces a series of informative publications to keep members connected with the world of energy.*

**EIC Online | EIC Monthly News | Energy Focus | EIC Procurement Guide**

To find out more please visit **[www.the-eic.com](http://www.the-eic.com)**

 Follow @TheEICEnergy on Twitter  Join the EIC LinkedIn Group



## Contractor Briefings



**Fluor** is a FORTUNE 500 company that delivers engineering, procurement, construction, maintenance (EPCM), and project management to governments and clients in diverse industries around the world. For over a century, clients have selected Fluor as their company of choice to complete challenging projects in remote parts of the world.

Founded as a construction company in 1912, Fluor quickly built a reputation for applying innovative methods and performing precise engineering and construction work within the emerging petroleum industry. Today, Fluor continues to develop and implement innovative solutions for complex project issues in diverse industries, including chemicals and petrochemicals, commercial and institutional (C&I), government services, life sciences, manufacturing, mining, oil and gas, power, renewable energy, telecommunications, and transportation infrastructure.

**Charles E. McManemin**

*Business Development – Energy & Chemicals*



**McDermott** is a leading engineering, procurement, construction and installation (EPCI) company focused on executing complex offshore oil and gas projects worldwide.

The materials and equipment we purchase and the services we elect to subcontract out are as diverse as our supplier base, and range from carbon steel and exotic alloy piping materials, to workboat charters and large subsea valves.

Our vast network of valued supply partners enables us to successfully execute our customers' projects. While we strongly value the long term relationships we have developed with our supply partners, we are also interested in viable new supply options.

**Ryan Siebenkittel**

*Senior Director of Supply Chain*



**Petrofac** is a leading international service provider to the oil and gas production and processing industry, with a diverse customer portfolio including many of the world's leading integrated, independent and national oil and gas companies.

Petrofac designs and builds oil and gas facilities; operates, maintains and manages facilities and trains personnel; enhances production; and, where it can leverage its service capability, develops and co-invests in upstream and infrastructure projects. Petrofac's range of services meets its customers' needs across the full life cycle of oil and gas assets.

With approximately 20,000 employees, Petrofac operates out of seven strategically located operational centres, in Aberdeen, Sharjah, Abu Dhabi, Woking, Chennai, Mumbai and Kuala Lumpur and has a further 24 offices worldwide. For additional information, please refer to the Petrofac website at [www.petrofac.com](http://www.petrofac.com)

**Tony Chebat**

*Head of Supply Chain*

**Addleshaw Goddard**
**A33**

Level 14 – Tower 2  
Al Fattan Currency House  
Dubai International Financial  
Centre  
PO Box 506555  
Dubai  
UAE



Andrew Greaves  
a.greaves@aglaw.com  
+971 4 350 6401  
www.aglaw.com

Addleshaw Goddard is about strong client relationships built on successful delivery across international markets. We have offices in the UK, Asia and the GCC, together with business groups dedicated to Africa, India, Korea and Malaysia. Where we don't have offices, we work with firms well known to us to deliver local market expertise, whenever and wherever required.

**Amec Foster Wheeler**
**A14**  
& SPONSOR

Shk. Sultan Bin Hamdan  
Al Nahyan Building  
Building No. E48 – C8,  
5th Floor  
Office No. 501 & 502, Khalifa Park Area  
PO Box 63404  
Abu Dhabi  
UAE



Evgeniya Mitchell  
evgeniya.mitchell@amecfw.com  
+971 5 640 12021  
www.amecfw.com

Amec Foster Wheeler designs, delivers and maintains strategic and complex assets for its customers globally in the mining, clean energy, power generation, pharma, environment and infrastructure markets.

With over 40,000 employees in more than 50 countries, Amec Foster Wheeler has the knowledge and skills to deliver projects safely whatever the territory or the technical challenge.

**Alpha Process Controls International Ltd**
**A10**

3 Traynor Way  
Whitehouse Business Park  
Co. Durham  
Peterlee  
SR8 2RU  
United Kingdom



John Lamb  
john.lamb@gtgroup.co.uk  
+44 (0)191 586 2366  
www.alphaprocess.co.uk

Alpha Process Controls are established as global leaders in the design, manufacture and installation of bespoke engineering systems for the safe transfer of hazardous chemicals, cryogenic liquids and gases.

With over 30 years' experience, alpha's products include safety breakaway, drybreak and erc breakaway couplings, flexible hoses, loading arms and skids.

**Andrews Kurth (UK) LLP**
**A19**

16 Old Bailey  
London  
EC4M 7EG  
United Kingdom



Nicole Parry  
nicoleparry@andrewskurth.com  
+44 (0) 20 3053 8228  
www.andrewskurth.com

Founded in 1902, Andrews Kurth is a full-service law firm with 10 offices around the world. Andrews Kurth has maintained a pre-eminent reputation in the global energy industry for more than a century, with over 200 lawyers dedicated to and working exclusively in the energy sector, we consider this sector a core strength.

**CCG Cable Terminations Ltd**
**A36**

Unit B  
Metcalfe Road  
Skippers Lane Industrial Estate  
Middlesbrough  
TS6 6PT  
United Kingdom



Gavin Watson / Tony Murray  
g.watson@ccgcablegland.co.uk /  
t.murray@ccgcablegland.co.uk  
+44 (0)1642 430346  
www.ccgcablegland.co.uk

CCG is recognised as one of the world major specialised manufacturers of Cable Glands, Thread Convertors and Junction Boxes. CCG's policy of "building in safety" and "designing out complexity" has meant that discerning engineers worldwide have recognised CCG's products for their time and wastage saving features.

**CommScope**
**A38**

Office 3207  
Jumeirah Business Center 5  
Plot W  
Jumeirah Lake Towers  
Dubai  
UAE



Nadyn Kesserwany  
nadyk.commscope@gmail.com  
+971 50 5502840  
www.commscope.com

CommScope (www.commscope.com, NASDAQ: COMM) has played a role in virtually all the world's best communication networks. We create the infrastructure that connects people and technologies through every evolution. Our portfolio of end-to-end solutions includes critical infrastructure our customers need to build high-performing wired and wireless networks. As much as technology changes, our goal remains the same: to help our customers create, innovate, design, and build faster and better. We'll never stop connecting and evolving networks for the business of life at home, at work, and on the go.

**Clyde & Co**
**A4**

Rolex Tower  
Sheikh Zayed Road  
PO Box 7001  
Dubai  
UAE



businessdevelopmentmena@clydeco.com  
+971 4 384 4000  
www.clydeco.com

Our first office in the Middle East was established in 1989, following many years of regional client involvement. Today Clyde & Co is one of the largest international law firms in the region with around 170 specialist lawyers and paralegals operating as one unit across offices in Abu Dhabi and Dubai in the UAE, Doha in Qatar, Riyadh in Saudi Arabia and Tripoli in Libya.

**Corrotherm International**
**A34**  
& SPONSOR

Corrotherm International  
Middle East FZCO  
5E-B, No 636  
PO Box 293710  
Dubai Airport Free Zone  
Dubai  
UAE



Sayeed Junied  
sayeed.junied@corrotherm.co.uk  
+971 50 481 6011  
www.corrotherm.co.uk

Suppliers of Nickel Alloy pipes, fittings, flanges, plate, bar and welding-consumables in Oil, Gas, Petrochemical and Power Industries, with global offices and comprehensive stock of seamless pipe in INCONEL®, MONEL®, Nickel 200/201 and INCOLOY® alloys. Over 200 years of in house experience.

Accredited to ISO9001, ISO14001 and OHSAS18001



**Derrick Services  
MENA FZE**
**A1**

Plot Nos HD-17  
PO Box 49945  
Hamriyah Free Zone  
Sharjah  
UAE



Stephane Niemczyk  
sniemczyk@derricksl.com  
+971 (0) 06 504 9888  
www.derricksl.com

The industry's leading provider of Drilling Derrick and Land Rig services, DSL offers 'qualified, turnkey' solutions for any Repair, Upgrade, Refurbishment, Inspection or Recertification project.

Delivered from its new Hamriyah facility by 'Trained and Qualified' Engineers, Inspectors and Technicians and backed by 35 years proven accreditation and experience.

**EagleBurgmann  
Middle East**
**A23**

Building CC06, Blue Shed  
Jebel Ali Free Zone  
PO Box 61310  
Dubai  
UAE



Leisma Morales  
Leisma.morales@ae.eagleburgmann.com  
+971 488 70078  
www.eagleburgmann.ae

EagleBurgmann Middle East FZE was founded in 1996 with the aim to provide best in class service and spare parts to its customers in the United Arab Emirates, Bahrain, Kuwait, Oman and Qatar.

Over the past 20 years, a motivated team of professionals has been gaining customer's trust through high quality products, flexible warehousing facilities and outstanding service. EagleBurgmann delivers safe and reliable performance in many applications: Oil & Gas, Petrochemicals, Refineries, Power & Water...

**G4S**
**A35**

Al Quoz Commercial Building -  
M08, (Opposite Al Manara Building)  
3rd Interchange, Al Quoz Industrial  
Area  
Sheikh Zayed Road  
PO Box 32634  
Dubai  
UAE



Brenda Magallen  
brenda.magallen@uae.g4s.com  
+971 4 321 1514  
www.g4s.ae

G4S is the leading global integrated security company specialising in the provision of security products, services and solutions. G4S UAE has been making a difference since 1994. We help organisations and people operate in a safe and secure environment where they can thrive and prosper. G4S UAE delivers range of services across the Emirates through a network of over 11,500 dedicated employees.

**Hill International**
**A2**

Suite 501, Sultan  
Business Centre  
Oud Metha  
Dubai  
UAE



Christopher Pedersen  
ChristopherPedersen@hillintl.com  
+971 50 189 5206  
www.hillintl.com

Hill International offers a comprehensive range of project management and consulting services to the oil & gas industry. Hill's involvement in technically complex and high value oil & gas projects has resulted in \$100Ms in savings or recoveries, early dispute resolution and increased certainty of the out-turn costs and time.

**Doosan Babcock**
**A12**

Porterfield Road  
Renfrew  
Renfrewshire  
Glasgow  
PA4 8DJ  
United Kingdom



Peter Flockhart  
peter.flockhart@doosan.com  
www.doosanbabcock.com

Doosan Babcock is a world leader in the delivery of engineering and asset management services to the oil, gas and petrochemical sectors. Using the latest technologies, best-in-class engineering expertise and an industry leading project management capability, we build, maintain and maximize the life and efficiency of customer assets worldwide.

**Endress+Hauser  
(UAE) LLC**
**A17**

3rd Floor  
Office 344  
European Business Centre  
Dubai Investment Park (DIP)  
PO Box 473547  
Dubai  
UAE



David Hewitt  
david.hewitt@ae.endress.com  
+971 4 808 7600  
www.endress.com

Endress+Hauser is a global leader in measurement instrumentation, services and solutions for industrial process engineering. The Group employs more than 12,000 personnel across the globe, generating net sales of 2.0 billion euros in 2014. Endress+Hauser products set standards in quality and technology.

**Harris CapRock**
**A16**

Office G17/G18  
Technopoint Building  
Dubai Silicon Oasis  
PO Box 341402  
Dubai  
UAE



Claudel de Leon / Kenny Grant  
Cdeleo01@harris.com / Kenny.grant@harris.com  
+971 4 3336626  
www.harriscaprock.com

Harris CapRock is a leading provider of integrated solutions for mission critical communications in hazardous and mobile environments. For the EPC sector we provide turnkey engineering and design, procurement, installation and maintenance for complete communications needs – everything from entertainment systems and security and monitoring services to video streaming and more.

**Hughes Safety  
Showers Ltd**
**A8**

Sector: P6 – 127  
PO Box 120448  
Sharjah Airport International  
Free Zone  
Sharjah  
UAE



Mr Shaik Sayee  
shaik@hughes-safety.com  
paul@hughes-safety.com  
+971 6 5527704  
www.hughes-safety.com

Hughes Safety Showers is one of the world's largest manufacturers of emergency safety showers, eyewash units and decontamination equipment. Products are designed, built and tested to worldwide standards and supplied to customers in more than 130 countries, directly, through distributors and in partnership with leading global engineering contractors.

**HVPD**
**A45**

128 Metroplex Business Park  
 Broadway  
 MediaCityUK  
 Salford  
 Greater Manchester  
 M50 2UW  
 United Kingdom



Yasmin Hasoon  
 info@hvpd.co.uk  
 +44 (0) 161 877 6142  
 www.hvpd.co.uk

High Voltage Partial Discharge Ltd are experts in on-line partial discharge condition monitoring of electrical assets. We provide bespoke solutions to our growing customer base in five main sectors: oil and gas, renewables, transmission and distribution, shipping and generation. Over 350 customers in over 100 countries already trust our technology.

**LEEA**
**A39**

3 Osprey Court  
 Kingfisher Way  
 Hinchingsbrooke Business Park  
 Huntingdon  
 Cambridgeshire  
 PE29 6FN  
 United Kingdom



mail@leeaint.com  
 +44 (0)1480 432801  
 www.leeaint.com

With nearly 900 members worldwide, LEEA (Lifting Equipment Engineers Association) is the leading representative body for the lifting industry. Providing a comprehensive range of training services, access to expert advice, authoritative publications and significant networking and marketing opportunities.

LEEA is responsible for the industry-recognised Diploma qualification for the test and examination of lifting equipment.

**Interserve –  
 Adyard Abu Dhabi**
**A3**

Mussafah  
 PO 7604  
 Abu Dhabi  
 UAE



William Duff  
 William.duff@interserve.com  
 +971 5 668 22605  
 www.interserve.com

Adyard Abu Dhabi, an Interserve Engineering and Construction Limited (IECL) Company are a UAE based leader in engineering, procurement and construction that supports the Oil & Gas industry worldwide. Adyard Abu Dhabi a subsidiary of Interserve PLC we have access to a wealth of industry – leading expertise, a rich base of experience and unrivaled reputation as a stand – alone division.

**Mott MacDonald Ltd**
**A11**

Level 2, Festival Tower  
 Dubai Festival City  
 Dubai  
 UAE



Sunil Puthuran  
 Sunil.Puthuran@mottmac.com  
 +971 4 2069115  
 www.mottmac.com

Internationally, Mott MacDonald delivers optimal engineering solutions to the oil, gas and petrochemicals sectors in over 140 countries.

We offer a full range of services spanning from concept to commissioning, including advisory and feasibility studies.

Our 1,500 strong multidisciplinary team of specialists work across a network of offices around the world as a single team sharing knowledge, processes and best practices through our internal information network.

**Multivalve Technology**
**A32**

Office 2107  
 Bayswater Tower  
 Business Bay  
 PO Box 261942  
 Dubai  
 UAE



Michael Bovey  
 mbovey@multivalve.com  
 +971 4 3678788  
 www.multivalve.com

Multivalve Technology (MVT) is a UK company specialising in the design and manufacture of API 6D and 6A ball valves and Double Block and Bleed Valves. With extensive references around the world and client approvals our installed base is significant and growing. We manufacture our products in our modern fully certified factory in China to very stringent European rules with respect to quality and safety.

**Online Electronics  
 part of IK Group**
**A7**

Online House  
 266 Auchmill Road  
 Aberdeen  
 AB21 9NB  
 United Kingdom



Kristina Ciuksyte  
 kc@online-electronics.com  
 +97 5 264 65595  
 www.online-electronics.com

OEL is a leading global pipeline communications specialist who has been acquired by IK-Group, a leader in subsea, field, pipe intervention, torque & calibration, pigging products & services. Combination of OEL's and IK-Group equipment and services will provide our clients with an innovative service partner in the Oil and Gas market.

**Okazaki**
**A43**

1-3 Gokodori  
 3 Chome  
 Chuo-Ku  
 Kobe  
 651-0087  
 Japan



Chris Chant  
 Chris.chant@okazaki-mfg.co.uk  
 +44 (0) 2920 814333  
 www.okazaki-mfg.com

Okazaki Manufacturing Company has been an active supplier for more than 60 years.

Implementing its temperature measurement products as part of major oil and gas projects all around the world. More than simply a manufacturer, OMC is a trusted, reliable supplier of premium quality temperature instrumentation.

**Orion Group**
**A5  
 & SPONSOR**

Orion House  
 Castle Heather  
 Inverness  
 Inverness-shire  
 IV2 6AA  
 United Kingdom



David Cordiner  
 david.cordiner@orioneng.com  
 +971 437 94915  
 www.orionjobs.com

Established in Scotland in 1987, Orion Group has achieved consistent growth over the ensuing 28 years and is now an international leader in the provision of personnel to the Engineering Industry. Today Orion Group manages the placement of thousands of contractors every year via our worldwide network of offices throughout Europe, the Americas, the Middle East, Asia Pacific and Africa. Following continued year on year growth, Orion expect to shortly exceed USD \$1 billion annual sales.



## Panduit Ltd

A21

West World  
Westgate  
London  
W5 1UD  
United Kingdom



Amaechi Oduah  
EMEA-CustomerServices@panduit.com  
+44 (0)208 6017219  
www.panduit.com

Panduit offers solutions for demanding industrial applications - from harsh environments construction to control room and energy solutions. Our products are engineered to meet or exceed regulatory standards, improve operational performance, and reduce installation times. Our proven, long-term EPC industry experience ensures deadlines and budgets are met so you can bring projects in on time and under budget.

## Power Testing UAE LLC

A42

33 Hanbury Road  
Widford Industrial Estate  
Chelmsford  
Essex  
CM1 3AE  
United Kingdom



Ian Gleed  
langleed@powertesting.co.uk  
+44 (0)1245 266800  
www.powertestingllc.ae

Power Testing are leading specialists in HV and LV Electrical Maintenance, Testing and Repair Installation, Commissioning, Inspection, Consultancy and Support, offering services to help you reduce your costs by managing your assets rather than replacing.

Our ethos is "Get it right first time every time".

## PJ Valves

A6

10 Merchant Drive  
Mead Lane  
Hertford  
SG13 7BH  
United Kingdom



Spencer Linsell  
slinsell@pjvalves.com  
+44 (0)1992 587878  
www.pjvalves.com

PJ Valves are a manufacturer of ball, gate, globe and check valves, focusing on delivering valve packages and associated documentation on time and to project specifications.

PJ Valves have extensive global references, and our valves are designed to withstand the most demanding onshore and offshore environments.

Visit our website at [www.pjvalves.com](http://www.pjvalves.com)

## ProSep

A31

Al Muroor  
Mohammed Salem Ahmed  
Harbi Al Ameri Building,  
Mezzanine Floor  
PO Box: 3949  
Abu Dhabi  
UAE



Ryan McPherson  
rmcpherson@prosep.com  
+971 2 449 6801  
www.prosep.com

ProSep is the leading global provider of process separation solutions to remove solid, liquid or gaseous contaminants from oil, gas, and produced water streams. We provide innovative technologies to improve efficiency and reduce OPEX, such as our ProMix and ProSalt mixers which can save up to 60% chemical/ wash-water consumption.

## R. Stahl Middle East

A18

P.O. Box 17784  
Jebel Ali Free Zone  
Dubai  
UAE



Ravindra Jagasia  
ravindra.jagasia@stahl.ae  
+971 4 8066 407  
www.stahl.ae

Explosion protected switchgear, lighting and automation equipment including control stations, terminal boxes, lighting, intrinsically safe equipment, custom-built equipment, distribution units and motor starters.

## Rigzone

SPONSOR

22 Abercrombie Court  
Arnhall Business Park  
Westhill  
Aberdeen  
AB32 6FE  
United Kingdom



Ashleigh Pirie  
Ashleigh.pirie@rigzone.com  
+44 (0)1224 548080  
www.rigzone.com

Rigzone has been working with top Oil and Gas recruiters and employers for more than 15 years.

For over 15 years Rigzone has been providing the latest jobs, news, data services and much more. We have over 3 million Oil & Gas members and over 2 million CVs.

## Raeburn Group Limited

A24

Building 3  
Chiswick Park  
566 Chiswick High Road  
Chiswick  
London  
W4 5YA  
United Kingdom



Steve Rowbottom  
steve.rowbottom@raeburn.com  
+44 (0)1224 625050  
+44 (0)20 8899 6960  
www.raeburn.com

Established in 1981, Raeburn are a global leader in the provision of permanent and contract recruitment services supporting and delivering for our clients throughout the life cycle of their project and operational requirements in the following disciplines –

- Construction & Infrastructure
- Oil & Gas
- Energy
- Commercial & Finance

## ROCKWOOL Technical Insulation

A40

Delfstoffenweg 2  
Roermond  
6045 JH  
The Netherlands



Biju Ravindran  
biju.ravindran@rockwool.com  
+971 506 360235  
www.rockwool-rti.com

ROCKWOOL Technical Insulation – a subsidiary of the ROCKWOOL International Group – develops innovative technical insulation solutions for the process & power generation industry and the shipbuilding & offshore market. Through our two product lines: ProRox and SeaRox, we offer a full spread of products and systems guaranteeing the highest possible thermal, acoustical, firesafe and energy efficient insulation of all technical installations.

**Rotork**
**A15**

Jebel Ali Free Zone  
LC-7  
P.O. Box 262903  
Dubai  
UAE



Cristian Corelli  
+971 488 76408  
cristian.corelli@rotork.com  
www.rotork.com

Rotork is the world's leading manufacturer of electric, pneumatic and hydraulic valve actuators and control systems, valve gearboxes, valve accessories and precision control instruments. Rotork's global network of over 800 offices and representatives provides a localised single source for these products, supported by life-of-plant maintenance, repair and upgrade services.

**Score Group plc**
**A44**

Score Middle East FZE  
PBU ZG7 North JAFZA  
Jebel Ali  
PO Box 261906  
Dubai  
UAE



Karthik Ramaraj  
Karthik.ramaraj@score-group.com  
+971 480 30000  
www.score-group.com

Score Group plc operates worldwide providing engineering services across five continents within a range of sectors which include oil & gas, nuclear and marine. The range of services offered by Score Middle East has evolved from **valve repair and supply to the concept of Total Valve Management** whereby Score offers the following services; Project Valve Supply, wide range of Valve Automation Solution, Valve Engineering and Design Services, Valve Repair and Refurbishment, Provision of Skilled Valve Specialists, Mobile Workshop, Valve Diagnostic and Condition Monitoring Services.

**Safehouse Habitats  
Middle East Oil Well & Gas  
Equipments Installation L.L.C.**
**A9**

ICAD- M41-6AB1-Building C,  
Units: 8,9,10  
Abu Dhabi  
UAE



Jana Naumovska  
jananaumovska@safehouseltd.com  
+971 2 554 3043  
www.safehouseltd.com

SAFEHOUSE are the world leading providers of ATEX certified Engineered Control Measures that manage the risks of naked flame Hot Work and other ignition sources within Zone 1 and 2 hazardous areas. Our trusted, integrated solutions deliver safe, operational efficiencies to clients and mitigate deferral to shut down. UK headquarters with regional hubs in the US, Europe, the Middle East, CIS, Africa and Asia Pacific.

**Senscient Limited**
**A37**

F1-2 Arena Business Centre  
Holyrood Close  
Poole  
Dorset  
BH17 7FP  
United Kingdom



Sunil Kumar  
+971 528 766325  
www.senscient.com

We have developed cutting edge technology for Flammable & Toxic Gas detection including H2S utilizing lasers, called Enhanced Laser Diode Spectroscopy. Senscient's installed base now comprises over 1,400 systems that have been delivered to a global customer.

**Strategic Power  
Systems, Inc**
**A25**

SPS International (UK) Ltd  
Warwick Innovation Centre  
Warwick Technology Park  
Gallows Hill  
Warwick  
CV34 6UW  
United Kingdom



Jon Willis  
jon.willis@spsinc.com  
+44 (0)7827 892488  
www.spsinc.com

SPS® philosophy is Data First. We are experts in the field of data collection, validation, analysis and benchmarking.

Unique to SPS is our Operational Reliability Analysis Program or ORAP®, a powerful database that allows for data capture from global power plants. There is no system in the world that collects power plant data in such a comprehensive way as ORAP.

**Technip**
**A41**

Witan Gate House  
500-600 Witan Gate West  
Milton Keynes  
MK9 1BA  
United Kingdom



Phil Emsley  
pemsley@technip.com  
+44 (0)7917 243183  
www.technip.com

Technip is a world leader in project management, engineering and construction for the energy industry. Our 38,000 people are constantly offering the best solutions and most innovative technologies to meet today's energy challenges. Technip are active in three business activities in the oil and gas sector; Subsea, Offshore and Onshore.

**Suez Environnement –  
Oil & Gas Systems**
**A30**

c/o Process Group  
International  
P.O Box 46153  
Abu Dhabi  
UAE



Mr Adil Shaikh  
sales@processgroupintl.com  
+971 2 550 0899  
www.ProcessGroupIntl.com

A leading supplier of process equipment to the Hydrocarbon industries, specializing in complex, challenging projects requiring technology solutions: Gas Dehydration (TEG and Molecular Sieve), Gas Sweetening (Amine and Membrane), Produced Water Treatment (hydrocyclones, IGF / DGF, Nutshell Filters) and sand management - utilizing a broad range of engineering and delivery capabilities.

**Tyco Fire & Security  
UAE LLC**
**A46**

6th Floor  
Bin Brook Bldg.  
Hamdan Street  
PO Box 3333  
Abu Dhabi  
UAE



Donna Z. Villena  
marketing@tycofireuae.com / donna@tycofireuae.com  
+971 2 6777776  
www.tycofireuae.com

Tyco Fire & Security UAE is a leading engineering, contracting and service company delivering totally integrated fire, security and telecommunications solutions throughout the Middle East. With an extensive 20-year experience as a specialist fire and security solutions provider, we offer global solutions, have international experience and tailor our packages to ensure that complete fire and security protection is provided to the most demanding of projects in the most challenging of environments.



**University of Salford UAE**

SPONSOR

11th Floor Al Wahda  
Commercial Tower  
Hazna Bin Zayed the First  
Street  
PO Box 127432  
Abu Dhabi  
UAE



Graeme Mullin  
g.mullin@salford.ac.uk  
+971 281 57923  
www.abudhabi.salford.ac.uk

The University of Salford, Manchester was founded in 1896 to train engineers for the city's booming industrial sector. We remain true to our roots by continuing to supply industry with skilled graduates in our areas of expertise:

- Built Environment
- Business
- Energy
- Healthcare
- Media and digital
- Science and technology

**Vulcanic UK Ltd**

A20

South Green Park Enterprise Centre  
Mattishall  
Dereham  
Norfolk  
NR8 6JA  
United Kingdom



Chris Kettlety  
ckettlety@vulcanic.com  
+44 (0)7824 882738  
www.vulcanic.com

Vulcanic specialise in the design and manufacture of electric process heaters and the associated control systems for Zone 1 & 2 Hazardous areas to the Oil, Gas, Petrochemical and Power Industries. Recent major UAE projects supplied to include SARB 3, EPC2 UPPER ZAKUM, and MASDAR CCP project.

**Weir Solutions FZE**

A22

West Wing 1  
Office 312  
Dubai Airport Free Zone  
Dubai  
UAE



Magda Schoeman  
Magda.schoeman@weirminerals.com  
+971 4 299 6808  
www.weirminerals.com

Weir is a specialist in delivering and supporting equipment solutions into the Oil & Gas, Power, Water Treatment and Mining Industries with slurry & dewatering pumps, hydrocyclones, valves, screens, rubber lining and wear-resistant, hoses, crushers, supported by a comprehensive aftermarket services team. Please visit [www.weirminerals.com](http://www.weirminerals.com), for more information & contact details.

**Wood Group PSN**

A13

15 Justice Mill Lane  
Aberdeen  
AB11 6EQ  
United Kingdom



Ola Izoli  
ola.izoli@woodgroup.com  
+971 265 19802  
www.woodgroup-psn.com

Wood Group PSN is a major, independent, international brownfield services contractor to oil, gas and other process industries. Our 28,000 people provide project management, engineering, construction, hook up, commissioning, facilities and production management, and operations and maintenance services, on five continents. Our industry-recognised experts in advanced integrity, special studies, and HSE meet the challenges that have built our consistent reputation.

**NATIONAL DINNER**

— 2015 —

15<sup>TH</sup> OCTOBER 2015 • NATURAL HISTORY MUSEUM • LONDON

Enjoy a magical evening of entertainment, networking and splendour in a truly unique venue. The EIC National Dinner will take place against the spectacular backdrop of Hintze Hall at the world famous Natural History Museum.

Over 550 energy industry professionals will attend the event offering an unrivalled opportunity to network with buyers and colleagues from the global energy industry. Entertainment will be provided by expedition leader, travel writer and marine biologist Monty Halls, one of the most established and thought-provoking speakers in the UK.

We also look forward to announcing the winner of The EIC Award for Supply Chain Excellence 2015 and celebrating the achievements of our members.

|  |                                |
|--|--------------------------------|
| • Canapés and drinks reception         | Cost                           |
| • Sumptuous three-course meal          | Table of 12 £2,500 +VAT        |
| • Coffee and Petit Fours               | Table of 10 £2,100 +VAT        |
| • Beer and wine included during dinner | Individual Place £215 +VAT     |
| • First class entertainment            | Open to EIC members and guests |

To Book T: +44 (0) 1642 379 975  
E: [nationalevents@the-eic.com](mailto:nationalevents@the-eic.com) [www.the-eic.com/nationaldinner](http://www.the-eic.com/nationaldinner)



# Energy2015

24-25 November, Manchester Central, UK  
Supply Chain Event & Conference

## Get ahead of the competition and discover global opportunities in the energy industry

**EIC Connect Energy encompasses a series of Supply Chain Briefings, a two-day Conference and Exhibition covering opportunities and updates on global nuclear, gas, coal and renewable energy projects.**

- > Supply Chain Briefings from the leading international operators and contractors about their future project requirements and buying policies.
- > Two-day Conference programme where high level decision makers outline future market conditions and current challenges in the Energy sector.
- > Adjoining exhibition to showcase new technologies in the industry.
- > Fantastic networking opportunities including NEW for 2015, the EIC Connect Gala Dinner.

### EXHIBIT

- > Be part of an exclusive showcase of just 50 companies
- > Promote your products and global capabilities to buyers
- > Preferential booking of one-2-one meetings with buyers
- > Network with over 700 UK and international energy delegates

#### Stands are sold in 9sq.m increments and include:

- > 2 x delegate places and 2 x places to gala dinner
- > Shell scheme, furniture and electrical package
- > Web and print promotional opportunities

**Cost:** £2600 +VAT (Open on one side only)  
£2900 +VAT (Corner stand, open on two sides)

#### 2015 Invited Speakers Include:



**OPEN  
TO ALL UK  
COMPANIES**

**NEW  
FOR  
2015**

### EIC Connect Energy Gala Dinner

Why not join the event speakers, sponsors, exhibitors and VIP's for a relaxing evening of networking and entertainment.

**Cost:** £80 +VAT

### ATTEND AS A DELEGATE

- > Learn about high-value opportunities on global energy projects
- > Identify future markets and areas of growth
- > Book one-2-one meetings with buyers
- > Fantastic networking opportunities with leading energy decision makers

#### Delegate places include:

- > Access to a Networking Hour with drinks & canapés
- > Working lunch and refreshments
- > Presentation copy after the event
- > Event Programme

**Cost:** £295 +VAT (All UK companies)

FOR MORE INFORMATION: [www.the-eic.com/eicconnect](http://www.the-eic.com/eicconnect)







EIC|CONNECT

# Middle East 2015

Exhibition & Conference

2 June, St Regis Saadiyat Island, Abu Dhabi, UAE



## About the EIC

The EIC is the leading trade association providing dedicated services to help members understand, identify and pursue business opportunities globally. Established in 1943, the EIC is a not-for-profit organisation with a membership of over 700 UK registered companies who deliver goods and services to the energy industries worldwide.

Our goal is to put our members first and serve them well, providing one of the most comprehensive sources of energy projects and business intelligence in the energy sector today. The EIC is renowned for excellence in the provision of services that unlock opportunities for our members, helping the supply chain to win business across the globe.

### The EIC

89 Albert Embankment

London, SE1 7TP

Tel +44 (0)20 7091 8600

[info@the-eic.com](mailto:info@the-eic.com)

[www.the-eic.com](http://www.the-eic.com)



@TheEICEnergy #eicconnect



Energy Industries Council (EIC)