



Virtual Energy Exports Conference

vEEC Week: 28 September – 01 October 2020



**VIRTUAL
ENERGY EXPORTS
CONFERENCE**

Access \$500bn of global opportunities
MONDAY 28 SEPTEMBER – THURSDAY 1 OCTOBER

2020

Monday 28 September 2020

09:00 – 09:15 **Networking Session** – get to know your fellow attendees in this fun ‘roulette-style’ video chat session. Remember to check your camera and mic settings before joining.

OPENING PLENARY

09:30 – 11:00 **Panellists:**

- Stuart Broadley, Chief Executive EIC
- Sir Ian Wood, Chairman – ONE
- Campbell Keir, President, EIC
- Graham Stuart MP, Minister for Exports , UK Government
- Paul Wheelhouse MSP, Minister for Energy, Connectivity and the Islands
- Lesley Griffiths MS, Minister for Environment, Energy and Rural Affairs

Panel Sessions – GO & GET

Regional / Project Updates - GO

Regional / Project Updates - GO

GET

11:30 – 13:00 ***The Impact of Digital Energy Technology***

Session Chair: Jared Owen, Head of Digital, Opportunity North East

Panellists:

- Allan Merritt, Arnlea
- Chris Ayres, Opex Group
- Steve Coates, CEO, Brainnwave
- Sarah Moore, Core29
- Innes Auchterlonie, IMRANDD

11:00 – 12:30 ***International Delegation: UZBEKISTAN***

Introduced by Ryan McPherson, Director Middle East, Africa & CIS, EIC

Speakers:

Golib Kholjigitov, Deputy Minister of Finance and the Head of PPP Development Agency (PPDA), Ministry of Finance of Uzbekistan

Laziz Kudratov, First Deputy Minister, Ministry of Investments and Foreign Trade of Uzbekistan

12:00 – 12:45 ***Contractor Update: BECHTEL***

Introduced by Neil Golding, Director, Market Intelligence, EI

Speaker:

Andrew Cuniah, Supply Chain Manager, London

Monday 28 September 2020

Panel Sessions – GO & GET		Regional / Project Updates - GO		Regional / Project Updates - GO		GET	
<p>13:30 – 15:15</p>	<p>Panel Session: ‘Energy Transition.’ Stuart Broadley, CEO, EIC Joanne Sivanathan, Energy Analyst, EIC</p> <p>Brief introduction with data on Energy Transition global projects and export potential.</p> <p>Panel session:</p> <p>Session Chair: Mike Tholen, Head of Energy Transition, OGUK</p> <p>Panellists:</p> <ul style="list-style-type: none"> • Matthew Knight, Head of Business Development, Siemens Energy • Martyn Link, Chief Strategy Officer, Wood • John Pearson, Chief Operating Officer, Petrofac 	<p>13:30 – 15:30</p>	<p>International Delegation: BRAZIL</p> <p>Introduced by Clarisse Rocha, Director of South America, EIC</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Anthony Preston, Deputy Consul General in Rio, DIT Brazil • Renato Haddad Simões Machado, Deputy Superintendent, EPE – Brazilian Government Energy Planning Company • Saul de Santana Mendonca, Eletrobras International Superintendent, Eletrobras • Daniel Prates, Investment Officer at APEX Brasil – Brazilian Government Trade & Investment Agency • Petrobras 	<p>13:30 – 14:15</p>	<p>Operator Update: TOTAL</p> <p>Overview of Total projects along with an introduction to the procurement process</p> <p>Introduced by Neil Golding, Director, Market Intelligence, EIC</p> <p>Speaker: Thomas Gautherot, VP E&P Procurement</p>	<p>13:30 – 15:00</p>	<p>Doing Business in the Middle East</p> <p>Specific focus and guidelines for supplying into Saudi Arabia, the United Arab Emirates, Oman and Qatar.</p> <p>Session Chair: Ryan McPherson, Regional Director Middle East, Africa & CIS, EIC</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Khalid Darazi, Senior Trade & Investment Advisor, DIT Saudi Arabia • David Reavley, CEO, Solar Water

Monday 28 September 2020

Panel Sessions – GO & GET		Regional / Project Updates - GO		Regional / Project Updates - GO		GET	
15:30 – 16:30	<p>Vattenfall Update</p> <p>Introduced by Neil Golding, Director, Market Intelligence, EIC</p> <p>Speakers to be announced</p>	16:00 – 17:30	<p>International Delegation: GUYANA</p> <p>Introduced by Clarisse Rocha, Director of South America, EIC</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Ray Davidson, MBE Acting High Commissioner to Guyana and Non-Resident Chargé d'Affaires to Suriname, Guyana High Commission • Owen Verwey, Chief Executive Officer, Guyana Office for Investment (GO-Invest) • Treacy Roberts, Socioeconomic Management Supervisor – Local Content Lead, ExxonMobil Guyana • Thuranthiran Nadarajah, Managing Director, Saipem Guyana • Pietro Ferreira, Senior Regional Analyst, EIC • SBM (TBC) 	15:00 – 16:30	<p>International Delegation: MEXICO</p> <p>Introduced by Amanda Duhon, Director of North & Central America, EIC</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Pedro Enrique Lopez, Commercial Director for North America, Techint • Antonio Villaluenga, Business Development Manager, Wood • Vladimir Joel Ulloa, Director of International Operations, CEMZA • Ricardo Solis, Head of Energy, British Embassy Mexico City, Department for International Trade • Rodrigo Osorio, Director, Puebla State Energy Agency 	15:30 – 17:00	<p>'Offshore Energy Opportunities' around the globe'</p> <p>Moderator: John Young, Strategic Growth Services</p> <p>Presenters:</p> <ul style="list-style-type: none"> • Diveena Danabalan, Sector Analyst – Upstream, EIC • Lara Juergens, Energy Analyst, EIC

Tuesday 29 September 2020

Panel Sessions – GO & GET		Regional / Project Updates - GO		GET			
09:00–10:00	<p>International Delegation: UAE Introduced by Ryan McPherson, Regional Director Middle East, Africa & CIS, EIC</p> <p>Speakers:</p> <ul style="list-style-type: none"> Afya Al Hammadi, Senior Specialist, ICV, ADNOC Khaled M. Al Teneiji, ADNOC <p>Joining Q&A:</p> <ul style="list-style-type: none"> Mona Ahmed Balalaa, ADNOC Ahmed Abdulla Alkhoori, ADNOC 	09:00 – 10:30	<p>International Delegation: INDIA Introduced by Azman Nasir, Regional Director APAC, EIC</p> <p>Moderator:</p> <ul style="list-style-type: none"> Milind Godbole, DIT India Dinesh Arya, DIT India Azman Nasir, Regional Director APAC, EIC <p>Speakers:</p> <ul style="list-style-type: none"> Rajiv Hura, Technical Director, Invenire Energy S N Pandey, Managing Director, Chennai Petrochemicals Company Ltd (CPCL) Mannish Maheshwari, Chairman, Invenire Energy P Elango, Managing Director, Hindustan Oil Exploration Co Ltd 	09:00 – 10:00	<p>International Delegation: WESTERN AUSTRALIA - a global energy hub and centre for future technologies</p> <p>Moderator: Neil Golding, Director, Market Intelligence, EIC</p> <p>Speakers:</p> <ul style="list-style-type: none"> Mike Deeks, Agent General, Western Australian Government Chris Clarke, Deputy Director General, Western Australian Government Miranda Taylor, CEO, National Energy Resources Australia Neil Kavanagh, Woodside Energy 	09:00 – 10:00	<p>Energy Transition Opportunities and Developer Insights with Equinor</p> <p>Moderator: Lara Juergens, EIC</p> <p>Speaker:</p> <ul style="list-style-type: none"> Alexia Togelou, Project Leader – New Energy Solutions, Equinor Ingrid Aalholm, Senior Market Adviser, DIT
				10:30 – 12:00	<p>Panel Session: 'Sales for International Growth' Session Chair: Sarah Downs, Doqaru</p> <p>Roundtable of guests who will share their experiences of sales successes, challenges faced & considerations to keep in mind when exporting from UK</p>		

Tuesday 29 September 2020

Panel Sessions – GO & GET		Regional / Project Updates - GO		Regional / Project Updates - GO	
<p>11:00 – 12:30</p> <p>Panel Session: ‘Multi-sector Decom developments and opportunities’</p> <p>Session Chair: Bill Cattanach OBE, Head of Supply Chain, Oil & Gas Authority</p> <p>Panellists:</p> <ul style="list-style-type: none"> • Rob Jansen, Head of Decommissioning, UK & India, Shell • Nathan Biddle, Director – ABEP/IBP & Brazil Country Manager, Premier Oil • David Lindsay, Business Development Manager, SPEX Offshore (UK) Limited • Jaibo Palmer, Business Development Manager, Augean North Sea Services • Diveena Danabalan, EIC 	<p>11:00 – 12:30</p> <p>International Delegation: OMAN Introduced by Ryan McPherson, Regional Director Middle East, Africa & CIS, EIC</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Sulaiman Al Hadhrami, Head of New Technology Implementation, PDO • Ali Cox, Head Of Project Management, PDO • Marwa Al Mashaikhi, Team Lead JSRS Certification, businessgateways • Caroline Jones, Commercial Attaché, DIT Oman 	<p>12:30 – 14:00</p> <p>Digital Marketing for International Growth</p> <p>With Mark Wright, Director, Climb Online</p> <p>Q&A hosted by Sarah Downs, Director, Doqaru Ltd</p> <p>This session will focus on what businesses should consider doing within their Digital Marketing Strategies to support growth internationally. Mark will be sharing insight from other sectors and providing top tips for the audience to put in to action.</p>			

Panel Sessions – GO & GET		Regional / Project Updates - GO		Regional / Project Updates - GO	
<p>13:00 – 14:30</p>	<p>Panel Session: ‘Globalised Opportunity of LNG’</p> <p>Session Chair: Neil Golding, Director Market Intelligence, EIC</p> <p>Panellists:</p> <ul style="list-style-type: none"> Paul Sullivan, Senior Vice President Global LNG + FLNG Tayo Idowu, Energy Analyst, Midstream/Downstream, EIC Marcelo Rodrigues, Golar Celso Silva, Golar 	<p>13:00 – 14:00</p> <p>International Delegation: NIGERIA</p> <p>Introduced by Ryan McPherson, Regional Director Middle East, Africa & CIS, EIC</p> <p>Speakers: Diveena Danabalan, Senior Energy Analyst - Upstream, EIC</p> <p>Ola Sorunke, Africa Sector Director: Energy, DIT</p> <p>Mohamed Belkalem, Commercial Director - Africa Region, McDermott International</p>	<p>13:00 – 14:30</p> <p>International Delegation: ARGENTINA</p> <p>Introduced by Clarisse Rocha, Director of South America, EIC</p> <p>Speakers:</p> <ul style="list-style-type: none"> Ariel Masut, Head of Modelling, Valuation and Analysis Team – Supply Chain, YPF Bruno Abriata, Supply Chain Economist, YPF Ernesto Lopez Anadon, President, Instituto Argentino de Petroleo y Gas (IAPG) Alfredo Fierro, Commercial Director, DIT Argentina Pietro Ferreira, Senior Regional Analyst, EIC 	<p>14:00 – 15:00</p> <p>Net Zero Teesside with BP</p> <p>Introduced by Stuart Broadley, CEO, EIC</p> <p>Speaker:</p> <ul style="list-style-type: none"> Colin McGill, Project Director, BP 	
<p>15:00 – 16:30</p>	<p>Practical International Trade Insights and Support from Chambers of Commerce</p> <p>Moderator: Stuart Broadley, CEO, EIC</p> <p>Speakers:</p> <ul style="list-style-type: none"> Seona Shand, Membership and Events Director, AGCC Lorraine Neish, Export Documentation Team Leader, AGCC Susan Staniforth, Commercial Training Manager, AGCC Liam Smyth, Director of Trade Facilitation, British Chamber of Commerce 				

Wednesday 30 September 2020

Regional / Project Updates - GO		Regional / Project Updates - GO		GET	
<p>09:00 – 10:00</p> <p><i>International Delegation: Kuwait</i></p> <p>Introduced by Ryan McPherson, Regional Director Middle East, Africa & CIS, EIC</p> <p>Speakers:</p> <ul style="list-style-type: none"> Alan Menezes, Senior Trade Adviser Financial Professional Services / Oil & Gas / Renewables, DIT, Kuwait Shikha Tiwari, Trade Director, DIT Kuwait Manal Abu-Shaibah, Team Leader Supplier Relationship Management, KOC Zubair Patel, Partner - Head of Tax & Corporate Services, KPMG 	<p>09:00 – 10:00</p> <p><i>International Delegation: Malaysia</i></p> <p>Introduced by Azman Nasir, Regional Director APAC, EIC</p> <p>Moderator:</p> <ul style="list-style-type: none"> Azman Nasir, Regional Director APAC, EIC <p>Speaker:</p> <ul style="list-style-type: none"> Fadhlan Nik Abdul Aziz, Head of Innovation, Project Delivery & Technology Division, Petronas Marliana Omar, Petronas Nurul Zahirah Bt Zainudin, Petronas Hasif Hasan, Petronas 	<p>09:00 – 10:30</p> <p><i>How your regional International Trade Advisors can help you in your export journey.</i></p> <p>Services on offer to all UK companies and how to access this.</p> <p>Session Chair: Danny Dunne, Deputy Director – Clean Growth and Energy Transition, DIT</p> <p>Panellists:</p> <ul style="list-style-type: none"> Simon Crosby, Lead International Trade Adviser – North East, DIT Nghia Tran, International Trade Adviser – London & SE, DIT Alan Higet, International Trade Adviser – East of England, DIT Paul James, International Trade Programmes & Contracts Manager – Dept’ Economy & Transport, Welsh Government Alister MacMillan, Export Finance Manager, UKEF Scotland 			
<p>10:30 – 11:30</p> <p><i>International Delegation: QATAR</i></p> <p>Introduced by Ryan McPherson, Regional Director Middle East, Africa & CIS, EIC</p> <ul style="list-style-type: none"> Daniel Phillips Deputy Director DIT Qatar <p>Speakers to be announced</p>					

Panel Sessions – GO & GET		Regional / Project Updates - GO		Regional / Project Updates - GO			
<p>11:30–13:00</p>	<p><i>South East Asian Energy Opportunities</i></p> <p>Led by Energy Strat Asia’s Singapore and UK based Advisory Board along with EIC director for ASEAN region.</p> <p>Moderator: Tim Rockell, Director, Energy Strat Asia</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Steve Puckett, Energy Strat Asia • Peter Godfrey, Managing Director- Asia Pacific, Energy Institute • Stephen Highfield, Energy Strat Asia • Sam Sugavanam, Energy Strat Asia • Kevin Liu, Head of China and Head of Energy Asia Pacific, SDI • Azman Nasir, Regional Director APAC, EIC 	<p>12:00 – 13:00</p>	<p>International Delegation: UGANDA</p> <p>Introduced by Ryan McPherson, Regional Director Middle East, Africa & CIS, EIC</p> <p>Speakers to be announced</p>	<p>12:00 – 13:30</p>	<p><i>Petrofac: Taking the UK Energy Transition overseas</i></p> <p><i>During this detailed discussion, panellists will share their view of the steps required to build new energy skills, technology and experience, at pace, to support a new generation of opportunity and export potential.</i></p> <p>Moderator: Stuart Broadley, CEO, EIC</p> <p>Speaker: Jonathan Carpenter, Group Head of Strategy & Transformation, Petrofac</p>	<p>13:30 – 14:30</p>	<p>International Delegation: Kingdom of Bahrain</p> <p>Introduced by Ryan McPherson, Regional Director Middle East, Africa & CIS, EIC</p> <p>Speakers:</p> <ul style="list-style-type: none"> • H.E. Shaikh Mohamed Khalifa Al-Khalifa, Minister of Oil, National Oil and Gas Authority • H.E Dr Abdulhussain bin Ali Mirza, President, Sustainable Energy Authority • MA Roderick Drummond, British Ambassador to The Kingdom of Bahrain <p>Joining Q&A</p> <ul style="list-style-type: none"> • Emma Parson, Regional Director Europe, Bahrain Economic Development Board (EDB) • Yara Tawfeeq, Senior Trade and Investment Advisor, DIT

Panel Sessions – GO & GET		Regional / Project Updates - GO		Regional / Project Updates - GO			
<p>13:30 – 15:00</p> <p><i>UK supply chain readiness for Energy Transition</i></p> <p>Interested in understanding how your equipment and services may be utilised in the CCUS sector? During this session the speakers will explore how the supply chain can get involved in some of the upcoming ET sectors and get a clearer understanding of where the supply chain’s support will be needed, it will also help you understand where some of the upcoming projects will be globally, the current state of play globally on regulation and policies and who the major players active in the market are currently.</p> <p>Moderator: Neil Golding, Director Market Intelligence, EIC</p> <ul style="list-style-type: none"> • Michael Comfort, Supply Chain Analyst EIC • Joanne Sivanathan, Energy Analyst, EIC 	<p>15:30 – 16:30</p> <p><i>Operator Update: PETROBRAS</i></p> <p>Introduced by Clarisse Rocha, Regional Director South America, EIC</p> <p>Speaker to be announced</p>	<p>15:00 – 16:00</p> <p><i>International Delegation: Canada – Energy Transition focus</i></p> <p>Introduced by Amanda Duhon, Regional Director North & Central America, EIC</p> <p>Speaker:</p> <ul style="list-style-type: none"> • Wes Jickling, CEO, COSIA (Canada Oil Sands Innovation Alliance) 	<p>15:00 – 16:30</p> <p><i>Panel Session: ‘Opportunities in Global Underwater Applications’</i></p> <p>Session Chair: David Rennie, Global Head of Energy Trade, Scottish Enterprise</p> <p>Panellists:</p> <ul style="list-style-type: none"> • Joao H. G. Batista, Wells Technology R&D Manager, Repsol Sinopec Brazil • Jonas Tavares, Business Development Manager, Siemens • Alexandre Bello, Business Development Manager, McDermott • Neil Gordon, Chief Executive, SubseaUK 	<p>13:30 – 14:30</p> <p><i>Access to Export related financial schemes, incentives and how UKEF can help.</i></p> <p>Session Chair: Campbell Keir, President, EIC</p> <p>Panellist:</p> <ul style="list-style-type: none"> • Alistair McMillan, Export Finance Manager, UK Export Finance 			

INDUSTRY PLENARY

09:00 – 10:30		Panellists: <ul style="list-style-type: none"> • Stuart Broadley, Chief Executive EIC • Talal Al Marri, Aramco Overseas President, AOC • Sir Edward Lister, Chief Strategic Adviser to the Prime Minister • Dave Stewart, CEO of Asset Solutions - EAAA, Wood • Councillor Barney Crockett, Lord Provost of Aberdeen & President of the WECP 					
Panel Sessions – GO & GET		Regional / Project Updates - GO		Regional / Project Updates - GO		Regional / Project Updates - GO	
11:00 – 12:30	<p>Panel Session: ‘Offshore Wind Opportunities.’</p> <p>Session Chair: Bruce Clements, Offshore Wind Specialist, DIT</p> <p>Panellists:</p> <ul style="list-style-type: none"> • Lara Juergens, EIC • Kate Rudman, Atkins • Andrew McDonald, ORE Catapult • Greg Campbell-Smith, First Subsea 	11:00 – 12:00	<p>International Delegation: Azerbaijan</p> <p>Moderator: Ryan McPherson, Regional Director Middle East, Africa & CIS, EIC</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Eldar Mamedzadeh, Chief Commercial Officer, Nobel Oil Services • Paul Aslett, Business Development Director, Petrofac • Shozey Jaffer, Oil & Gas Specialist, Azerbaijan, India and Kazakhstan, DIT • Diveena Danabalan, Senior Energy Analyst - Upsteam, EIC 	10:30 – 12:00	<p>International Delegation: VIETNAM – Renewable Energy</p> <p>Introduced by Azman Nasir, Regional Director APAC, EIC</p> <p>Moderators:</p> <ul style="list-style-type: none"> • Nguyen Thi Phuong Nam, DIT Vietnam • Vuong An, DIT Vietnam • Azman Nasir, Regional Director APAC, EIC <p>Speakers:</p> <ul style="list-style-type: none"> • Nguyen Thanh Ha, Director, Vietbid • Simon Nias, Director Development SE Asia, Shire Oak Energy • Denzel Eades, Co-Founder and Managing Director, Pioneer International Consulting 	11:00 – 11:30	<p>Virtually Pitch Perfect</p> <p>Moderator: Stuart Broadley, CEO, EIC</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Robert Keiller, CBE, Business Advisor, AB15 • Derrick Thomson, Business Advisor, AB15 <p>Tips, tricks and techniques to improve your pitch in a virtual world</p>
13:00 – 14:30	<p>The World Energy Cities Partnership</p> <p>Session Chair: Stuart Broadley, CEO, EIC</p> <p>Panellists:</p> <ul style="list-style-type: none"> • Councillor Barney Crockett, Lord Provost of Aberdeen & President of the WECP • International Mayors/ reps 	12:30 – 13:30					

Thursday 01 October 2020					
Panel Sessions – GO & GET		Regional / Project Updates - GO		Regional / Project Updates -GO	
12:30 – 14:00	<p>European Delegation Panel (TBC)</p> <p>Moderator: Neil Golding, EIC</p> <p>Representatives from: Norway France Denmark Hungary Poland Germany</p>	13:00 – 14:00	<p>International Delegation: Mozambique</p> <p>Introduced by Ryan McPherson, Regional Director Middle East, Africa & CIS, EIC</p> <p>Speakers:</p> <ul style="list-style-type: none"> • INP – <i>awaiting speaker name</i> • Ministry of Energy – <i>awaiting speaker name</i> • Ronan Bescond, CEO, Total • Florival Mucave, President, Mozambican Oil & Gas Chamber (CPGM) 	14:00 – 15:00	<p>Contractor Update: Worley</p> <p>Introduced by Neil Golding, Director, Market Intelligence, EIC</p> <p>Speaker:</p> <ul style="list-style-type: none"> • Rob Leonard, SVP Business Development, Europe and Central Asia, Worley • Chris Barbary, Vice President of Business Development, Worley