



OVERSEAS DELEGATION GULF TOUR - SAUDI ARABIA, BAHRAIN & KUWAIT



15-18 OCTOBER 2017

The EIC is organising an oil and gas trade delegation to Saudi Arabia, Bahrain and Kuwait.

Delegates will have the opportunity to attend organised group meetings with key local players, as well as incorporating briefing meetings presented by qualified speakers with in-market experience and the opportunity to meet with local companies.

\$153B

worth of investments
in various
downstream projects
in Saudi Arabia



5%

target of capacity from
renewable sources by
2020 in Bahrain

4MMBI/d

oil production
planned in
Kuwait by
2020

Full benefits of participation

- Full support of the EIC office in Dubai and the Department for International Trade (DIT) in Saudi Arabia, Bahrain and Kuwait.
- Opportunity to participate in pre-arranged group meetings. Logistical assistance from an EIC Delegation Manager and support/advice on markets from The EIC Dubai. Inclusion in delegation brochure (circulated in advance of delegation).
- Assistance with travel arrangements through the appointed travel partners. Shared logistical costs (for example, OMIS (DIT) costs, brochure, ground transport, meeting room hire, networking reception etc.). A chance to network and exchange information with other Delegates.

In partnership with:



Department for
International Trade

**DEADLINE FOR ALL APPLICATIONS
31 AUGUST 2017**



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Why Saudi Arabia?

Saudi Arabia's economic development has been driven by the strong success of its oil industry for decades now. Saudi Arabia is the world's largest producer and exporter of petroleum liquids and is currently the world's second largest crude oil producer behind Russia, with proven reserves of 267 million barrels of crude oil and 866 trillion cubic feet of natural gas. Saudi Arabia has also pursued becoming a shale gas producer in the coming years and is now expected to produce shale gas by 2020. According to the IMF, oil export revenues account for around 90 percent of total Saudi export earnings and above 40 percent of the country's gross domestic product (GDP).

Saudi Arabia's long-term goal is to further develop its lighter crude reserves including the Shaybah Field, located in the Empty Quarter (Rub al-Khali) area bordering the United Arab Emirates, the Abu Hadriya, Fadhili and Khursaniyah (AFK) fields and the giant Khurais Field.

Saudi Arabia has heavily invested on various key downstream projects which include Yanbu Refinery, Jubail Olefins Complex and Sadara Chemical Complex. The kingdom has the largest expansion plan in the Middle East for generation of power and plans to increase its capacity to 120 GW by 2032. There are several massive ongoing power projects including Yanbu IWPP, Jizan IGG Power Plant, and Riyadh PP15. The Kingdom of Saudi Arabia also aims to achieve 9.5 GW of clean energy in its Vision 2030 and intends to become a global "powerhouse" of renewable energy which includes solar, wind and nuclear power. The Government recently initiated two key renewable projects for a 400MW Onshore Wind Farm and a 300MW Photovoltaic Solar Plant in Sakaka.

Within the energy sector, there is a constant demand for experienced companies and quality products in areas such as engineering, design, construction, and consulting.





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Why Bahrain?

Bahrain is the first country in the Gulf to discover oil in the 1930's, as well as successfully drill and exploit this resource commercially. Oil and gas resources contribute significantly to Bahrain's economy. About 80% of the Government budget is funded by oil revenues.

Bahrain has claimed to have reserves of 633 million barrels of crude oil and 11 trillion cubic feet of natural gas. Bahrain has stabilized its oil production at about 40,000 barrels (6,400 m³) per day, and reserves are expected to last 10 to 15 years. The Bahrain National Gas Company operates a gas liquefaction plant that utilizes gas piped directly from Bahrain's oilfields. The kingdom of Saudi Arabia shares production of the 300,000 bbl/d Abu Safah offshore field with Saudi Arabia and this is connected to Bahrain's Sitra refinery via pipeline. On the Downstream side, \$10 billion is being invested to expand the capacity of the Sitra refinery to 360,000 b/d and a further \$1.7 billion is being invested on the expansion of the Sitra chemical plant. In conjunction with the refinery expansion, Bahrain plans to construct a 350,000 pipeline linking the Sitra refinery with crude oil feedstock from Saudi Arabia's Abqaiq plant. Bahrain imports and refines a further 230,000 bpd from Saudi Arabia's state-owned oil company, Saudi Aramco, via its major oil pipeline,

AB-1. Bahrain imports and refines a further 230,000 bpd from Saudi Arabia's state-owned oil company, Saudi Aramco, via its major oil pipeline, AB-1. Bahrain has nearly 4 gigawatts (GW) of installed generating capacity and also investing in several new power projects, including a 1.5 GW expansion to the Al Dur power plant. Industrial power projects are also under construction, such as a new 1.8 GW power plant to supply Aluminum Bahrain (Alba). Bahrain has set a target for generating 5% of capacity from renewable sources by 2020. To this end, Bahrain is constructing two 5 MW solar plants, and a 25 MW waste-to-energy plant.

Business opportunities for UK companies in Bahrain are abundant, as billions worth of investments are active and being planned for projects across the hydrocarbon sectors.





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Why Kuwait?

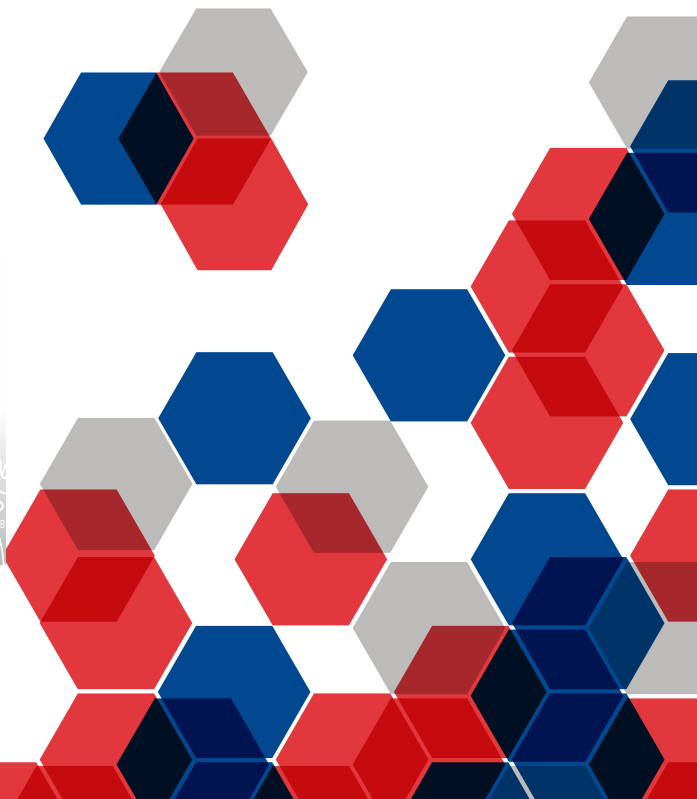
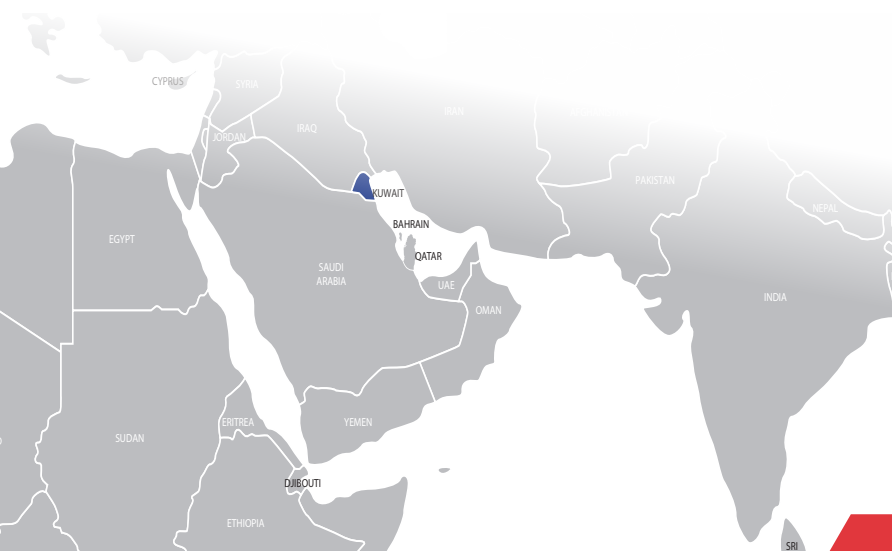
Kuwait is a prosperous economy with an oil and gas sector contributing to 60% of the country's GDP and about 95% of export revenues. With over \$160 billion worth of active and future investment in energy projects (O&G, power and renewables), supply chain opportunities are ripe within Kuwait. Kuwait holds the world's sixth largest oil reserves with 101 billion barrels of proven reserves and also holds 63 trillion cubic feet of proven gas reserves. Kuwaiti officials have committed to increasing oil production to 4 million barrels per day by 2020.

Large investments are being centered on heavy oilfields such as the KOC operated US\$ 4.3 billion Lower Fars Heavy Oil Field Development. Most of the increase in oil production capacity is expected to come from the Kuwait Oil Company (KOC) projects, with total KOC capacity expected to reach 3.65 million b/d by 2020. The remaining 350,000 b/d is expected to come from the Kuwait Gulf Oil Company (KGO) in the Partitioned Neutral Zone. The Greater Burgan oil field accounts for most of both reserves and production in the country.

The downstream sector is dominated by the refining sector with major projects such as the Mina Abdulla and Mina al-Ahmadi Clean Fuels Projects as well as the new Al-Zour Refinery.

Kuwait's nameplate refining capacity from its three refinery complexes (Mina al-Ahmadi, Mina Abdullah, and Shuaiba) was estimated at 936,000 b/d. All of the refineries are located near the coast, about 30 miles south of Kuwait City and are owned and operated by Kuwait National Petroleum Company (KNPC). The largest refinery, Mina al-Ahmadi, was built in 1949 and has a refining capacity of 466,000 b/d. Mina Abdullah and al-Shuaiba have nameplate refining capacities of 270,000 b/d and 200,000 b/d, respectively. Kuwait plans to increase baseload capacity to 25 GW by 2020.

The Kuwaiti government, in a partnership with Sumitomo, Abdullah Hamad Al Sagar & Brothers, and ENGIE, is constructing the country's first IWPP, Az-Zour North. The first phase of this natural gas-fired facility has a generating capacity of 1.5 GW and came online last November 2016. The second phase, which development is worth USD 2.5 billion will add another 1.5 GW once completed by 2020.





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Draft itinerary – Gulf Tour

Please note that this is a tentative itinerary, designed to give an idea of the intended format of the visit and the companies the EIC and DIT will be approaching for meetings.

Once the EIC have confirmed minimum numbers we will ask you to complete a Supplementary Data form and use this information when approaching companies for meetings and to tailor the itinerary for the attending delegates.

Wishlist of companies that will be approached for meetings in Saudi Arabia:

- Saudi Aramco
- SABIC
- Sadara Chemical Company
- Mustang Engineering local JV
- SNC Lavalin
- WorleyParsons
- Fluor
- Jacobs
- Foster Wheeler
- Kentz
- Petrofac

Wishlist of companies that will be approached for meetings in Bahrain:

- Bahrain National gas Company
- Bahrain Petroleum Company
- Gulf Petrochemicals Industries
- Petronas
- Occidental Petroleum Corp
- Noga Holdings
- Chevron Lummus
- Technip

Please note the above is a guideline to the companies EIC and DIT will approach for meetings once we have the minimum delegation numbers required for the delegation.

There will approx. 3-4 meetings per day planned in the Gulf Tour for the delegation.

Date	Activity/programme
Sat 14 Oct	Saudi Arabia Delegates assemble in Damman, Saudi Arabia Ice breaker dinner
Sun 15 Oct AM PM	Saudi Arabia In-Country Briefing Group meetings to be arranged at hotel* Networking Reception
Mon 16 Oct AM-PM Evening	Saudi Arabia Group meetings to be arranged at hotel* Bus departure to Bahrain
Tues 17 Oct AM PM	Bahrain In-Country Briefing Group meetings to be arranged at hotel* Fly to Kuwait
Wed 18 Oct AM PM	Kuwait Briefing hosted by KBBC Visit to Kuwait Oil & Gas with official tour Group Meetings to be arranged Networking Reception (TBC)

***Day delegate rate with lunch & refreshments included for all delegates**

Wishlist of companies that will be approached for meetings in Kuwait:

- Kuwait National Petroleum Company (KNPC)
- Kuwait Oil Company (KOC)
- Kuwait Authority for Partnership Projects (KAPP)
- Kuwait Energy Company
- AMEC Foster Wheeler
- BP
- Shell
- Schlumberger

**DO NOT BOOK ANY TRAVEL UNTIL
CONFIRMED BY THE EIC.**





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The visit programme

Local briefings

Once in Saudi Arabia, Bahrain and Kuwait there will be a country briefing to update participants on the economic and political situation and local trading conditions and requirements.

Meetings

Group meetings will be organised by DIT in each country alongside the EIC Middle East office. Meetings will include key players within the industry including representatives from both national and international operators as well as international EPC contractors active in the market. The final programme will be tailored to suit Delegates' requirements as closely as possible.

Once your booking is confirmed you will be asked to complete a Supplementary Data Form with the names of companies and individuals you would like to see included in the programme. It is the intention to organise structured group visits but with time free for delegates to make individual visits and follow-up calls.

Additional application notes

Participating companies should ensure that the representative on the delegation has authority and is competent to discuss the supply of the products or services they wish to sell. In addition they need to be able to meet all the costs of their participation.

Delegate numbers

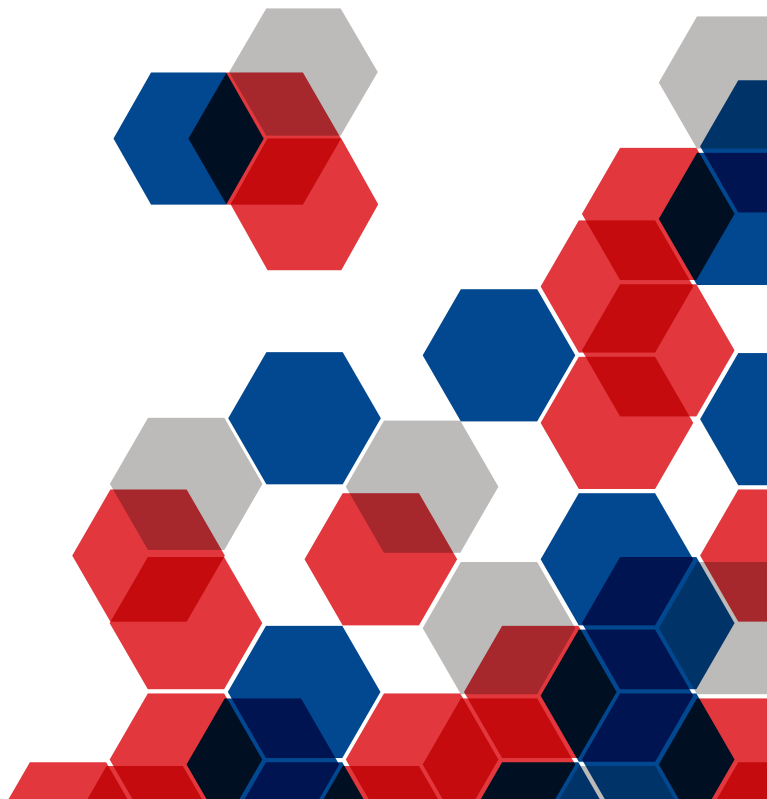
Total numbers are limited to 20 delegates to ensure group members receive the best value as possible during the visit, however please note we will require a minimum of 10 delegates in order for this delegation to go ahead. We would advise waiting until we reach this number of delegates before booking non-refundable flights.

For more information

Contact Mark Gamble, Senior Overseas Manager at mark.gamble@the-ic.com

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London
SE1 7TP

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Finance

Management fee

To cover the costs incurred by the EIC in organising this delegation, a non-refundable Management Fee is being levied for the participant from each company as follows:

Member of EIC £500 (excl. VAT) one person per company

Non-member £650 (excl. VAT) one person per company

Communal charge

The Communal Charge is the shared cost for production of the delegation brochure, translations, local ground transport (except airport transfers), meeting room hire, delegation manager, OMIS (DIT) charges, plus any other expenses incurred on behalf of the group.

The communal charge is £1,395* per delegate.

Please note that the EIC has to settle invoices prior to the visit and pay "on-site" bills. To minimise the EIC's exposure, therefore, we must ask for the communal charge to be paid at the time of booking.

Cancellation charges

In the event of cancellation of the delegation for reasons beyond the control of the EIC, all communal costs committed to the date of cancellation will be charged to the companies who would have participated. In the event of cancellation by an individual company, the company's proportion of the communal costs incurred up to the date of cancellation will be charged. The management fee is payable forthwith in any event.

Payment

Travel & Visa Costs: Direct to airline/hotel/Embassy

Management Fee: Payable with application form to the EIC

Communal charge: Payable with application form to the EIC

***EARLY BIRD DISCOUNT OF £100 FOR
BOOKINGS BEFORE 21 JULY 2017**



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Travel

Please await instructions on the nominated hotel.

Once the delegation is confirmed we will contact you with further details on how to book with the nominated hotels.

We request that you stay at the nominated hotels for logistical reasons; if you would prefer to stay in another hotel it is your responsibility to keep in contact with the delegation manager and join the group at the hotel for transport or at the meeting venues.

Visas

Saudi Arabia - Our appointed Travel Management Solutions company will facilitate the visa process for British passport holders for the Saudi Arabia Visa. The full cost including visa letter, authorisation, lodging, service charge & insurance is approx £428.

Bahrain - You can get a visa on arrival, but to ensure a smoother process at the border in Bahrain it is best to get a visa in advance, either online or from the Embassy of the Kingdom of Bahrain in the UK. Approx cost is £50.

Kuwait - Visas will be issued upon arrival. There will be a small variable fee for this permit and there are certain terms and conditions to comply to.

We will be in touch with further details once the delegation has been confirmed.

Flights

Further instructions will follow on confirmation of the delegation. Please do not book any non-refundable flights until the delegation has been confirmed.

Vaccinations

Contact your GP around 8 weeks before your trip to check whether you need any vaccinations or other preventive measures.

Country specific information and advice is published by the National Travel Health Network and Centre, and useful information about healthcare abroad, including a countryby- country guide of reciprocal health care agreements with the UK, is available from NHS Choices.

We will advise further information once the delegation is confirmed.

Important

Please note that the EIC will confirm the delegation is going ahead once we have a minimum number of bookings.

Do not book any non-refundable flights before you receive this confirmation. The EIC will give you further details on flights along with booking information for hotels once we can confirm the delegation is going ahead.

More detailed information will be provided to you at the time of confirmation.





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FAQs

I would like to make my own travel arrangements and fly out independently from the group.

This is your decision as delegates come from different cities however we would prefer it if you stayed in the same hotel as the group for logistical reasons. If not, it will be your responsibility to find out about any changes to the itinerary during the visit. If you do make your own flight and accommodation arrangements, please ensure you notify EIC with your details.

Our company is UK-registered but I would like to have someone from our local office participate.

As long as it is the UK-registered company being promoted, we would be delighted to have them in the group.

I would like to have two representatives from our company participating in the trade delegation.

This will only be allowed if the visit is under-subscribed, space is limited to one person per company. However should you wish for more than one delegate to attend please let us know and if there is space available on the closing date for applications we will accommodate your request.

We are new to this market. Why is this trip such a good idea for us?

EIC Overseas Delegations are an ideal way to discover and explore a new market. It is an excellent introduction, enabling you to gain from the experience of others in the group while in a supportive environment. The visit

will give you a good grounding, introducing you to key people in the market, an opportunity to gain an understanding of the business culture whilst meeting valuable contacts that can be followed up on subsequent visits.

We already have substantial experience in these markets. Why is this trip such a good idea for us?

EIC Overseas Delegations are an ideal way to strengthen existing business relationships as well as establish high level contacts with some of the key players in the oil and gas sector.

We only wish to participate in some of the meetings, is this possible?

Delegates are expected to participate in all meetings with the group. We find that it reflects badly on the rest of the group if delegates dip in and out of meetings as all of you are listed in a brochure and the meetings have been confirmed based on the whole group attending.

APPLICATION PROCEDURE

Since places will be awarded on a first come, first served basis in order of receiving signed application forms, please complete the EIC application form and fax or email to mark.gamble@the-eic.com at the EIC as soon as possible, followed by a cheque for the management fee and communal charge.

PLEASE NOTE: We will require a questionnaire to be completed by each delegate upon return.

**DEADLINE FOR ALL APPLICATIONS
31 AUGUST 2017**



APPLICATION FORM

GULF TOUR

Deadline for all applications
31 Aug 2017

Please return your form to mark.gamble@the-eic.com as soon as possible

- a) I wish to participate in the trade delegation and will pay the appropriate contribution towards communal costs.
- b) I understand the terms and conditions of participation and accept the cancellation terms.
- c) I enclose/will forward a cheque covering i) & ii) below for £ _____ made payable to Energy Industries Council. (Alternatively you can pay by bank transfer or credit card – Nat West plc – Sterling Account: 05501288; Sort Code: 60-15-33)
- i) the appropriate management fee (The management fee is payable forthwith in any event)
- Member of EIC £500 (excl. VAT)
- Non-member £650 (excl. VAT)
- ii) the communal charge of £1,395 (excl. VAT) per person

Book before 20 July 2017 and receive £100 early bird discount – £1,295 (excl. VAT) per person

If you wish to book by credit card, please supply details below. Upon transaction confirmation, EIC will send you a receipt.

Card number: _____ Card type: _____
Start date: _____ Expiry date: _____
Name on card: _____ Signature: _____

- d) Is your business a “potential or developing exporter”? Yes / No
(Has it exported less than 25% of turnover during the last 12 months?)
- e) Is your business “new to market”? Yes / No
(Has it exported to Saudi Arabia/Bahrain/Kuwait within the last 12 months?)
- f) I agree to complete the post event questionnaire

Application forms without UK registered company details will not be accepted.

Contact name: _____ Position: _____
UK Company name: _____ Company reg no: _____
UK Address: _____
Direct line: _____ Switchboard: _____
Mobile: _____ Email: _____
Website: _____

Signature: _____

Name (in caps): _____ Date: _____

The Customer warrants that the person submitting the Booking Form is fully authorised to enter into the Contract on behalf of the Customer.

Please note that your application covers only the company or business declared above unless you have our consent in writing. We reserve the right to ask for proof of the eligibility of your company or business and the credentials of your representative as a condition of attendance on the delegation. Representation or promotion of any company or business not named in the application or otherwise having our written consent may result in your exclusion from the delegation without any right to a refund.