



Virtual Energy Exports Conference

vEEC Week: 28 September – 01 October 2020



**VIRTUAL
ENERGY EXPORTS
CONFERENCE**

2020

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

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
- Paul Wheelhouse MSP, Minister for Energy, Connectivity and the Islands
- Graham Stuart MP, Minister for Exports, UK Government
- Lesley Griffiths MS, Minister for Environment, Energy and Rural Affairs

Panel Sessions – GO & GET

Regional / Project Updates - GO

Regional / Project Updates - GO

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:

- HMA Tim Torlot – British Ambassador to Uzbekistan
- H.E. Said Rustamov – Ambassador of Uzbekistan to the UK
- Shukhrat Vafayev, Deputy Minister at Ministry of Investments and Foreign Trade
- Sherzod Khodjaev, Deputy Minister at the Ministry of Energy
- Golib Kholjigitov - Deputy Minister of Finance and the Head of PPP Development Agency (PPPDA) at the Ministry of Finance
- Bekhzod Usmanov - Head of Transformation Department at JSC "Uzbekneftegaz"

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

Introduced by Neil Golding, Director, Market Intelligence, EIC

Speaker:
Andrew Cuniah, Supply Chain Manager, London

Panel Sessions – GO & GET		Regional / Project Updates - GO		Regional / Project Updates - GO		GET	
<p>13:30 – 15:15</p> <p>Panel Session: ‘The Importance of Energy Transition.’</p> <ul style="list-style-type: none"> Stuart Broadley, CEO, EIC Joanne Sivanathan, Energy Analyst, EIC <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 Gilberto Jannuzzi, Brazil Energy Programme Technical Director, Adam Smith International – Prosperity Fund Pietro Ferreira, Senior Regional Analyst, EIC Renato Haddad Simões Machado, Deputy Superintendent, EPE – Brazilian Government Energy Planning Company Daniel Prates, Investment Officer at APEX Brasil – Brazilian Government Trade & Investment Agency Saul de Santana Mendonca, Eletrobras International Superintendent, Eletrobras Rodrigo Ugarte Ferreira, Executive Manager – Supply of Goods and Services, Petrobras Marcio Antonio Pereira Junior, Strategic Sourcing and Supplier Relationship General Manager, 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, TOTAL</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 El Darazi, Senior Trade & Investment Advisor, Head – Energy & Resources Cluster, UK’s Department for International Trade, Saudi Arabia David Reavley, Chief Executive Officer, Solar Water Plc Jacob Poot, Vice President, Cargostore 				

Monday 28 September 2020

Panel Sessions – GO & GET		Regional / Project Updates - GO		Regional / Project Updates - GO	
<p>15:00 – 16:30</p>	<p><i>International Delegation: MEXICO</i></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 	<p>16:00 – 17:30</p>	<p><i>International Delegation: GUYANA</i></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 • Pietro Ferreira, Senior Regional Analyst, EIC • Thuranthiran Nadarajah, Managing Director, S aipem Guyana • Michiel Heuven, Regional Head of Operations, North America & Caribbean, SBM Offshore • Treacy Roberts, Socioeconomic Supervisor and Local Content Lead, ExxonMobil 	<p>15:30 – 17:00</p>	<p><i>'Offshore Energy Opportunities' around the globe'</i></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 Abdulla Al Hammadi , Senior Specialist, In Country Value operations at ADNOC Khaled Mohammed Al Teneiji, Coordinator, Supplier Relations, Group Procurement Function <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) Bhuwan Chandra Gariya, Chief Technical Officer, 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 Clark, Deputy Director General, Western Australian Government Miranda Taylor, CEO, National Energy Resources Australia Neil Kavanagh, Chief Scientist, 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"> Ingrid Aalholm, Senior Market Advisor – Norway, DIT Alexia Togelou, Project Leader – New Energy Solutions, Equinor
				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> <p>Speakers:</p> <ul style="list-style-type: none"> Jamie Lowes, Sales Executive, EIC 		

Tuesday 29 September 2020

Panel Sessions – GO & GET		Regional / Project Updates - GO		Regional / Project Updates - GO	
<p>11:00 – 12:30</p> <p><i>Panel Session: ‘Multi-sector Decom developments and opportunities’</i></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, Senior Energy Analyst, EIC • Matt Jenkins, Chief Operating Officer, Wellsafe Solutions • Craig Shanaghey, President of Operations Services, Wood 	<p>11:00 – 12:30</p> <p><i>International Delegation: OMAN</i> Introduced by Ryan McPherson, Regional Director Middle East, Africa & CIS, EIC</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Caroline Jones, Commercial Attaché, Energy Sector, Department of International Trade at the British Embassy Oman • Ali Cox, Project Engineering & Assurance Manager, PDO • Sulaiman Al Hadhrami, Head of New Technology Implementation, PDO • Marwa Al Mashaikhi, Team Lead JSRS Certification, businessgateways 	<p>12:30 – 14:00</p> <p><i>Digital Marketing for International Growth</i></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 into action.</p>			

Panel Sessions – GO & GET		Regional / Project Updates - GO		Regional / Project Updates - GO				
13:00 – 14:30	<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 	13:00 – 14:00	<p>International Delegation: NIGERIA</p> <p>Introduced by Ryan McPherson, Regional Director Middle East, Africa & CIS, EIC</p> <p>Speakers:</p> <ul style="list-style-type: none"> Diveena Danabalan, Senior Energy Analyst - Upstream, EIC Ola Sorunke, Africa Sector Director: Energy, Department for International Trade (DIT) Mohamed Belkalem, Commercial Director for Africa, McDermott 	13:00 – 14:30	<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 	14:00 – 15:00	<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 David Armstrong, Procurement and Supply Chain Manager, BP 	
15:00 – 16:30	<p>Practical International Trade Insights and Support from Chambers of Commerce</p> <p>Moderator: Neil Golding, Director of Market Intelligence, 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 			15:30-16:30	<p>Vattenfall: PPAs – Structures, Uses & Benefits</p> <p>Introduced by Lara Juergens, Senior Energy Analyst – Renewables, EIC</p> <p>Speakers:</p> <ul style="list-style-type: none"> Doreen Abeyesundara, Senior Originator Sales and Originations, Vattenfall 			
16:30 – 16:45	<p>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.</p>							

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, Oil & Gas/Renewables - Department for International Trade (DIT) • Megan Taylor, Deputy Director, Department of International Trade (DIT), British Embassy Kuwait • Zubair Patel, Partner-Head of Tax & Corporate Services, KPMG • Ahmad Hamadah Eng., Senior Engineer SRM Team, KOC 	<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 • John Mcginnes, Adviser, Scottish Development International

Panel Sessions – GO & GET		Regional / Project Updates - GO		GET	
<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, Founder - Managing Director, Energy Strat Asia</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Steve Puckett OBE, Advisory Board Member, Energy Strat Asia • Peter Godfrey, Advisory Board Member, Energy Strat Asia and MD Asia Pacific, Energy Institute • Stephen Highfield, Commercial Consultant, Advisory Board Member, Energy Strat Asia • Sam Sugavanam, Manager, Growth and Strategy, Oil & Gas Sector, Energy Strat Asia • Kevin Liu, Head of China, Head of Energy Trade, Asia Pacific, Scottish Development International • Azman Nasir, Regional Director APAC, EIC 	<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:</p> <ul style="list-style-type: none"> • Jonathan Carpenter, Group Head of Strategy & Transformation, Petrofac • Adrian Del Maestro, Director of Research and Head of Global Thought Leadership in Energy, PWC • Alan James, Managing Director, Pale Blue Dot Energy • Anca Velicu, Vattenfall • Julian Beach, Business Development Director, Green Fuels 	<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"> • HMA Roderick Drummond, British Ambassador to The Kingdom of Bahrain • H.E. Shaikh Mohamed bin Khalifa bin Ahmed Al-Khalifa Minister of Oil • H.E Dr Abdulhussain bin Ali Mirza, President of the Sustainable Energy Authority <p>Joining Q&A</p> <ul style="list-style-type: none"> • Emma Parsons, Regional Director, Europe for the Bahrain Economic Development Board • Yara Tawfeeq, Senior Trade and Investment Advisor, Department of International Trade, British Embassy Bahrain

Wednesday 30 September 2020

Panel Sessions – GO & GET		Regional / Project Updates - GO		Regional / Project Updates - GO		GET	
13:30 – 14:30 <i>UK supply chain readiness for Energy Transition</i> 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. Moderator: Neil Golding, Director Market Intelligence, EIC <ul style="list-style-type: none"> • Michael Comfort, Supply Chain Analyst EIC • Joanne Sivanathan, Energy Analyst, EIC 	15:30 – 16:30 <i>Operator Update: PETROBRAS</i> Introduced by Clarisse Rocha, Regional Director South America, EIC Speakers: <ul style="list-style-type: none"> • Guilherme Castiglioni de Carvalho, Macroprocess Supply's Guidance and Management, Petrobras • Ricardo Vasconcelos Costa de Araújo Moreira, Contracting and Budgeting Sector Manager, Petrobras 	15:00 – 16:00 <i>International Delegation: Canada – Energy Transition focus</i> Introduced by Amanda Duhon, Regional Director North & Central America, EIC Speaker: <ul style="list-style-type: none"> • Wes Jickling, CEO, COSIA (Canada Oil Sands Innovation Alliance) 	13:30 – 14:15 <i>Access to Export related financial schemes, incentives and how UKEF can help.</i> Session Chair: Campbell Keir, President, EIC Panellist: <ul style="list-style-type: none"> • Alistair McMillan, Export Finance Manager, UK Export Finance 	15:00 – 16:30 <i>Panel Session: 'Opportunities in Global Underwater Applications'</i> Session Chair: David Rennie, Global Head of Energy Trade, Scottish Enterprise Panellists: <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 			

09:00 – 11:00		Panellists: <ul style="list-style-type: none"> Stuart Broadley, Chief Executive EIC Talal Al Marri, President & CEO, Aramco Overseas Campbell Keir, President, EIC Lord Edward Lister, Chief Strategic Adviser to the Prime Minister Dave Stewart, CEO – Asset Solutions, Europe, Africa, Asia & Australia, Wood Councillor Barney Crockett, Lord Provost of The City of Aberdeen Dr. Saif Sultan Al Nasser, CEO, ADNOC 					
Panel Sessions – GO & GET		Regional / Project Updates - GO		Regional / Project Updates - GO		Regional / Project Updates - GO	
11:00 – 12:30	Panel Session: ‘Offshore Wind Opportunities.’ Session Chair: Bruce Clements, Offshore Wind Specialist, DIT Panellists: <ul style="list-style-type: none"> Lara Juergens, Senior Energy Analyst, EIC Kate Rudman, Principal Engineer, Atkins Andrew McDonald, Senior Innovation Manager, ORE Catapult Greg Campbell-Smith, Sales & Development Manager, First Subsea Alan Mortimer, Director of Innovation, Wood Renewables Captain Ian Coates, Managing Director, Specialist Marine Consultants 	11:00 – 12:00	International Delegation: Azerbaijan Moderator: Ryan McPherson, Regional Director Middle East, Africa & CIS, EIC Speakers: <ul style="list-style-type: none"> Diveena Danabalan, Senior Energy Analyst - Upstream, EIC Eldar Mamed-zadeh, Chief Commercial Office, Nobel Oil Paul Aslett, EPS East Business Development Director, Petrofac 	10:30 – 12:00	International Delegation: VIETNAM – Renewable Energy Introduced by Azman Nasir, Regional Director APAC, EIC Moderators: <ul style="list-style-type: none"> Nguyen Thi Phuong Nam, DIT Vietnam Vuong An, DIT Vietnam Azman Nasir, Regional Director APAC, EIC Speakers: <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 – 12:00	Virtually Pitch Perfect Moderator: Stuart Broadley, CEO, EIC Speakers: <ul style="list-style-type: none"> Robert Keiller, CBE, Business Advisor, AB15 Derrick Thomson, Business Advisor, AB15 Tips, tricks and techniques to improve your pitch in a virtual world
13:00 – 14:30	The World Energy Cities Partnership Session Chair: Stuart Broadley, CEO, EIC Panellists: <ul style="list-style-type: none"> Councillor Barney Crockett, Lord Provost of Aberdeen & President of the WECP Danny Breen, Mayor of Newfoundland, Canada 						

Thursday 01 October 2020					
Panel Sessions – GO & GET		Regional / Project Updates - GO		Regional / Project Updates -GO	
12:30 – 13:15	<p><i>CETEAL: The ways to diversify towards the Marine Renewable Energy as an Oil & Gas SME</i></p> <p><i>Moderator: Neil Golding, EIC</i></p> <p><i>Panellists:</i></p> <ul style="list-style-type: none"> <i>Henry Dupouy, President & CEO, CETEAL</i> 	13:00 – 14:00	<p><i>International Delegation: Mozambique</i></p> <p>Introduced by Ryan McPherson, Regional Director Middle East, Africa & CIS, EIC</p> <p><i>Speakers:</i></p> <ul style="list-style-type: none"> Carlos Zacarias, Chairman INP Henrique Cossa, Adviser, Ministry of Mineral Resources and Energy Ronan Bescond, Mozambique Country Chair, Total Florival Mucave - Mozambican Oil & Gas Chamber (CPGM) 	14:00 – 15:00	<p><i>Contractor Update: Worley</i></p> <p>Introduced by Neil Golding, Director, Market Intelligence, EIC</p> <p><i>Speaker:</i></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