

**EIC CONNECT OIL & GAS  
INTERNATIONAL SUPPLY CHAIN EVENT & CONFERENCE  
MANCHESTER CENTRAL 1, MANCHESTER CENTRAL, PETERSFIELD, MANCHESTER M2 3GX**

EIC Connect brings the world's largest oil and gas companies face to face with the UK based supply chain, including many of our most successful SME's. Since 2002 the event format has become a well proven interactive platform designed to educate the supply chain as to the project opportunities available throughout the world and showcase the highest quality technology, products and services available from the UK.







This is the EIC's key initiative where the major operators and contractors showcase their international high value opportunities in the exhibition presentations and help SME's shape their business towards current and future industry needs in the conference.

**OUTLINE AGENDA**

**Tuesday 27<sup>th</sup> November 2012 (Exhibition Open 9am – 5pm)**

DELEGATE REGISTRATION AND REFRESHMENTS SERVED FROM 8.30AM

All exhibitors, speakers and delegates are invited to attend the opening address at 9am in the main gallery

		<div>OPENING PLENARY SESSION</div> <div>Hosted by Shell Upstream International</div>		<div>in association with UK</div> <div>TRADE &amp; INVESTMENT</div> 
 <div>SESSION CHAIRMAN</div> <div>Ian Stokes, CEO</div> <div>Energy Industries Council</div>	 <div>KEYNOTE SPEAKER</div> <div>Paul Massih</div> <div>Vice President Contracting and Procurement, Shell Upstream International</div>	<div>A significant proportion of future oil and gas production is expected to come from countries where Local Content is a national priority. It is therefore crucial that companies throughout the oil and gas supply chain understand how they can maximise their contribution to the creation of local jobs, skills and economic growth. This presentation will share examples of Shell Local Content initiatives working with both local and global suppliers. It will also highlight opportunities for the oil and gas industry to further improve operational performance by leveraging local capabilities.</div> <div>Pre-registered delegates must book a place on this 45minute session as space will be limited</div> <div>CHARTER ROOM 1, MANCHESTER CENTRAL, 9.15AM</div>		 <div>PANELLIST</div> <div>Craig Jones</div> <div>Head, Oil &amp; Gas, Strategic Trade Group</div>
<div>TUESDAY'S FEATURED PRESENTATIONS:</div>				

<b>EXHIBITION PRESENTATIONS</b> <b>Opportunities with....</b> ALL AVAILABLE ON A FIRST COME FIRST SERVED BASIS  Presenters will talk about specific projects and the equipment and/or services that may be required from the supply chain. Your opportunity to choose one of the following sessions to attend each hour, meet the speakers and understand their requirements from suppliers better.  <b>The following companies will deliver their presentation at:</b> 10.00am, 11.00am and 12.00pm  These speakers will carry out appointments with suppliers on Wednesday 28 <sup>th</sup> November (Must be pre-booked)				<b>CONFERENCE SESSION</b> <b>Market Outlook for the UK supply chain</b> Panellists will be outlining the challenges they face in the North Sea to help SME's channel their longer term business goals  <b>REGISTERED DELEGATES MUST PRE-BOOK AS PLACES WILL BE LIMITED</b> <b>Conference Session 1: 10.00am – 12.00pm</b> <b>What's Left in the North Sea?</b>  <i>Opportunities on mature discoveries and challenges for the supply chain</i> Combined UK and Norwegian capex and opex spend in the North Sea averages at over £80 million per day! The demand for specialist products and services that provide increased oil & gas recovery in mature and more technically challenging fields is growing. Can you afford to miss out?			
Theatre 1	Theatre 2	Theatre 3	Theatre 4	PANELLISTS			
				SESSION CHAIRMAN			
 <b>Norman McLennan</b> Principal UKU C&P Manager & Head of Supply Chain	 <b>Dave Wallace</b> Supply Chain Manager	 <b>Steve Petrie</b> Supply Chain Manager – Wells	 <b>Hans Wagner</b> Proposals & Technical Manager	 <b>Gerry Ward</b> Managing Director, Operational Excellence (OPEX) Group Ltd	 <b>Ken Smart</b> Director of Business Development, Aker Solutions UK	 <b>Steve Kew</b> Exploration & Development Director	 <b>Dr. Phil Goddard</b> Director of EIC Consult
BG Group enjoys a proud history in all aspects of the energy sector, particularly natural gas, with experience across the entire gas chain. The Group's focus is on understanding, building and supplying natural gas markets around the world and the company operates in four key business sectors – E&P, LNG, T&D and Power. BG Group is one of the most significant exploration and production businesses in the offshore waters of the UK.	<b>A New Class of Investment</b> ConocoPhillips is one of the world's largest independent Exploration and Production companies based on proved reserves and production of liquids and natural gas. We explore for, produce, transport and market crude oil, natural gas, natural gas liquids, liquefied natural gas and bitumen on a worldwide basis, with operations in 30 countries.	<b>Centrica's key message is focused on their international growth, category activity, strategic contracting and SRM</b>  <b>Be part of our exceptional story</b> – This is a special time for us. An expanding international presence, increasing levels of investment and growing production will generate opportunities for all tiers of the Supply Chain	<b>Managing Project Execution Risk in Supply Chain</b> Contracts/purchase orders awarded to UK companies by the SBM Offshore group represents a quarter of its total spend each year. SBM Offshore hopes to share new developments in its organization and HSSE, technological and commercial challenges in the execution of present and future projects with the objective to obtain valuable feedback from the supply market in these matters.	An industry leader with 30 years of relevant operational oil and gas experience under his belt, Gerry will chair this afternoon's session and will facilitate an open Q & A session with all speakers.	Aker Solutions will present the importance of innovation and technology development with particular focus on the Asgard Subsea Compression Project.	Xcite Energy to present their perspective on improved fiscal regime and opportunities for older discoveries in the advent of advancements in technology etc.	Perspectives on market size, supply chain dynamics, spend profiles and upcoming project developments.
<b>1.00pm – 2.00pm</b> Lunch served in exhibition hall				<b>1.00pm – 2.00pm</b> Lunch served in conference foyer			
<b>EXHIBITION PRESENTATIONS</b>				<b>CONFERENCE SESSION</b>			

<b>Opportunities with contractors</b> ALL AVAILABLE ON A FIRST COME FIRST SERVED BASIS  Presenters will talk about specific projects and the equipment and/or services that may be required from the supply chain. Your opportunity to choose one of the following sessions to attend each hour, meet the speakers and understand their requirements from suppliers better.  <b>The following companies will deliver their presentation at:</b> 2.00pm, 3.00pm and 4.00pm  These speakers will carry out appointments with suppliers on Wednesday 28 <sup>th</sup> November (Must be pre-booked)				<b>Market Outlook for the UK supply chain</b>  Panellists will be outlining the challenges they face on Unconventional Gas projects to help SME's channel their longer term business goals  <b>Conference sessions are NOT repeated</b> REGISTERED DELEGATES MUST PRE-BOOK AS PLACES WILL BE LIMITED  <b>Conference Session 2: Afternoon 1.45pm – 3.45pm</b> <b>Unconventional Gases – an energy revolution</b> <i>The facts, concerns, responses AND the global opportunities for UK companies</i> "Unconventional" gas (including "shale gas") is already revolutionising North American energy supplies, slashing gas and power prices and driving a widespread manufacturing revitalisation on the back of drilling, fracking and cheaper energy. What is the global potential of this technology - and what will be the wider impacts and the global opportunities for UK suppliers, contractors and operators?				
Theatre 1	Theatre 2	Theatre 3	Theatre 4	PANELLISTS				
				SESSION CHAIRMAN				
 <b>Darrell Benstead</b> Procurement Manager	 <b>Graham Clarke</b> Brownfield, Operations and Maintenance Supply Chain Manager	 <b>Christoffer Valstad</b> Vice President Procurement	 <b>Nils Anderstrøm</b> Group Commodity Director	 <b>Malcolm Brinded</b> Chairman of the Shell Foundation and British Business Ambassador	 <b>Dr Graeme Smith, Shell; VP Exploration Tight Gas and Oil:</b>	 <b>Francis Egan, CEO, Cuadrilla Resources:</b>	 <b>Iain Dowell, Halliburton</b> UK Business Development Country Manager:	 <b>Richard Salter,</b> Global Shale Exploration Technical Manager, Unconventional Resource Group, Schlumberger
Aker Solutions provides oilfield products, systems and services for customers in the global oil and gas industry. The company's knowledge and technologies span from reservoir to production and through the life of a field.  It brings together engineering and technologies for oil and gas drilling, field development and production. The company employs approximately 25 000 people	<b>AMEC: Aspiring to excellence in everything we do, everyday, throughout the world.</b> AMEC is a leading supplier of consultancy, engineering and project management services to its customers in the world's oil and gas, minerals and metals, clean energy, environment and infrastructure markets.	With more than 3 200 HSE-focused and experienced employees, Kvaerner is a specialised provider of engineering, procurement and construction (EPC) services for offshore platforms and onshore plants. Kvaerner ASA, through its subsidiaries and affiliates ("Kvaerner"), is an international contractor that plans and realises some of the world's most demanding projects as a preferred partner for upstream and downstream oil and gas	Subsea 7 is a seabed-to-surface engineering, construction and services contractor to the offshore energy industry worldwide. We provide integrated services and have a proven track record in delivering complex projects in deepwater and challenging environments.	The afternoon will be chaired by Malcolm Brinded, till recently Shell's Upstream Executive Director, and will include an open Q and A session with all four speakers.	Will cover the role and potential of unconventional gas and liquids in the global energy mix; the environmental issues and how Shell, the industry and regulators are addressing them, and where Shell sees major opportunities for suppliers.	Will address how Cuadrilla is tackling the exploration and development of tight gas in the North West of England, their perspectives on the wider potential of the opportunity, including for the supply chain, as well as put you at ease about "earthquake" risks in Manchester....	Will focus on the Halliburton perspective on the sector, the growth potential geographically, the environmental and technological challenges, and what Halliburton looks for, from its second tier suppliers.	Will cover how Schlumberger have developed new technology and expanded tight gas services to respond to fast-growing demand in North America and also in Europe, Africa and China - and what they see as the key attributes to be successful as a supplier to the sector



in more than 30 countries.		operators, industrial companies and other engineering and fabrication contractors.						
Wednesday 28 <sup>th</sup> November 2012 (Exhibition Open 9am – 5pm)								
<div>INTERNATIONAL SHOWCASE</div> <div>Presentations in the Exhibition Hall</div> <div>Opportunities with Global Companies</div> <div>Presenters will talk about specific projects and the equipment and/or services that may be required from UK companies.</div> <div>9am – 10am: These sessions are NOT repeated</div> <div>These speakers are available for One 2 One Appointments after their session throughout the day</div> <div>Please check the programme as more international companies will be confirmed in the coming weeks.</div>						<div>in association with UK</div> <div>TRADE &amp; INVESTMENT</div> <div></div>		
Theatre 2 ALGERIA		Theatre 3 GLOBAL				Theatre 4 RUSSIA		
<div></div> <div>Sonatrach</div>	<div></div> <div>Mr. TOUAMI Mahieddine</div> <div>Director of Petroleum Engineering and Development Division</div>	<div></div>	<div></div> <div>Richard Reynolds</div> <div>Global Director – Procurement and Contracts</div>	<div></div> <div>Marine Navigation Systems (MNS)</div>	<div></div> <div>Igor Moryakov</div> <div>Sales &amp; Marketing Director</div>			
<div>Sonatrach is the largest oil and gas company in Algeria and Africa. The company operates in exploration, production, pipeline transportation and marketing.</div> <div>In Upstream activity, Sonatrach operates 53 exploration projects (40 by Sonatrach alone and 13 in partnership with foreign companies) and 91 exploitation projects (69 by Sonatrach alone and 22 in partnership).</div> <div>Sonatrach manages a pipelines network of almost 17 000 Km to transport crude oil, natural gas, LPG and condensate.</div> <div>Sonatrach owns 04 LNG complexes with a capacity of 44 billion m3 of LNG/year, 02 LPG complexes with a capacity of 10 million tons /year, 05 refineries with a capacity of 25 million tons /year.</div>		<div>WorleyParsons service capability covers the entire asset lifecycle: from identifying the opportunity to the operating phase. WorleyParsons extensive experience ensures that we provide project solutions with the lowest total lifecycle cost while meeting each customer’s specific requirements.</div> <div>WorleyParsons has the track record and systems necessary to pursue and deliver large-scale and complex projects. As resource projects continue to grow in size and complexity, WorleyParsons is one of the few global companies with the resources, technical capabilities and systems to meet the demands of large-scale projects.</div>				<div>MNS was established in 1991. The company specialises in navigation, radio communication, automation spheres for ships and vessels of all classes and purposes, shore installations and off-shore oil and gas infrastructure. The company provides comprehensive supply of a wide range of special equipment. Since 1991 MNS has equipped more than 800 vessels, ships, platforms, oil terminals, etc.</div> <div>This presentation will focus on the forthcoming projects and opportunities for UK companies to take part in these projects.</div>		
WEDNESDAY’S FEATURED PRESENTATIONS:								

<b>EXHIBITION PRESENTATIONS</b> <b>Opportunities with....</b> ALL AVAILABLE ON A FIRST COME FIRST SERVED BASIS  Presenters will talk about specific projects and the equipment and/or services that may be required from the supply chain. Your opportunity to choose one of the following sessions to attend each hour, meet the speakers and understand their requirements from suppliers better.  <b>The following companies will deliver their presentation at:</b> 10.00am, 11.00am and 12.00pm  These speakers will carry out appointments with suppliers on Tuesday 27 <sup>th</sup> November (Must be pre-booked) Please check the programme as more sessions will be confirmed in the coming weeks.				<b>CONFERENCE SESSION</b> <b>Market Outlook for the UK supply chain</b> Panellists will be outlining the challenges they face in to help SME's channel their longer term business goals  <b>REGISTERED DELEGATES MUST PRE-BOOK AS PLACES WILL BE LIMITED</b> <b>Conference Session 3: 10.00am – 12.00pm</b>  <b>LNG Australia – future investments &amp; opportunities</b> Australia is set to become one of the largest LNG exporters in the world, with over 60 million tonnes of annual capacity due to come online before 2017. Currently, seven LNG export projects are under construction with a further two set to be sanctioned before the end of 2013. However, despite huge investment and rising construction costs, plus a shortage of skilled labour, there is a growing list of problems which these projects now have to confront.		
Theatre 1	Theatre 2	Theatre 3	Theatre 4	PANELLISTS		
						
 <b>Simbi Wabote</b> CP Local Content Manager	 <b>Eskil Erikson</b> Vice President Communication	 <b>Graeme Fawcett</b> Supply Chain Manager – Tullow Ghana	 <b>Ravshan Tashmetov</b> Business Development Director Wood Group PSN Kazakhstan – PSN KazStroy JSC	 <b>Gianluca Luffino</b> VP WorleyParsons <b>Session Chairman</b>	 <b>Steve Banks</b> General Manager, Browse, Woodside	 <b>Richard Goldsmith</b> Head of Trade for W.A. + N.T. <i>Energy, Mining &amp; Metals</i> British Consulate -PERTH
<b>Opportunities in Shell Upstream's Supply Chain in Europe</b> The presentation will focus on Shell Upstream's portfolio of oil and gas assets in Europe. It will include a summary of current supply chain opportunities and requirements for contractors and sub-contractors on safety and governance.	Statoil is the principal oil and gas operator on the NCS and major supplier of gas to the UK. It also has a growing international upstream portfolio.  Statoil will showcase their global opportunities to suppliers and explain how to do business with them.	In Africa, Tullow has production in Ghana, Gabon, Côte d'Ivoire, Mauritania, Congo (Brazzaville) and Equatorial Guinea with two large appraisal and development programmes in Ghana and Uganda. Tullow also has exploration interests in Gabon, Côte d'Ivoire, Liberia, Sierra Leone, Mauritania, Senegal, Tanzania, Mozambique, Madagascar, Namibia, Kenya and Ethiopia.	Wood Group PSN is a global provider of engineering, project management, procurement, EPC, construction, hook up & commissioning, pre-operations, operations & maintenance, training and decommissioning services to the energy industry.  Employing over 26,000 people in more than 35 countries, Wood Group PSN offers high integrity, brownfield services that support customers to optimise performance, maintain production, reduce operating costs and provide integrity assurance.	The afternoon will be chaired by Gianluca Luffino, Vice President from WorleyParsons, and will include an open Q and A session with all speakers.	Steve Banks will speak on the proposed Browse LNG Development, Woodside's latest LNG development which aims to become the eleventh major LNG project in Australia.  After recently achieving a major permitting milestone, the Kimberly based project looks prime for investment and is set to provide many opportunities for the global energy supply chain in the future.	Richard is the Lead for Energy, Mining and Resources for Australia and Head of Trade for Western Australia and the Northern Territory.  Rationalisations and Prosecutions. Richard has been with the FCO trade arm UK Trade and Investment for 2 years based in Perth. He has launched two major packages for UKTI in Australia –Setting up in Perth and Northern Australia Gas HVO which provides information on the 20 major LNG projects in Australia.
<b>1.00pm – 2.00pm</b> Lunch served in the exhibition hall				<b>1.00pm – 2.00pm</b> Lunch served in the conference Foyer		

### EXHIBITION PRESENTATIONS

#### Opportunities with contractors

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**The following companies will deliver their presentation at:**  
2.00pm, 3.00pm and 4.00pm

These speakers will carry out appointments with suppliers on Tuesday 27<sup>th</sup> November  
(Must be pre-booked)

### CONFERENCE SESSION

#### Market Outlook for the UK supply chain

Panellists will be outlining the challenges they face in to help SME's channel their longer term business goals

REGISTERED DELEGATES MUST PRE-BOOK AS PLACES WILL BE LIMITED
















#### Conference Session 4:

**2.00pm – 3.30pm**

#### Ultra Deepwater – understanding the challenges

*Unlocking some of the potential barriers involved to help accelerate the oil & gas supply chain's capabilities into deeper waters.*

As the key growth market within the offshore oil and gas sector and the most capital intensive area for development, emerging trends within the deep and ultra-deepwater sector reflect the dynamic state of the industry and the level of operator optimism going forwards.

Theatre 1	Theatre 2	Theatre 3	Theatre 4	PANELLISTS			
				SESSION CHAIRMAN			
 <b>Andrew Cuniah</b> Procurement Operations Manager	 <b>Robert Preston</b> Manager, Purchasing	 <b>Phil Emsley</b> Head of Business Europe	 <b>Peter Ireton</b> Vice President, Business Development	 <b>Mark Stewart</b> Partner, EC Harris	 Mr Antonio Claudio Correa Petroleum Engineer Petrobras, Europe	 <b>Dave Pugh</b> Project Director	 <b>Nigel Pollard</b> Director of Engineering Excellence
Founded in 1898, Bechtel is one of the oldest and largest family-led, private corporations based in the United States. Bechtel Corporation can boast: <ul style="list-style-type: none"> <li>• 114 years of experience</li> <li>• Over 23,000 Projects</li> <li>• Worked in 140 nations on 7 continents</li> <li>• Revenues of \$32 billion in 2011</li> <li>• Annual procurement of products and services exceeding \$20 billion</li> <li>• Booked new work valued at \$53billion (2011)</li> <li>• 52,700 employees</li> </ul>	<b>"Supply Opportunities with Foster Wheeler:</b> Foster Wheeler is a global engineering and construction company and power equipment supplier delivering technically advanced, reliable facilities and equipment. The company employs approximately 12,000 talented professionals with specialised expertise dedicated to serving its clients through one of its two primary business groups. The company's Global Engineering and Construction Group designs and constructs leading-edge processing facilities for the upstream oil and gas, LNG and gas-to-liquids, refining, chemicals and	Larsen and Toubro is a fully integrated EPC provider for the complete hydrocarbon chain in the upstream as well as mid/downstream sectors. Being the third largest manufacturer in India and having thousands of multi disciplined engineers it is well placed to serve the needs of the industry. Recent focus on internationalisation requires a global supply chain qualified to numerous international codes and standards. Larsen and Toubro is currently executing several EPC	Petrofac is an international service provider to the oil & gas production and processing industry, with a diverse customer portfolio including the world's leading integrated, independent and national oil & gas companies. The group delivers services through two divisions: Engineering, Construction, Operations & Maintenance (ECOM - comprising Onshore Engineering & Construction, Offshore Projects & Operations, Offshore Capital Projects and Engineering & Consulting Services) and Integrated Energy Services (IES). Through these divisions Petrofac	The afternoon will be chaired by Mark Stewart Partner, EC Harris, and will include an open Q and A session with all speakers.	Petrobras will set the scene by providing an insight into the history of deepwater exploration and the difficulty in discovering hydrocarbons in subsalt conditions	Subsea 7 will focus on the technological advances and how the supply chain must adapt to going deeper.	Wood Group to focus on the importance of integrity management and offer insight into the expectations of the operators and the impact on the supply chain.











	petrochemicals, power, mining and metals, environmental, pharmaceuticals, biotechnology and healthcare industries.	projects in the Middle East and typically buys over \$600 Million / year of subcontracted items.	designs and builds oil & gas facilities; operates, maintains and manages facilities; trains personnel and enhances production.  It currently has more than 17,000 employees in operational centres in Aberdeen, Sharjah, Woking, Chennai, Mumbai, Abu Dhabi and Kuala Lumpur and a further 24 offices worldwide.				
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**MEET UKTI COMMERCIAL OFFICERS AT EIC CONNECT!**

ALL PRE-REGISTERED DELEGATES WILL BE ABLE TO BOOK APPOINTMENTS WITH THE FOLLOWING INDIVIDUALS IN ADDITION TO APPOINTMENTS WITH BUYING COMPANIES.

In partnership with EIC, UK Trade & Investment (UKTI) International Trade Promotion Centre (ITPC), energy specialists from Australia, Brazil, India, Ghana, Russia, and Kazakhstan will be attending EIC Connect and will be available for one to one meetings to discuss potential business opportunities in these important markets.

The meetings will take place in the format of one to one meetings, which will last 15 minutes each and take place in the One 2 One Area in the main exhibition hall in the Central Hall 1, Manchester Central.

AUSTRALIA	BRAZIL	GHANA	INDIA	KAZAKHSTAN	RUSSIA	VENEZUELA	VIETNAM
							
<b>Richard Goldsmith</b> Head of Trade for W.A. + N.T. <i>Energy, Mining &amp; Metals</i> British Consulate -Perth	<b>Flavia de Silva</b> Business Development Manager - Oil & Gas UK Trade & Investment Brazil	<b>Alisdair Hamilton</b> Head of UK Trade & Investment British High Commission Ghana	<b>Milind Godbole</b> Senior Trade & Investment Adviser (Energy) and Head UK Trade and Investment India	<b>Goulnar Gabdulova</b> Deputy Head of Section British Embassy/UK Trade & Investment Kazakhstan	<b>Irina Tarasenko</b> Senior Trade and Investment Adviser, Energy & power distribution UK Trade & Investment Russia	<b>GABRIEL DAZA</b> <b>Trade Officer</b> UK Trade & Investment Venezuela	<b>Le Hanh Le</b> Senior Commercial Officer/PPAO   UK Trade & Investment Vietnam
Richard is the Lead for Energy, Mining and Resources for Australia and Head of Trade for Western Australia and the Northern Territory. Richard's background is in Stockbroking, FX, Banking and Corporate Finance and is a Lawyer who has specialised in Trade, Shipping and Aviation Law, Prosecution and Arbitration. He has worked in Australia, London, Europe, Asia and USA for Bond Corp, Samuel Montague, HSBC, Alexanders and British and Commonwealth Group. He has consulted for Listed Companies, Private Wealth Funds, Banks, Regulators and Governments	Flavia was appointed Business Development Manager – Oil & Gas in February 2009. She is focused on developing contacts in the Oil & Gas sector, conducting market researches and identifying opportunities for UK companies in Brazil. Prior to that Flavia was responsible for organising events and assisted in the organisation of Trade Missions to and from the UK, still related to Oil & Gas. Flavia has a degree in Languages (English / Portuguese) and has recently concluded an Executive post-graduation course in Oil & Gas.	Alasdair Hamilton, Director of Trade at UKTI Ghana, has lived in Ghana since January 2008, undertaking two tours with the British High Commission. He started his position as Director of UKTI Ghana on February 2011. Alasdair's previous diplomatic career has taken him to Kuala Lumpur, Port Moresby, Jakarta and Jerusalem. In Ghana Alasdair manages a team which provides a platform of support services for UK companies new to the market, services that are geared to market entry.	Milind Godbole is a Master of Science with Organic Chemistry from The M S University of Baroda and a Diploma in International Business. Milind has about 22 years of rich experience in both the manufacturing and marketing representing a no. of global companies such as Hoechst, AMOCO, W R Grace, Dow Polymers, American Gilsonite, Mitsui Ltd and on. Milind joined UK Trade & Investment in 1999 and heading a British Trade Office in Gujarat State (the fastest growing state of India) since then. Milind is leading on Energy sector in western India besides	Goulnar Gabdulova is Deputy Head of UKTI Section in Kazakhstan, Senior Commercial Specialist and is based on the Caspian. She provides advice on how to run business in Kazakhstan and also helps new companies to set up in country. Goulnar has over 30 years of practical experience. The last 23 years has been focused in Oil & Gas sector.  She previously headed US Government Regional office on the Caspian, international company and was a University professor.  Goulnar graduated from the Kazakh University. She speaks	Irina Tarasenko started working as Senior Trade and Investment Advisor in the UKTI in Moscow, Russia in 2012. She is covering the energy sector, with particular focus on nuclear energy, energy generation and distribution, and all kind of renewable energy. Previously, she worked in other trade support institutions (Austrade, ITC). Irina has a Bachelor in Linguistics and a Master in Public Policy.	Worked in (CVP) Corporación Venezolana del Petróleo, PDVSA's subsidiary responsible for carrying out businesses with third parties mainly with international oil companies. Since 2006 I worked in the New Business and Development Department as a petroleum economic analyst coordinating and evaluating economically vertically integrated businesses of production, upgrading and refining of extra heavy crude oil as well as light, medium and heavy crude oil businesses under the figure of joint ventures.	Le Hanh Le started working as Senior Commercial Officer in UKTI Ho Chi Minh City, Vietnam since May 2010. Besides Power - energy sector she used to cover, she is covering Transportation, Financial Services and Creative Industries sectors. Le has a Bachelor in International Relations and a Master in Business Administration.

on M+A, Takeovers, Privatisations, Reconstructions, Rationalisations and Prosecutions. Richard has been with the FCO trade arm UK Trade and Investment for 2 years based in Perth. He has launched two major packages for UKTI in Australia –Setting up in Perth and Northern Australia Gas HVO which provides information on the 20 major LNG projects in Australia.			Environment and Education sectors. Milind has been instrumental in advising and assisting a no. of UK based companies in successfully implementing India market entry strategies. He is very well connected in Energy sector both in India and the UK.	Kazakh, Russian and English.		Active participation in the Orinoco Oil Belt new production developments such as Carabobo 1 project a joint venture between PDVSA, Chevron and Mitsubishi, Junín 4 another joint venture with the Chinese National Petroleum Company (CNPC) and Junín 6 with the Russian Consortium.	
		The economy of Ghana is growing rapidly and now represents the UK’s 6 <sup>th</sup> largest export market in Africa. GDP growth estimates for 2012 are 7%, placing Ghana in the top ten growing global economies. Ghana has seen growth in a number of sectors in recent years but investment in the oil & gas industry has been huge from both operators and service providers. Ghana’s principal attraction is not necessarily the opportunities with current production and appraisal operations in its offshore waters but that it is now developing as a regional hub for upstream oil & gas services. Politically stable with good democratic credentials Ghana is seen as a safe investment route into Africa, with the port town of Takoradi developing into a major logistical hub.	India is already the world’s fourth largest energy consumer at 4.4% of global consumption, and by its own estimates energy use will grow by 6% per year, tripling by 2030. There are opportunities across all the energy subsectors. Clean energy and renewables is a growing area. Clean energy investments increased by 25% in 2010 to reach USD 4 billion, and the market in the renewable energy business is growing at an annual rate of 15%. The scope for private investment in renewable energy is estimated to be about INR 1.5 trillion (USD 34 billion). The government aims to increase the capacity to generate renewable energy by 40GW to 55GW by the end of 2022. India has also committed to a significant nuclear new build programme which would generate at least 63,000 MW by 2032.	Kazakhstan is a significant market for UK.  UK are well involved in Kazakh energy sector development. UK presence outside the energy arena is growing too. UK have good engagement in the minerals sector and a well-established banking, consulting and financial services presence.  The great opportunities will arise from the future spend on further development of Kazakhstan’s three main oil & gas fields, Karachaganak, Tengiz and Kashagan. These projects will create investment opportunities not just for the IOCs, but also for a range of smaller oil field service and supply companies and in other related fields such as education and training.  Another notable and capital intensive project is the Integrated gas chemical complex in Atyrau, west of Kazakhstan. The estimated cost of the project is \$ 6.2 B.  To attract investments a special economic zone (SEZ) offering certain tax privileges has been set up .  There are also opportunities in areas such as : <ul style="list-style-type: none"><li>• Offshore facilities</li></ul>	Russia is the world’s leader in gas sector in terms of reserves, production, and export to other countries. Explored gas reserves make up 47.7 trillion m3 (35.5% of world reserves). By 2015 gas production will rise to 742-754 billion m3 thanks to new fields coming on stream in Siberia, the Far East and on the shelf. Annual investment to achieve these planned high volumes will constitute \$26-30 billion up to 2020. 97% of Russia's gas is produced by Gazprom, Novotek and 9 vertically integrated oil companies.  Russia is the second largest oil producing country, with up to 14% of world proved oil reserves. In the oil refining sector only, growth in primary oil refining from 221.4 million tonnes in 2006 to 225-230 million tonnes in 2015 is expected. Cost estimates to develop new oil and gas provinces require investment estimated at about \$1 trillion up to 2030. The biggest Russian oil company is Rosneft followed by Lukoil, TNK-BP, Surgutneftegaz, Gazprom Neft and Tatneft.		



				<ul style="list-style-type: none"><li>• Chemicals and well equipment</li><li>• Refining technologies</li><li>• Drilling slum and sulphur utilisation technologies</li><li>• New pipelines, pipeline upgrades</li><li>• Upgrade of regional airports to international standards &amp; significant modernising of the rail network</li></ul> <p>As per the Kazakh government the 12 priority areas of the economy are metallurgy, oil processing and the chemical industry, the agroindustrial sector, machine building, the construction industry, as well as transport and telecommunications infrastructure and other fields.</p>			
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