

# EGYPS NEWS

## EGYPT PETROLEUM SHOW

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## EGYPS 2020 FEATURES EGYPT'S UNBRIDLED SUCCESS



President Abdel Fattah El Sisi opened the fourth edition of the Egypt Petroleum Show (EGYPS 2020) on February 11. The three-day event was inaugurated under the patronage of the Egyptian president at Egypt's Al Manara International Exhibition Center, under the theme, 'North Africa and the Mediterranean: Delivering the Energy Needs of Tomorrow'.

The event was attended by His Excellency Egyptian Prime Minister, Mostafa Madbouly; His Excellency Eng. Tarek El Molla, the Egyptian Minister of Petroleum and Mineral Resources in addition to a galaxy of Egyptian ministers, top government officials, senior executives, oil and gas industry's leaders, advocates and partners. Furthermore, EGYPS 2020 witnessed the participation of around 16 CEOs from international oil companies (IOCs) for the first time, which reflects the growing confidence in Egypt and the significant role it plays in the whole region.

EGYPS is one of the most prominent events in the oil and gas sector scene, not only in Egypt but also in the North Africa and the Mediterranean region. This year's edition is going to feature the oil and gas sector's strides toward achieving modernisation and transforming Egypt into a regional energy hub.

With being attended by a group of notable officials, the event offers a wide range of the experts' insights, policies, and strategies toward developing the sector's value chain, as well as showcasing the region's growing potentials especially after recent discoveries. In addition to that, EGYPS has succeeded to become an established international platform that highlights the sector's unbridled successes and milestones.

In his speech, H.E Eng. Tarek El Molla, the Minister of Petroleum and Mineral Resources, referred to EGYPS as a major platform and one of the important factors in implementing the ministry's strategies and sharing the sector's success stories and reforms.

El Molla praised the attention paid by the Egyptian President to the oil and gas sector, which directly has contributed to achieving tangible milestones internally, regionally, and internationally.

He pointed out that Egypt has managed to overcome many obstacles and reinforced its stability by implementing an inclusive social and economic programme. This programme led to achieving positive results; including boosting Egypt's growth rates and reducing the budget deficit, the unemployment rate, and the inflation rate. "In addition to that, many national projects were executed, contributing to establishing Egypt as a role model in achieving security, stability and development," El Molla added.

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# EGYPS 2020 FEATURES EGYPT'S UNBRIDLED SUCCESS

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When it comes to the oil and gas sector, El Molla remarked that the sector had faced several challenges which led to the accumulation of the IOCs' arrears, drop in the investments rate, and pausing many projects. All of these consequences resulted in crude oil and natural gas production deficit. However, the oil and gas sector has succeeded, during the previous four years, in turning out these catastrophes into inspiring success stories.

"The oil and gas sector managed to achieve a surplus in Egypt's trade balance, for the first time, in fiscal year (FY) 2018/19. In addition to that, foreign investments in the oil and gas sector reached \$35 billion and the IOCs' arrears dropped by more than 80%, which helped in retaining the foreign investors' confidence in Egypt and encouraging them to pump new investments," El Molla said.

Furthermore, the minister remarked that the sector's growth has boosted from -11% to 20%, enabling Egypt to achieve natural gas self-sufficiency. Moreover, El Molla highlighted that Egypt's crude oil and natural gas hit its highest rates in history by producing around 1.9 million barrels of oil equivalent per day in August 2019 (mmbob/d). Adding to that, the price per equivalent barrel dropped to \$2.9 in FY 2018/19, compared to \$4.2 in FY 2015/16.

Furthermore, El Molla stressed that the sector managed to achieve unprecedented records in connecting housing units to the national gas grid.

Speaking of transforming Egypt into a regional energy hub, El Molla showcased some initiatives in this regard including "developing infrastructure and reinforcing cooperation with our foreign partners," highlighting that "one of the most important practical steps in this regard is the resumption of natural gas exports to Jordan, as well as the arrival of natural gas from the eastern Mediterranean fields to Egypt's liquefaction plants and then re-export it."

Referring to the sector's young professionals, the minister stressed the necessity of giving more attention to the development of human resources. He explained that "the ministry has been implementing a programme to qualify young and middle management cadres, in partnership with major IOCs in their locations inside and outside Egypt," adding that "these cadres' training ranged from 6 months to a year to prepare them to lead the sector in the future."

El Molla pointed out that the success stories in oil sector stemmed from "the conscious political leadership, as well as the country's political and security stability."

During a tour of the exhibition, President Sisi, accompanied by El Molla attended a presentation from the Middle Management Programme's participants. After that, President Sisi engaged with a number of exhibiting companies; including Apache, Wintershall Dea, Bechtel, ExxonMobil, and many

more, motivating them to increase their investments in Egypt, especially in the exploration and production (E&P) activities.

In a keynote speech, Christopher Hudson, President of dmgev, referred to the continuous growth of the show to become one of the most significant events in oil industry.

"In recent years, the Egypt Petroleum Show has become the main platform for the African and East Mediterranean energy sector," he commented.

Hudson stated that "our ability to create this unique show is in no small part due to the very active strategic guidance and support of the Minister of Petroleum and Mineral Resources, His Excellency Tarek El Molla," highlighting that "when we started planning the 2020 edition, we formed executive committees and technical committees of industry experts who have worked tirelessly to shape the conference."

Moreover, Hudson stressed that EGYPS provides a unique breadth of insights, policies, strategies, and technical leadership across all elements of the future energy value chain. Thus, "2020 is likely to become a pivotal year for our industry globally and in this region."

With an eye on positioning natural gas as a major component of energy transition, Hudson noted that there is a need to

recognise the ever-growing need for responding to the carbon challenge and access to affordable clean energy. In addition to that, Hudson stressed on the significance of attracting new talents to the oil and gas sector, in order to prepare them to be the sector's successful future leaders, harnessing the benefits of a newly digitalised value chain.

Concluding his speech, Hudson stated that over the event's three days, the strategic and technical conferences are going to review the sector's opportunities and challenges, and feature a remarkable array of speakers providing the full spectrum of policy and commercial viewpoints to shape the industry's future. And as a sign of the event's success, this year's edition has attracted over 1,600 delegates and more than 270 speakers across five conference tracks, in addition to hosting over 400 exhibitors showcasing their latest products, technologies, services and solutions.

The opening ceremony was moderated by the TV Presenter, Osama Kamal, who stressed on the vital role played by the oil and gas sector in achieving Egypt's vision, under El Sisi's conscious policies and strategies. Furthermore, Kamal affirmed that Egypt has utilised its oil and gas wealth to accomplish robust growth and reinforce its partnerships and agreements with other countries.

Kamal's remarks were supported by a documentary highlighting the noticeable boom seen in the Egyptian oil and gas sector. The documentary explained how Egypt is enriched by innovative partnerships, new crude oil and natural gas discoveries, and transformation strategies, stating that these factors helped Egypt to gain the required drivers to achieve progress. The documentary also highlighted the significance of the Economic Reform Programme which helped the Egyptian oil and gas sector contributes around 27% of the country's gross domestic product (GDP) in 2018/2019.

**THE OIL AND GAS SECTOR MANAGED TO ACHIEVE A SURPLUS IN EGYPT'S TRADE BALANCE, FOR THE FIRST TIME, IN FISCAL YEAR (FY) 2018/19.**

**HIS EXCELLENCY TAREK EL MOLLA**  
MINISTER OF PETROLEUM AND MINERAL RESOURCES  
ARAB REPUBLIC OF EGYPT



## TOWARDS A SUSTAINABLE FUTURE: AN INTERVIEW WITH **HESHAM EL AMROUSSY**, CHAIRMAN & MANAGING DIRECTOR AT EXXONMOBIL

**ExxonMobil is committed to offering affordable and sustainable energy solutions. How do you see this advancing global prosperity?**

ExxonMobil, being the largest publicly traded international energy company and holding an industry-leading inventory of resources, uses technology and innovation to help meet the world's growing energy needs. Our research and development strategy, together with our commitment to environmental, social, and governance practices, has always been part of ExxonMobil's foundation.

The world faces a dual challenge: meeting the growing demand for energy while also reducing environmental impacts, including the risks of climate change. While all forms of energy are needed – including natural gas and renewables– new technologies will be required to meet the world's emissions-reduction goals. ExxonMobil corporation worldwide is committed to doing its part towards the future growth of its operations. As a result, we are focusing on deepening sustainable energy solutions that reduces greenhouse gas emissions, waste generation and water consumption. We have established a strong foundation in this area upon which we continue to build from. Since 2000, ExxonMobil has invested more than \$9 billion to develop and deploy higher-efficiency and lower-emission energy solutions across our operations.

In 2018, ExxonMobil global network of lubricants manufacturing plants, which produce all Mobil-branded products, received the Zero Waste to Landfill Silver validation from Underwriter's Laboratory, becoming the first petroleum products company to secure this validation.

Our innovations have helped provide the energy fundamentals to modern life – from the clean, efficient fuels that power today's transportation, to the natural gas that provides light and heat to homes and businesses. In addition to implementing proven emissions-reducing technologies, ExxonMobil is working on a suite of next-generation technologies that we believe hold great promise for the future.

**Last year, ExxonMobil was awarded its first contract for natural gas exploration in Egypt during the Egypt Petroleum Show. How has the company developed its upstream operations since then? And could you tell us more about your return to the upstream arena in Egypt?**

It is important to highlight ExxonMobil's long history and presence in Egypt. We have been successful partners in Egypt's growth since 1902 and we are very proud of that. We have had continual operations for the past 120 years and we are looking forward for another 120 years and well beyond.

The evident political stability and socioeconomic development in the past period at large and the modernisation of the oil and gas sector in particular under the leadership of H.E. Tarek El Molla, the Minister of Petroleum and Mineral Resources, has encouraged ExxonMobil to look into opportunities for upstream business in Egypt. We have been working closely with the Ministry of Petroleum and Mineral Resources to evaluate potential opportunities. In the past year, ExxonMobil has secured more than 1.7 million acres for exploration offshore in Egypt. These awards add upstream interests to ExxonMobil's long-standing downstream presence in Egypt and reaffirm our commitment to pursuing high-quality opportunities

in the country. We look forward to working further with the government and deploying our proven expertise and advanced technology in Egypt.

**What is your outlook for ExxonMobil Egypt in the coming five years?**

ExxonMobil's sustainable success in Egypt is built on a strong foundation of business principles and a deeply rooted culture of integrity. Our world-class workforce, along with some of the growing best talents in Egypt and in the world, have been instrumental to our success. We have a very strong market position in fuels marketing, positioning ExxonMobil as the largest international oil company (IOC) operating in Egypt in terms of market share and in terms of fuel service stations. Moreover, ExxonMobil Egypt is the market leader of the lubricants business; through two large state-of-the-art lubricants manufacturing plants that are not only serving the Egyptian market, but are additionally exporting to more than 40 countries all over the world. We support many sectors of Egypt's industry with highest-performance lubrication solutions, and also support Egyptian motorists all over the country through providing passenger-vehicle lubricants, commercial-vehicle lubricants and fuels.

ExxonMobil Egypt recently announced the finalisation of the contractual agreement to relocate ExxonMobil Egypt Cairo office to the Cairo Festival City Business District. The new office located closer to the New Capital is structured to provide an improved and modern office solution. It is not only designed for current generation but for future ones, with an enhanced collaborative world-class work environment that meets our business strategic objectives.

ExxonMobil has a very keen interest in the Egyptian market. It is an important market with 100 million people and growing. We are very pleased with the overall progress in the business environment and look forward to working collaboratively with the Minister of Petroleum and Mineral Resources to further develop Egypt's resources.

**As headline sponsor of the EGYPS Youth Engagement Programme, how can the oil and gas sector develop a new generation of petroleum employees?**

We at ExxonMobil believe that every success, at its core, happens because of people. Human resources development and capability building is key. In the same vein, early identification of emerging talents and their development through an effective talent management process is of great importance. The ministry's Modernisation Project also focuses on human resources development and has built a comprehensive programme for learning and development as one of the strategy's key pillars. I am pleased to see the Ministry of Petroleum and Mineral Resources, under the leadership El Molla, placing high emphasis on people development at large, and youth in particular. We have been cooperating with the modernisation team, based on our belief that the ultimate goal of capability building can only be reached by sincere efforts exerted jointly by the government and the private sector.

Additionally, ExxonMobil Egypt has been focusing on education and development community programmes within schools and universities, to build a foundation of capable leaders. One of the prominent programmes that help promote science and technology is the

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science, technology, engineering, and mathematics (STEM) school supported by ExxonMobil Egypt in Suez. This programme develops students with creative and talented minds, in preparation of the new generation of petroleum employees. Moreover, the oil and gas committee of the American Chamber of Commerce (AmCham) in Egypt, which I am honored to chair, has developed a leadership programme targeting selected managers within the ministry and its companies. I believe this programme is quite useful for the development of young talents within the ministry.

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<b>17 TECHNICAL CATEGORIES</b>	 Upstream: Exploration of Conventional Resources (CONV)	 Upstream: Exploration of Unconventional Resources (UNCONV)
 Geoscience: Upstream Technology Developments (GEOT)	 Oil and Gas Field Development (FD)	 Drilling (DR)
 Completions (COMPL)	 Gas/LNG Processing, Transportation, Operations and Technology (GAS)	 Offshore and Marine Technology and Operations (MAR)
 Oil and Gas Economics, Concession Agreements and Project Finance (FIN)	 Project Management and Execution (PM)	 Operational Excellence (OpEx)
 Health, Safety and Environment (HSE)	 Downstream: Refining Technology, Operations and Marketing (REF)	 Downstream: Petrochemicals Technology and Operations (PET)
 Biofuels, Alternative Fuels and Renewable Energy (BIO)	 Digitalisation of Oil and Gas (DIGI)	 People and Talent Development (PPL)

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# STRATEGIC CONFERENCE DELVES INTO OIL AND GAS POLICIES



The Egypt Petroleum Show (EGYPS 2020) Strategic Conference convened industry leaders from top energy-producing countries to discuss and deliberate the reshaping of the global energy market to stay abreast of international mega-trends and their impacts across the oil and gas domain.

Tarek Amer, Chairman of the Board of Directors at the Central Bank of Egypt, was one of the key speakers in the first day sessions where he shed the light on Egypt's economy status. "I can say today that the Egyptian economy is in a solid position." With the oil sector as a flagship in the country, Amer stated that they are looking forward to more agreements in this regard.

"We are very proud to work with the petroleum sector over the last decades. Our banking system continues to support the petroleum sector with all its power," he added.

Amer shared some of the initiatives that Egypt has endeavoured since 2016; from abolishing the black market to liberalising Egypt's foreign exchange regime. "These bold moves were planned very meticulously and its success was the catalyst that jump started the economy and its growth," Amer indicated, adding that the International Monetary Fund (IMF) has had a role in giving a message to international partners that these new policies are market-oriented.

"For investors the inflation is very important because they do not want to see capital erosion. And now the CBE has put inflation under control and for the first time has put an inflation target announced to the whole world and commits to achieve it by the end of 2020," Amer said.

"We have a solid banking system that is ready to finance the ambitious financial plans of the government. Many of the petroleum sector's projects have been financed by local banks. In addition, the government is negotiating with the IMF for a structured reform streamlining the investor's environment," the chairman said.

He further elaborated on the future plans, explaining that they are very comprehensive. Over 11,000 projects were already executed in the past six years, he said. Nonetheless, the plan is very substantive. With the existent robust infrastructure, coupled with reformed policies and the pool of local talents, there a lot of hindered potential, "and that makes us optimistic," Amer concluded.

## GLOBAL BUSINESS LEADERS

In the Global Business Leaders session, His Excellency Tarek El Molla, Minister of Petroleum and Mineral Resources, discussed with his Equatoguinean counterpart His Excellency Gabriel Mbaga Obiang Lima, the balancing of supply and demand with geopolitical uncertainties, global trading agreements, and policy objectives. Other speakers in the session were: Frank Fannon, Assistant Secretary at the Bureau of Energy Resources, US Department of State, John Christmann, CEO and President at Apache Corporation, and Brendan Bechtel, Chairman and CEO at Bechtel.

The session addressed how geopolitics and foreign trade policies continue to have a major effect on crude oil pricing and supply and demand, giving a glimpse of the new geopolitical power dynamics, new trade alliances and partnerships that can be expected to dominate oil and gas in the years ahead.

"Talking about oil and gas is not just about sufficiency, but about setting new benchmarks," El Molla said. He went on to discuss how this is evident through the idea of establishing a regional energy hub. Energy has always been the center of reconciliations, as it even could be the reason for peace, the minister elaborated. "We think that energy could be a catalyst to the wellbeing and welfare of the country," he declared.

In relation to how nations are responding to the global energy challenges, El Molla further looked into the policies, agreements and dialogues that need to be implemented to develop global security of supply. The minister ensured that the East Mediterranean Gas Forum (EMGF) initiative was taken based on actual steps and established foundations, as Egypt does not only have infrastructure, but also has robust reforms as well. "We have well- demonstrated that we are on the right track," El Molla said, adding that "Egypt cannot be a hub without its neighbours so we co-operate [accordingly]."

Meanwhile, Fannon said that a vision needs execution. Creating an inclusive region where all parties can benefit can create political stability, he said, explaining that is the reason why the US fully supports the foundation of EMGF.

"We believe energy could be a catalyst among nations for cooperation," Fannon remarked. Nonetheless, this will not be achieved over night; he thought, saying that "What is the best way to eat an elephant? One bite at a time."

Taking a closer look into the US-Mediterranean partnership and its contribution to economic and social development, Christmann said that people are calling for cleaner energy. Furthermore, it is not the fossil versus non-fossil conversation anymore, rather it is a holistic incorporation between all energy systems, he said. He promoted boosting trade and investment between the US and Southern Mediterranean countries, setting the scene for new energy sources and cooperation methodologies.

According to Christmann, the number one priority to Apache is keeping a diversified portfolio. Working in Egypt has helped the company build a stronger portfolio as nation-states are pushing the boundaries towards energy transition policies and mutually collaborating to secure energy access, efficiency and sustainability.

The Equatoguinean minister shared with the panel one of the most important lessons that he has learned throughout his career in the oil and gas sector. According to Lima, the sector is based on cycles; what might be in style today might be out of style tomorrow. Sometimes the US takes the lead in the market, other times it's China, nevertheless, "we all need each other," he said.

"Our big challenge is to give jobs for youth, especially in the downstream as it is very important," Lima added, emphasizing that people are the main pillar of the industry. In attaining and retaining the human talent, Lima expects the industry to align its policies to ensure inclusion, diversity and development of in-country value to promote market growth, job creation and a culture of mentorship and leadership.

Speaking of the technology manifesto, Bechtel deliberated how countries are fostering research and development (R&D) and the creation of disruptive technologies and digitalisation strategies. In paving the way for digital policy

dialogue, this new technological era impacts and benefits today's society.

Bechtel has signed a Heads of Agreement earlier with the Egyptian Petrochemicals Holding Company (ECHEM) for the engineering, procurement and construction (EPC) execution of the Suez Petro-Refinery mega project. The agreement aims at fast-tracking the mega project to achieve 20% growth in the local production of value-added petrochemical products. The signing was witnessed by El Molla and US Ambassador Jonathan Cohen.

## RESHAPING ENERGY MARKETS

The third strategic panel, entitled "Reshaping Energy Markets," witnessed a fruitful discussion from Bernard Looney, the CEO of BP. Looney began his speech praising the role of El Molla, and his achievements in the petroleum sector. He said that the ministers achievements are evident throughout the entire oil and gas sector, and interweaved in the country's progress towards a safer, a stronger, and more fruitful future, adding that "[going forward, [we are] facing the future with real optimism."

Looney said that these achievements consolidate the current relationship between BP and Egypt. He further talked about how the sector can reap the benefits from such a strong relationship. He stressed on the importance of partnerships when it comes to facing the challenges of oil and gas field. "When we face a challenge like we are facing today with the start of a rising project, here in Egypt, we work together; we find solutions and fix it safely."

He discussed three main things: energy transition, technology, and the human element. In the topic of energy transition, he said that the history of energy always seeks to evolve, transitioning from one phase to another. Transition in energy is nothing new, but what is new is how this transition can be accelerated, he said, adding that people everywhere wants energy to be reliable, affordable, and clean.

He stated that the world is in bad need to shift towards clean energy in the aim of reducing carbon emissions and to face the challenges of global warming. However, the CEO indicated that it is not impossible to oppose such a challenge as the countries around the world start to search for what can be done towards that issue.

"One of these countries is Egypt" Looney said, discussing that Egypt has a huge increase in energy demand and supply. He noted that Egypt has managed to find new resources and succeeded in increasing its natural gas production, in addition to its solar power with the inauguration of its Benban solar park project. "Egypt is a case study in how to grow energy and use local resources to do it as cleanly as possible," he said. Looney argued that the second trend of the century is the transformative power of technology. "Technology has transformed entire societies," he concluded.

## PARTNERSHIPS' MILESTONES IN ACHIEVING GROWTH

A panel entitled "The Importance Forward Looking Partnerships to Deliver Growth Aspirations" ended the strategic sessions on the first day of EGYPS. The speakers of the session were Olivier Le Peuch, the CEO of Schlumberger, and, Mario Mehren, the CEO of Wintershall Dea.

The CEO of Wintershall Dea, opened his speech praising the minister's idea of establishing a regional hub. "First of all, El Molla's idea of creating Mediterranean natural gas hub is wonderful," he said.

Mehren referred that this a good opportunity for partnership "because it is bringing together nations, it is bringing together companies, it is bringing together different stakeholders to achieve something that would not be able to achieve on the individual basis," he discussed.

Mehren said that his company is active in partnerships and always seeks to increase more of it, noting that the successful factor of creating partnerships goes back to delivering the promises.

Additionally, he said that these partnerships enable the utilization of the pre-existing infrastructure and capabilities within each company. Mehren noted that there have been several partnerships that emerged during the past three years between the independent oil companies and the governmental ones.

On the other hand, Le Peuch said that his company has been collaborating around the world and establishing partnerships for more than 80 years. He said that his company puts the people first. Accordingly, Schlumberger contributes to developing human capital as well as technology in the region and the country, the CEO further said. Olivier stated that his company plans to be transformed digitally, focusing on utilising its profits and technology.



## STRATEGIC ROUNDTABLE DISCUSSIONS

Running simultaneously, the North African and Mediterranean Strategic Roundtables examined the regional opportunities across the oil and gas value chain, aiming to promote collaboration, understanding, knowledge-sharing and business opportunity.

The first roundtable, entitled Transforming into a Regional Energy Hub was by Osama El Bakly, Chairman at Egyptian Natural Gas Holding Company (EGAS); and Sameh Sabry, Senior Vice President and Managing Director – Egypt at Wintershall Dea. The discussion was a must-attend for executives wanting to gain access to the latest project opportunities and those who are involved in infrastructure investment, trading hub partnerships, technology and services.

At the heart of Egypt's oil and gas sector modernisation and recent transformation is the desire and vision to become a regional energy trading hub. The roundtable presented the possible opportunities to embark on the journey to become a hub for potential investors and strategic partners. Furthermore, Sabry and El Bakly discussed the cutting-edge technologies that are required to achieve this goal.

The second roundtable, Unlocking Energy Efficiency, was set by Eng Abed Ezz El Regal, CEO at Egyptian General Petroleum Corporation (EGPC), and Samir Sarhan; Vice President and Chairman of Air Products.

They discussed economically viable energy efficient projects across the value chain that could save the industry millions of dollars, reduce greenhouse gas emissions and dependence on imports. Furthermore, they showcased how Egypt is unlocking the full potential of its natural resources and making them energy efficient, and what mind-set changes are required to create a transformation culture that buys into and embraces energy efficiency.

The third roundtable was dedicated for bolstering oil and gas infrastructure, ensembled by Eng Waleed Lotfy, Chairman at Petrojet; and Maurizio Coratella, COO - E&C Onshore Division at Saipem.

The backbone for the security of energy supply and product delivery to market is available infrastructure within the producing, consuming and transit countries. Accordingly, the roundtable conferred a dialogue on commercial, financial and technical co-operation between all parties is crucial to ensure effective modernisation, operation and maintenance of pipelines, terminals, storage facilities and ports. They showcased the latest infrastructure updates and opportunities for collaboration across Egypt, North Africa and the Mediterranean.

The fourth and final roundtable aimed at discussing replacing fuels with natural gas, which was made by Magdy Galal, Vice Chairman for Operations and National Gas Grids at Egyptian Natural Gas Holding Company (EGAS); and Khaled AbuBakr, Chairman at TAQA Arabia

With further reductions in vehicle fuel subsidies, this roundtable provided the roll-out of bi-fuel vehicles progression in regards to the local market.



## DEVELOPING REGIONAL RESOURCES: AN INTERVIEW WITH **MARIO MEHREN**, CEO AT WINTERSHALL DEA

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### With the start of the new decade, what are Wintershall Dea's plans for 2020?

Following our 2019 merger, in 2020 Wintershall Dea will continue the already successful integration process. Our overall aim is growth; to increase global daily production to 750,000 barrels of oil equivalent (boe) by 2023. But our focus is on being smart, not just big. Wintershall Dea has the ideal size: large enough to act as a relevant partner, yet independent, agile and flexible enough to solve complex tasks quickly and purposefully. Another major focus in 2020 is that we are reviewing options for an initial public offering (IPO). That could come as early as the H2 2020, depending on market factors and other internal factors.

### How did the company's merger in 2019 help in expanding its portfolio in the Egyptian oil and gas market?

Our core regions are Europe, Russia, Latin America and the Middle East and North Africa (MENA) region, and Egypt plays an important strategic role for our business as one of our core countries. For growth, we look forward to further developing the Eastern Mediterranean region, in which Egypt is playing a central role since the East Med Gas Forum (EMGF) was held in Cairo.

Our new scale and enhanced capabilities, following the merger, will benefit the further development of our Egyptian business: for example, new joint digitalisation capabilities or enhanced oil recovery (EOR) technologies from both legacy companies are available to optimise our brownfield assets here in Egypt.

### Following the new bid round concession awards, how is Wintershall Dea planning to reinforce production from its fields in the Gulf of Suez, Nile Delta, and the Mediterranean Sea?

Wintershall Dea has produced gas and oil in stable and reliable partnership with Egyptian Natural Gas Holding (EGAS) and Egyptian General Petroleum Corporation (EGPC) since the 1980s. Today, Wintershall Dea produces gas at Disouq in the onshore Nile Delta, gas and oil from brownfields in the Gulf of Suez, and gas from the offshore West Nile Delta project, with our partner and operator BP.

We have invested significantly in our own-operated projects in Egypt. A comprehensive work programme for the Disouq gas development in the onshore Nile Delta has paid off, achieving a significant boost in production. Meanwhile, technical workovers to our mature oil fields in the Gulf of Suez have also increased production and improved asset integrity.

Furthermore, we were delighted with the award of the East Dhamanour exploration license last year. It is located in the onshore Nile Delta, near our existing Disouq development and therefore in an area Wintershall Dea knows well. The team

is planning for an exploration drilling programme, planned to start in late 2020. Due to the vicinity of the exploration acreage to existing infrastructure operated by Suez Oil Company (SUOC), our Joint Venture (JV) with EGPC, Wintershall Dea will be able to accelerate the development of any discoveries made there.

FOR GROWTH, WE LOOK FORWARD TO FURTHER DEVELOPING THE EASTERN MEDITERRANEAN REGION, IN WHICH EGYPT IS PLAYING A CENTRAL ROLE SINCE THE EAST MED GAS FORUM (EMGF) WAS HELD IN CAIRO.

### Wintershall Dea are a strong supporter and sponsor of the Egypt Petroleum Show, what are your expectations for EGYPS 2020?

EGYPS is one of the most important meeting places for the energy sector in the Mediterranean region and North Africa, and we are excited to



be there for the first time with our newly merged company and brand. This year we expect a major focus on Egypt's role as the heart of the emerging Eastern Mediterranean energy hub. Wintershall Dea is absolutely backing up this development and is an active member of the EMGF Industry Advisory Committee, so that is something we will be looking out for during the three days.

EGYPS IS ONE OF THE MOST IMPORTANT MEETING PLACES FOR THE ENERGY SECTOR IN THE MEDITERRANEAN REGION AND NORTH AFRICA, AND WE ARE EXCITED TO BE THERE FOR THE FIRST TIME WITH OUR NEWLY MERGED COMPANY AND BRAND.



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## LEVERAGING THE SECTOR: AN INTERVIEW WITH **ABDULAZIZ ALDOSERI**, ARCELORMITTAL'S CMO

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ArcelorMittal

### Can you tell us about your company's activities?

ArcelorMittal Tubular Products Jubail is the biggest state-of-the-art and seamless pipes and tubes manufacturing company in Jubail Industrial city at the eastern coast of Saudi Arabia. The plant is designed and built to serve the fast-growing energy producing markets of Saudi Arabia, GCC, Middle East and North Africa (MENA), and beyond.

The company is a joint venture (JV) between ArcelorMittal and Saudi Public Investment Fund (PIF). Headquartered in Riyadh, PIF is among the largest sovereign wealth funds in the world with 42% of the shares. Meanwhile, Arcelor Mittal is a multinational steel manufacturing corporation headquartered in Luxembourg City with 40.8 % of the shares. The remaining shares are owned by a group of prominent Saudi businessmen.

ArcelorMittal Jubail started operations in 2014 with a designed capacity of 600 metric tons (MT) per annum. The plant is equipped to produce a full range of products suited for the upstream, midstream and downstream energy markets, as well as for industrial and process applications.

The company provides a wide range of oil country tubular goods (OCTG) Casing Pipes with sizes ranging from 2 3/8 inches up to 13 3/8 inches threaded and coupled with American Petroleum Institute (API) connections, semi-premium connections and premium connections, in addition to line pipes products with sizes starting from 4 inches up to 16 inches, in accordance to the highest international standards and specifications. Our products are widely accepted and approved by several international oil companies (IOCs) such as Saudi Aramco, Abu Dhabi National Oil Company (ADNOC), ExxonMobil, Egyptian General Petroleum Corporation (EGPC), Bahrain Petroleum Company (BAPCO), and many others.

ArcelorMittal Jubail aims to provide the best in-class quality, reliability, value and innovation to its local and international customers.

### How does the company aim to expand its portfolio?

Expanding the portfolio of the company is an ongoing process through research and development (R&D) developing new products including premium connections and new steel grades that adds volume to the Oil and Gas industry.

### What are your latest activities in Egypt? What is your demand outlook as the country's upstream activity ramps up?

Our management recognizes the Egyptian market as one of the largest regional markets. Thus, we are planning to increase our activities across the country, through which our sales will be realised.

Our sales in Egypt are increasing on an annual basis, especially as we join forces with the International Drilling Materials Company (IDM), the only OCTG facility in Egypt.

The company is keen to further develop its relationships with other partners, investors, and operators to create a base through which our technical know-how and technology can be transferred and exchanged.

### What are the company's plans in Egypt for 2020?

As mentioned before, we are planning to expand our presence and to obtain more approvals from other oil and gas operators in the region and to create a platform with our future affiliates, from



which the market in Egypt and North Africa can be served.

Egypt is strategically saturated as the regional gas hub to the entire North Africa and Mediterranean region. Thus, as a manufacturing company, we have to leverage the country's resources and infrastructure.

### What ideas and topics would you like EGYPS to shed light on?

We would like to take this opportunity to focus more on the latest advancements in the oil and gas sector, where technology, in our opinion will be taking centre stage. Thus, we look forward to exchanging technologies and advancements in the hydrocarbon sector, which will make it more cost-effective and more efficient.

### What do you hope to achieve from EGYPS 2020?

We are seeking to explore more opportunities and prospects as well as widening our network in this important and affluent market, in addition to the exchange of technical experience.



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Abu Dhabi International Petroleum Exhibition & Conference  
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# EGYPS 2020 TECHNICAL SESSIONS: ADVANCEMENTS IN THE OIL AND GAS INDUSTRY

Egypt's Petroleum Show (EGYPS 2020) covers a wide range of topics and aspects in the oil and gas industry through 36 technical sessions that showcases the latest researches, methodologies, solutions and technology.

Technical sessions in the first day covered a variety of topics such as; Operational Excellence (OPEX), Project Management and Execution (PM), Exploration: Reservoir Characterization (EXPL), and Unconventional Oil and Gas Resources Development (URD).

The first day began with a collaborative session titled "Improving Productivity, Reducing Expenses," which falls under the OPEX technical category. The session witnessed four different technical presentations discussing different aspects of providing further advancements in the oil and gas industry. The session was chaired by Ahmed Ibrahim, Joint Venture (JV) Follow-Up Coordinator at ENI IEOC, and Hossam Saad, Artificial Lift Product Line Manager, Baker Hughes.

ARTIFICIAL LIFTING SOLUTIONS (ALS) ARE [NEEDED] TO MAINTAIN AND MAXIMISE PRODUCTION ON DIFFERENT AREAS.

**MOHAMED HAMZA**  
TECHNICAL SUPPORT ENGINEER – ALS, BAKER HUGHES EGYPT

Dario Buccellato, Regional Manager - Inspection Services, DNV GL, United Kingdom, started the technical session with a presentation on Achieving Cost Efficiency and Quality Gains Through Remote Survey Technology. Buccellato highlighted the usage of remote technology not only to ensure the safety of personnel, but also to reduce cost. Buccellato advocated using remote technology, as it improves efficiency and allows personnel to "do the same job while staying in the office," he said. He noted that through the usage of remote technology, they managed to reduce inspection time from 10 hours to three hours.

The second presentation titled A New Strategy to Reduce Production Deferment During Pipeline Tie-In into a Brownfield Common Header was delivered by Ravi Sunnapu, Principal (Upstream Operations), PETRONAS, Malaysia. The presentation highlighted the value of Baram Delta field, which is the largest oilfield in Sarawak with a production value of 72 thousand barrels of oil per day (bbl/d). During his presentation, Sunnapu discussed his company's finding of severe integrity issues that has led to a "strategy to increase production [and reduce deferment]".



Moving on to the third presentation; Mohamed Hamza, Technical Support Engineer – ALS, Baker Hughes Egypt, delivered an interesting session on Dual concentric ESP. Hamza began his presentation commenting that "Artificial Lifting Solutions (ALS) are [needed] to maintain and maximise production on different areas." However, that does not erase the fact that better solutions and innovations are needed to "reduce the cost and provide more environmental impact," he noted. Through explaining the innovative dual Electrical Submersible Pump (ESP) system, Hamza elaborated the challenges that led to the usage of dual ESP system. "In some countries, it prohibits co-mingled production," he added. He then referred to the benefits of such technology as it prevents water conning, allows simultaneous production/injection through a single wellbore, in addition to test zones independently. Later on, he presented a case study of an exploration well that took place in Colombia. The quality, health, safety, and environment (QHSE) results for the case study were impressive. It saved 46% of manpower and reduced the exposure of personal in the field. Not only that but it also proved to be cost-efficient financially.

The session ended with a fourth presentation title Life Cycle Partnership that Drive Meaningful Saving that was delivered by Georges Chehade, Senior Regional Development Manager-EH at National Oilwell Varco, United Arab Emirates. Chehade firstly advised that operators, contractors, and the manufacturer should not be in conflict with each other. "It takes a lot of commitment from all parties to understand how each party defines success," Chehade noted. Then he continued the presentation, mentioning that any entity should identify collective goals, as it would be beneficial to ensure system integrity, and equipment to remain continuously certified and fit-for-purpose. He ended his presentation by showcasing three case studies on; increased equipment time in the field through deferral of larger overhaul inspections, reduction of cliff events and NPT through condition monitoring technology, and reduction of costs through maintenance reductions and focused repairs.

IT TAKES A LOT OF COMMITMENT FROM ALL PARTIES TO UNDERSTAND HOW EACH PARTY DEFINES SUCCESS.

**GEORGES CHEHADE**  
SENIOR REGIONAL DEVELOPMENT MANAGER-EH AT NATIONAL OILWELL VARCO, UNITED ARAB EMIRATES



# ITALIAN TECHNOLOGIES FOR OIL & GAS

**EGYPS 2020** | VISIT US AT STAND **2H61 HALL 2**



HYDROSTATIC TESTING  
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## A FULLSTREAM PORTFOLIO: AN INTERVIEW WITH **AYMAN KHATTAB**, GULF AND NORTH AFRICA VICE PRESIDENT AT BAKER HUGHES

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**Baker Hughes**

**Baker Hughes is the world's first and only fullstream company. What kind of portfolio, technology, and assets does this require?**

As the only fullstream company, we use our scale, portfolio and expertise to spark innovation, unlock value and create opportunities across industries and global markets. Our portfolio serves the entire energy value chain, from upstream, to midstream and all the way to Egypt's downstream sectors. Our oilfield services business includes drilling services, chemicals, drill bits, pressure pumping, and wirelines services. Our oilfield equipment business includes our subsea production technologies. Our turbomachinery and process solutions business includes compression and power generation solutions that serve a diverse range of industry segments, including onshore and offshore production, liquefied natural gas (LNG), pipeline and gas processing, refinery and petrochemical.

**What are the company's recent developments in Egypt?**

We have frequently spoken about how we are supporting the gas developments and explorations in the Mediterranean; however, I am keen on shifting the focus on a different kind of project: our partnership with the Egyptian Ministry of Petroleum and Mineral Resources to train 25 participants through the Middle Management Programme. We did our best to tailor make and customise the programme to meet the needs of each participant. The programme was running across seven cities globally; Cairo, Dubai, Abu

Dhabi, Houston, Oklahoma, Florence and Celle, and different participants were assigned to different businesses and facilities. The feedback we received to date about the programme has been very rewarding.

I believe this initiative needs to be celebrated and highlighted more because it focuses on building capabilities and know-how, sharing best practices and investing in the leaders of tomorrow. This programme has been a great learning experience for both sides and we are very proud we were able to be a part of it.

**Can you elaborate on Baker Hughes' future plans in Egypt?**

This year's theme in EGYPS is focused on delivering the energy needs of tomorrow, and I believe this is the best way to describe our future plans for Egypt. We are always exploring new business models and partnerships to help take energy forward in Egypt and the entire region. We are always keen on bringing our latest technologies to the Egyptian market and our priorities are aligned with the ministry's Modernisation Project. Therefore, we are working closely with the ministry on projects that help achieve its vision for the future to become an energy hub in the future.

**What are your expectations for EGYPS 2020?**

EGYPS has grown to be one of the leading industry platforms in North Africa and the region as a whole. We are keen to participate every year to showcase our support and commitment towards the sector by highlighting our latest technologies. It is also an opportunity to engage with key figures and influencers in the industry. Every year the conference is bigger, and therefore our expectations for the 2020 edition are also bigger.

**In light of Baker Hughes' award ceremony for young engineers, why do you think EGYPS is a suitable platform to celebrate young professionals?**

As I mentioned, EGYPS is the best platform to discuss the future of the industry and young talents are one of the key assets that drive the sector's transformation. They are the leaders of tomorrow and they need to be well integrated in the energy ecosystem. The Middle Management Programme is one of the initiatives led by H.E. Tarek El Molla, Egyptian Minister of Petroleum and Mineral Resources, and therefore there is no better place than EGYPS to celebrate the completion of the programme.



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GROWN TO BE ONE OF  
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IN NORTH AFRICA  
AND THE REGION AS A  
WHOLE. WE ARE KEEN  
TO PARTICIPATE  
EVERY YEAR TO  
SHOWCASE OUR  
SUPPORT AND  
COMMITMENT  
TOWARDS THE  
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# GLOBAL MEETINGS PROGRAMME



## WHAT IS THE GLOBAL MEETINGS PROGRAMME AND HOW CAN YOU BENEFIT?

- All exhibiting staff and delegates have access to the official online networking platform to arrange unlimited business meetings with delegates, exhibitors and visitors prior to your arrival at EGYPS 2020
- Dedicated and purpose built meeting area on the exhibition floor to hold your meetings with full support from the onsite meetings concierge service
- Receive full contact details of your meeting partners prior to the show
- Search by company type, company interest, job title or geography in order to connect and meet your target profile
- Ability to accept and reject meetings dependent on your own agenda during EGYPS 2020
- Email and SMS notification reminders to ensure your meeting take place on the right day at the right time

## WHO WILL YOU NETWORK WITH AT EGYPS 2020?

- More than 30,000 trade professionals visit EGYPS to do business with 450 exhibiting companies
- 1,600+ conference delegates are expected to attend 66 strategic and technical oil and gas sessions presented by 230+ speakers
- Attendees from major NOCs, IOCs, EPCs, Service Providers, Consultants, Manufacturers & Distributors

## AN INSIGHT INTO HALLIBURTON METHOD TO GAIN CUSTOMERS TRUST: AN INTERVIEW WITH COLBY FUSER, VICE PRESIDENT EGYPT AND LIBYA AT HALLIBURTON

**As part of the Ministry's Modernisation Project, Halliburton is investing in young and middle management development programmes. What are the company's latest training programmes for young professionals?**

At Halliburton, we offer a two-phase training programme that helps us collaborate with the Ministry. Phase one is a three-month training programme held in Egypt for 20 selected candidates. For phase two, we select five candidates from the original 20 for a three-month training programme in the United States. We plan to hold the next training session in Houston, Texas, on March 16, 2020. The programme includes instruction in diverse disciplines during which the candidates learn business processes, Health, Safety, Environmental, and Quality (HSEQ) and advanced presentation skills, as well as participate in practical onsite training. Additionally, it is an opportunity for candidates to build a network of mentors and friends within Halliburton who they can call for support throughout their careers.

**How is Halliburton planning to increase its oil and gas activities in Egypt?**

Halliburton Egypt is focusing on increasing its activities in two areas: brownfield development and new onshore and offshore projects recently signed by the Ministry.

Halliburton works globally across many brownfields where we have improved the recovery factor by collaborating with our customers, engineering solutions and implementing tailored technology. Mature fields make up over 74% of global production, with each mature field having unique challenges and reasons for lost production. Our primary focus is to understand those challenges so we can apply previous lessons learned and use the right technologies to return wells to producing at their highest potential.

Halliburton is excited about the potential of the Egyptian market. Delivering on our value proposition to collaborate and engineer solutions to maximise the asset value for our customers will be a major part of how we achieve success.

**In what ways is EGYPS helping in the exchange of the latest news and access to new technologies and expertise in the sector?**

EGYPS is a great venue and sounding board for operators interested in learning about the technologies that can help increase production. We have global technical experts attending EGYPS 2020 to share what Halliburton has to offer and how we apply our technology across various challenges. We have leaders participating in several panels and focus sessions for HSE and Women in Energy to share their experiences and demonstrate why Halliburton is a trusted advisor for many customers. We are excited to present technologies such as SPECTRUM Diagnostic Services thru Coil Tubing, iCruise® Intelligent Rotary Steerable System, and RELAY™ Digital Slickline System which improve efficiency and deliver the lowest cost per BOE.

WE HAVE GLOBAL TECHNICAL EXPERTS ATTENDING EGYPS 2020 TO SHARE WHAT HALLIBURTON HAS TO OFFER AND HOW WE APPLY OUR TECHNOLOGY ACROSS VARIOUS CHALLENGES.



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**HALLIBURTON**



**How is EGYPS important to Halliburton and the oil and gas sector?**

EGYPS allows industry leaders and young professionals to come together and collaborate on ways to develop the energy supply of the future. The event provides an important platform where we can align our views and goals to advance the oil and gas industry. EGYPS is also an excellent way to strengthen the connections made in previous years, discuss how projects have advanced and target new projects to help increase production.

EGYPS ALLOWS INDUSTRY LEADERS AND YOUNG PROFESSIONALS TO COME TOGETHER AND COLLABORATE ON WAYS TO DEVELOP THE ENERGY SUPPLY OF THE FUTURE.

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**HALL 2**



# TECHNICAL SESSIONS IN FOCUS

Spanning upstream, midstream and downstream sectors of the oil and gas value chain, EGYPS 2020 Technical Conference has been created after a thorough two-stage review by the Technical Committee, comprising of 81 oil and gas specialists.

The conference programme features 144 experts speaking at 36 sessions, as well as two full days of e-poster presentations, and covers the latest research findings, industry trends and challenges, new project developments, state of the art technologies, as well as industry best practices. The topics range from exploration, field development and drilling to project management, operational excellence and HSE, not forgetting refining and petrochemical developments,

biofuels, gas processing and digitalisation.



## Day 2, Wednesday 12 February 2020

Time: 10:00 - 11:30



**CATEGORY: OPERATIONAL EXCELLENCE (OpEx)**  
**SESSION 9: MITIGATING RISKS AND IMPROVING ASSET INTEGRITY**  
LOCATION: PLAZA 1, ROOM 1



**CATEGORY: ONSHORE AND OFFSHORE FLUIDS PROCESSING AND TRANSPORTATION; GAS PROCESSING, OPERATIONS AND TECHNOLOGY (GAS)**  
**SESSION 10: OPERATION CHALLENGES AND EXCELLENCE**  
LOCATION: PLAZA 1, ROOM 2

Time: 10:00 - 11:30



**CATEGORY: OIL AND GAS FIELD DEVELOPMENT (FD)**  
**SESSION 11: UNLOCKING POTENTIAL OF MATURE BASINS**  
LOCATION: PLAZA 2, ROOM 4



**CATEGORY: GEOSCIENCE: TECHNOLOGY DEVELOPMENTS (GEOT)**  
**SESSION 12: GEOTECHNOLOGY**  
LOCATION: PLAZA 2, ROOM 6

Time: 11:30 - 13:00



**CATEGORY: DOWNSTREAM: REFINING TECHNOLOGY, OPERATIONS AND MARKETING (REF)**  
**SESSION 13: IMPROVING REFINERY ECONOMICS**  
LOCATION: PLAZA 1, ROOM 1



**CATEGORY: ONSHORE AND OFFSHORE FLUIDS PROCESSING AND TRANSPORTATION; GAS PROCESSING, OPERATIONS AND TECHNOLOGY (GAS)**  
**SESSION 14: INNOVATION IN GAS PROCESSING TECHNOLOGIES**  
LOCATION: PLAZA 1, ROOM 2

Time: 11:30 - 13:00



**CATEGORY: OIL AND GAS FIELD DEVELOPMENT (FD)**  
**SESSION 15: ENHANCED OIL RECOVERY (EOR)**  
LOCATION: PLAZA 2, ROOM 4



**CATEGORY: DIGITALISATION OF OIL AND GAS (DIGI)**  
**SESSION 16: ACHIEVING PERFORMANCE OPTIMISATION THROUGH DIGITALISATION**  
LOCATION: PLAZA 2, ROOM 6

Time: 14:00 - 15:30



**CATEGORY: DOWNSTREAM: REFINING TECHNOLOGY, OPERATIONS AND MARKETING (REF)**  
**SESSION 17: DEVELOPMENTS IN REFINING TECHNOLOGIES**  
LOCATION: PLAZA 1, ROOM 1



**CATEGORY: BIOFUELS, ALTERNATIVE FUELS AND RENEWABLE ENERGY (BIO)**  
**SESSION 18: RENEWABLE ENERGY PROJECTS**  
LOCATION: PLAZA 1, ROOM 2

Time: 14:00 - 15:30



**CATEGORY: OIL AND GAS FIELD DEVELOPMENT (FD)**  
**SESSION 19: SUCCESSFUL FIELD DEVELOPMENT CASE STUDIES**  
LOCATION: PLAZA 2, ROOM 4



**CATEGORY: DIGITALISATION OF OIL AND GAS (DIGI)**  
**SESSION 20: SMART DECISION MAKING USING AI AND ADVANCED ANALYTICS**  
LOCATION: PLAZA 2, ROOM 6

Time: 15:30 - 17:00



**CATEGORY: DOWNSTREAM: PETROCHEMICALS TECHNOLOGY AND OPERATIONS (PET)**  
**SESSION 21: TECHNOLOGIES' ROLE IN RESHAPING THE PETROCHEMICALS FUTURE** LOCATION: PLAZA 1, ROOM 1



**CATEGORY: BIOFUELS, ALTERNATIVE FUELS AND RENEWABLE ENERGY (BIO)**  
**SESSION 22: DEVELOPMENTS IN BIOFUELS**  
LOCATION: PLAZA 1, ROOM 2

Time: 15:30 - 17:00



**CATEGORY: OIL AND GAS FIELD DEVELOPMENT (FD)**  
**SESSION 23: RESERVOIR ENGINEERING, MONITORING AND TESTING TECHNOLOGIES** LOCATION: PLAZA 2, ROOM 4



**CATEGORY: DIGITALISATION OF OIL AND GAS (DIGI)**  
**SESSION 24: SMART DIGITAL OILFIELDS**  
LOCATION: PLAZA 2, ROOM 6

# STRATEGIC SESSIONS IN FOCUS

Wednesday 12 February 2020

Al Manara Theatre

## STRATEGIC SESSIONS

### GLOBAL BUSINESS LEADERS SESSION

**RESPONDING TO ENERGY TRANSITION AMIDST MARKET VOLATILITY – A THREAT OR AN OPPORTUNITY? WHAT DOES THE FUTURE HOLD?**

**TIMING: 10:00-10:50**



**Her Excellency  
Dr Amani Abou-Zeid**  
Commissioner of Infrastructure, Energy, ICT, and Tourism  
African Union Commission



**Steven Winberg**  
Assistant Secretary for Fossil Energy  
US Department of Energy



**Dr Ayed S Al-Qahtani**  
Director of Research Division  
Organization of the Petroleum Exporting Countries (OPEC)



**Pál Ságvári**  
Ambassador-at-Large for Energy Security  
Ministry of Foreign Affairs and Trade  
Hungary

#### MODERATOR



**Eithne Treanor**  
Presenter, EGYPS 2020 & CEO  
E Treanor Media

### GLOBAL BUSINESS LEADERS SESSION

**DELIVERING VALUE ACROSS THE DOWNSTREAM LANDSCAPE**

**TIMING: 10:50-11:40**



**Ibrahim Al-Buainain**  
CEO  
Aramco Trading



**Dr Saad Helal**  
CEO  
Egyptian Petrochemicals Holding Company (ECHM)



**Andreas Shiamishis**  
Chief Executive Officer  
Executive Member of the Board of Directors  
Hellenic Petroleum



**Jean Sentenac**  
President and CEO  
Axens



**Stanislas Mittelman**  
Senior Vice President  
Africa Division  
Total Marketing & Services

#### MODERATOR



**Richard Westerdale**  
Representative  
Bilateral US-Arab Chamber of Commerce

### GLOBAL BUSINESS LEADERS SESSION

**TRANSFORMING THE EAST MEDITERRANEAN GAS AND LNG MARKET**

**TIMING: 11:20 - 12:10**



**Donald Bagley**  
Vice President  
Exploration and New Ventures (Europe, Russia, Caspian, MENA)  
ExxonMobil



**Professor Toula Onoufriou**  
President  
Cyprus Hydrocarbons Company (CHC) and Professor Cyprus University of Technology



**Hon Abdulsamad Abdulrahim**  
Chairman  
Association of Tanzania Oil & Gas Service Providers



**Houda Dabbousi**  
Vice President  
Commercial MENA  
Royal Dutch Shell



**Mathios Rigas**  
CEO  
Energean



**Mahdjouba Belaifa**  
Head, Gas Market Analysis  
Department  
Gas Exporting Countries Forum Secretariat (GECF)



**Eithne Treanor**  
Presenter, EGYPS 2020 & CEO  
E Treanor Media

WE LOOK FORWARD TO SEEING YOU THERE



### GLOBAL BUSINESS LEADERS SESSION

#### DRIVING AN ATTRACTIVE OIL AND GAS INVESTMENT CLIMATE IN EGYPT, NORTH AFRICA AND THE MEDITERRANEAN

TIMING: 13:30 - 14:30



**Ashraf Farag**  
First Undersecretary for  
Agreements and Exploration  
**Ministry of Petroleum and  
Mineral Resources**  
Arab Republic of Egypt



**Mansoor Al Hamed**  
Chief Growth Officer  
**Mubadala Petroleum**



**Shahrizal Bin Shahari**  
CEO  
**Petronas Egypt**



**Richad Soundardjee**  
Chief Executive Officer  
**Middle East  
Societe Generale**

#### MODERATOR



**Khaled AbuBakr**  
Chairman  
**TAQA Arabia**

### IN CONVERSATION WITH

#### OIL AND GAS INNOVATION AND TECHNOLOGY IN THE 4TH INDUSTRIAL AGE

TIMING: 14:30 - 15:00



**Lorenzo Simonelli**  
Chairman and CEO  
**Baker Hughes**

#### MODERATOR



**Eithne Treanor**  
Presenter, EGYPS  
2020 & CEO  
**E Treanor Media**

### CLOSING KEYNOTE ADDRESS

#### THE OUTLOOK FOR EGYPT'S FUTURE AS THE MEDITERRANEAN'S REGIONAL ENERGY TRADING HUB

TIMING: 15:00 - 15:30



**His Excellency Tarek El Molla**  
Minister of Petroleum and Mineral Resources  
**Arab Republic of Egypt**

#### MODERATOR



**Eithne Treanor**  
Presenter, EGYPS  
2020 & CEO  
**E Treanor Media**

## TECHNICAL CONFERENCE

		ROOM 1	ROOM 2	ROOM 3	ROOM 4
TECHNICAL SESSIONS WEDNESDAY 12 FEBRUARY	10:00 – 11:30	<b>Session 9:</b> Mitigating risks and improving asset integrity	<b>Session 10:</b> Operation challenges and excellence	<b>Session 11:</b> Unlocking potential of mature basins	<b>Session 12:</b> Geotechnology
	11:30 – 13:00	<b>Session 13:</b> Improving refinery economics	<b>Session 14:</b> Innovation in gas processing technologies	<b>Session 15:</b> Enhanced oil recovery (EOR)	<b>Session 16:</b> Achieving performance optimisation through digitalisation
	14:00 - 15:30	<b>Session 17:</b> Developments in refining technologies	<b>Session 18:</b> Renewable energy projects	<b>Session 19:</b> Successful field develop- ment case studies	<b>Session 20:</b> Smart decision making using AI and advanced analytics
	15:30 - 17:00	<b>Session 21:</b> Technologies' role in reshaping the petrochemicals future	<b>Session 22:</b> Developments in biofuels	<b>Session 23:</b> Reservoir engineering, monitoring and testing technologies	<b>Session 24:</b> Smart digital oilfields

## REINFORCING THE PETROCHEMICALS INDUSTRY: AN INTERVIEW WITH **KARIM EL-DESSOUKY**, GENERAL MANAGER AT BECHTEL EGYPT

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### What are the latest updates for Bechtel's Petrochemical projects in Egypt?

Bechtel has executed over 380 chemical and petrochemical projects around the world, and naturally we are committed to bringing this expertise to Egypt. Bechtel has been working very closely with the Egyptian Ministry of Petroleum and Mineral Resources on a crude-to-chemicals petro-refining project of strategic importance. This project aids in the reduction of imports as well as supports the enhancement and development of the local area.

Furthermore, Bechtel is working with a number of clients in the private sector to support their petrochemical investment plans in Egypt. The petrochemicals industry is an essential keystone for the success of Egypt's vision to become a regional energy hub, and Bechtel is here to support this vision.

When we commit to delivering a project in Egypt, we are partnering with our customer, the supply chain, and the community to move towards Vision 2030.

### How is Bechtel looking to step up its activities in Egypt?

Egypt is an extremely important market for us and one that we hold close to our hearts. We have been working here for over 40 years and accordingly have lived through its growth and modern development.

Egypt is showing commendable leadership with its Vision 2030 strategy; focused on sustainable development including balanced growth, full participation in development, and benefits for all involved parties.

Since 1898, we have been the trusted partner of industries and governments worldwide, helping them deliver more than 25,000 projects in 160 countries on all seven continents. We serve a range of markets through our four global business units: infrastructure, nuclear, security, and environment; which include oil, gas, chemicals, mining, and metals. For decades, we have partnered with customers, contractors and suppliers in Egypt to safely deliver quality projects.

We are further expanding our activities in Egypt by offering our full range of contracting models for project services from concept development through engineering and construction as well as capital projects for operating facilities, focusing on the various market sectors we serve.

However, our key focus in Egypt remains with our expertise in delivering engineering, procurement and construction (EPC) projects in the oil, gas and petrochemicals market. Aligning our capabilities

with our customers' goals, we can drive innovation across the project lifecycle, mitigate cost and schedule risk, and help ensure a lasting positive legacy in the region.

We are proud to serve the local community by offering our expertise to enhance local skills, construction knowledge and capacity to sustain long-term economic development. On a recent EPC construction project in Egypt, we have procured more than \$1.6 billion of Egyptian goods and services and contributed to the upskilling of more than 6,000 local construction workers and 300 professionals who led the construction effort.

### What are your recommendations for anyone participating in the Egypt Petroleum Show (EGYPS 2020) for the first time?

I think EGYPS has become one of the most important oil and gas exhibitions and conferences in North Africa and the Mediterranean because it gathers key industry leaders in the market, government representatives, key project owners, national oil companies (NOCs), international oil companies (IOCs), international service providers, EPC contractors, consultants and financiers. Therefore, it is the perfect place to meet and exchange ideas, talk about projects and to build a stronger network with all the exhibitors.

No matter how big or small your company, EGYPS is a great platform to search for new opportunities, enhance exposure, and build a profile for your area of expertise.

### What are Bechtel's expectations during the three days of exhibition at EGYPS 2020?

It is an exciting time for the industry in Egypt and we expect to see that excitement at the exhibition. This event is an opportunity for our local team to engage with other companies looking to support the ongoing success of the oil and gas industry in Egypt.

The conference also offers us the opportunity to listen to the views of industry leaders as well as to offer our own views on what to expect in the coming years.

It is important that the industry engages in order to support the ongoing success of the industry.



EGYPT IS AN  
EXTREMELY  
IMPORTANT MARKET  
FOR US AND ONE  
THAT WE HOLD  
CLOSE TO OUR  
HEARTS. WE HAVE  
BEEN WORKING  
HERE FOR OVER 40  
YEARS AND  
ACCORDINGLY HAVE  
LIVED THROUGH ITS  
GROWTH AND  
MODERN  
DEVELOPMENT.

VISIT US AT

STAND NUMBER: **3F48**  
**HALL 2**





INFRASTRUCTURE

MINING & METALS

NUCLEAR, SECURITY & ENVIRONMENTAL

OIL, GAS & CHEMICALS

# Supporting Egypt's vision as a **regional energy hub**



Introducing  
our new video,  
"We Are Bechtel"



# EGYPS PETROLEUM CLUB: ENHANCING THE SECTOR'S NETWORK



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**ExxonMobil** **subsea 7** **MCDERMOTT**

In conjunction with the momentous merits of Egypt Petroleum Show (EGYPS 2020), the three-day event brings its attendees with EGYPS Petroleum Club. The club's membership is exclusive for oil and gas leaders, providing them with a private environment to expand their network, strengthen their current connections, and forge new ones.

The EGYPS Petroleum Club provides its members unlimited access to the executive club at any time during the event, whereas having the club's badge help fast-track members' entry into the event..

Complimentary membership is awarded to applicants working in the oil and gas industry, possess a job title of director level equivalent or above, and who meet the application criteria.

EGYPS 2020 is recognised as a transitional opportunity for the oil and gas sector to take a step forward, not only for Egypt, but also for the North Africa and the Mediterranean region. The event brings together key industry leaders to discuss major issues in the sector and figure out the best world-class solutions.

Consequently, convening such a prominent event enables the sector's leaders to build new business relationships to help them demonstrate their strategies and innovative technologies, in addition to getting direct access to fast-track entering new markets. Moreover, EGYPS 2020 is becoming an integral platform to the sector, showcasing the latest industry know-how through formal presentations, interactive panel sessions, and roundtable discussions.

The EGYPS Petroleum Club affirms that EGYPS undoubtedly is a unique platform that plays a significant role in enabling the sector's key leaders to exchange knowledge and technologies, in addition to paving the way for further development in the future.



## BENEFITS OF MEMBERSHIP

- Fast-track entry into the Egypt Petroleum Show with your Petroleum Club badge
- Access to a private environment off the busy exhibition floor to conduct face to face business
- An environment to facilitate opportunities for networking with industry peers
- Media-free zone to ensure privacy
- Complimentary refreshments available for all members
- Access to the exclusive Petroleum Club at any time during EGYPS







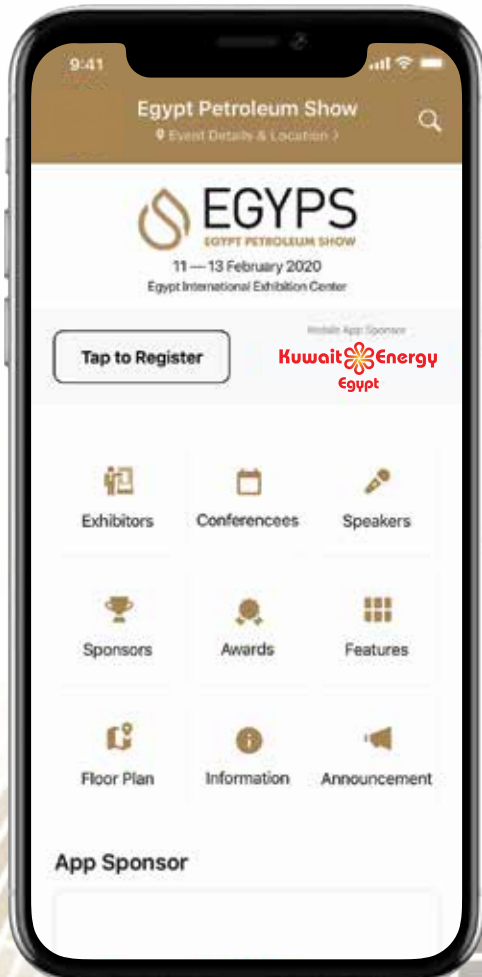
تحت رعاية فخامة الرئيس عبد الفتاح السيسي رئيس جمهورية مصر العربية  
HELD UNDER THE PATRONAGE OF HIS EXCELLENCY ABDEL FATTAH EL SISI, PRESIDENT OF THE ARAB REPUBLIC OF EGYPT



SUPPORTED BY



11 - 13 FEBRUARY 2020 | EGYPT INTERNATIONAL EXHIBITION CENTER



## THE EGYPS 2020 APP IS HERE

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### Features



#### PLAN YOUR TRIP IN ADVANCE

View the exhibition floorplan and see who is exhibiting and who you can meet



#### HOST TO 5 CONFERENCES

View the speakers, sessions and dedicated strategic and technical oil and gas topics



#### LIVE UPDATES

Be one of the first to find out what's happening during EGYPS with real time notifications



#### OPTIMISE YOUR VISIT

Personalise your calendar with an overview of what is happening where and when



#### GAIN ACCESS TO THE ENTIRE A-Z EXHIBITOR LISTING

View details of their products and services across the oil and gas value chain

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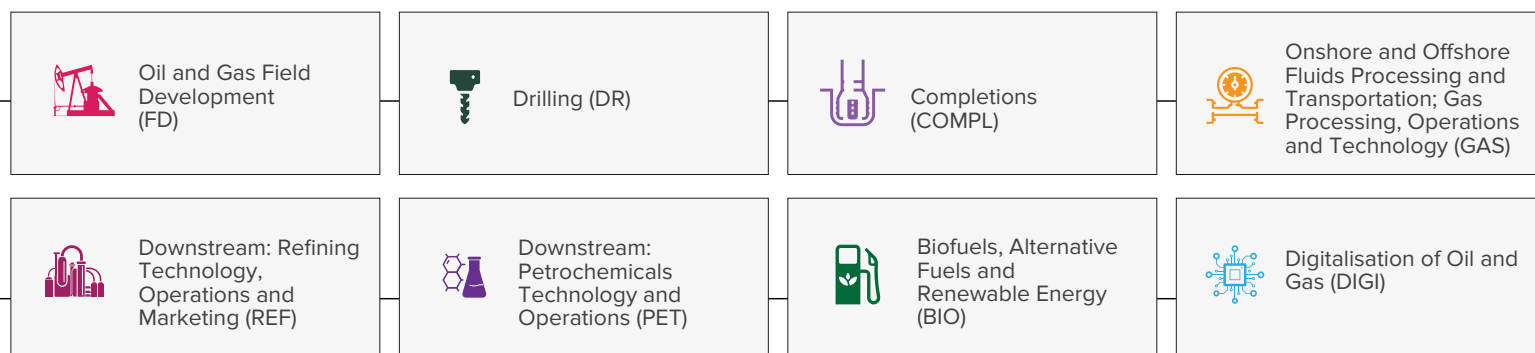
## SCHEDULE OF

<b>15 TECHNICAL CATEGORIES</b>	 Exploration: Reservoir Characterisation (EXPL)	 Geoscience: Technology Developments (GEOT)	 Unconventional Oil and Gas Resources Development (URD)
 Offshore and Marine Technology and Operations (MAR)	 Project Management and Execution (PM)	 Operational Excellence (OpEx)	 Health, Safety and Environment (HSE)

		PLAZA 1		PLAZA 2	
		ROOM 1	ROOM 2	ROOM 4	ROOM 6
TECHNICAL SESSIONS WEDNESDAY 12 FEBRUARY	10:00 - 11:30	<b>Session 9:</b> Mitigating risks and improving asset integrity	<b>Session 10:</b> Operation challenges and excellence	<b>Session 11:</b> Unlocking potential of mature basins	<b>Session 12:</b> Geotechnology
	11:30 - 13:00	<b>Session 13:</b> Improving refinery economics	<b>Session 14:</b> Innovation in gas processing technologies	<b>Session 15:</b> Enhanced oil recovery (EOR)	<b>Session 16:</b> Achieving performance optimisation through digitalisation
	14:00 - 15:30	<b>Session 17:</b> Developments in refining technologies	<b>Session 18:</b> Renewable energy projects	<b>Session 19:</b> Successful field development case studies	<b>Session 20:</b> Smart decision making using AI and advanced analytics
	15:30 - 17:00	<b>Session 21:</b> Technologies' role in reshaping the petrochemicals future	<b>Session 22:</b> Developments in biofuels	<b>Session 23:</b> Reservoir engineering, monitoring and testing technologies	<b>Session 24:</b> Smart digital oilfields
		ROOM 1	ROOM 2	ROOM 4	ROOM 5
TECHNICAL SESSIONS THURSDAY 13 FEBRUARY	10:00 - 11:30	<b>Session 25:</b> Occupational health and safety	<b>Session 26:</b> Offshore and marine technologies	<b>Session 27:</b> Petroleum system challenges	<b>Session 28:</b> Drilling optimisation
	11:30 - 13:00	<b>Session 29:</b> Environment and sustainability	<b>Session 30:</b> Stimulation and sand management	<b>Session 31:</b> Rock physics insights	<b>Session 32:</b> Successful drilling case studies
	14:00 - 15:30	<b>Session 33:</b> Ensuring utmost process safety	<b>Session 34:</b> New completions technologies	<b>Session 35:</b> Seismic surveys and technologies	<b>Session 36:</b> Drilling technology advancements



# CONFERENCES



## STRATEGIC SESSIONS

WEDNESDAY 12 FEBRUARY	10:00 - 10:50	10:50 - 11:40	11:40 - 12:30	13:30 - 14:30	14:30 - 15:00	15:00 - 15:30
	<b>Keynote address</b> Responding to energy transition amidst market volatility – a threat or an opportunity? What does the future hold?	<b>Global business leaders session</b> Delivering value across the downstream landscape	<b>Global business leaders session</b> Transforming the east Mediterranean gas and LNG market	<b>Global business leaders session</b> Driving an attractive oil and gas investment climate in Egypt, North Africa and the Mediterranean	<b>In conversation with</b> Oil and gas innovation and technology in the 4th industrial age	<b>Closing keynote address</b> The outlook for Egypt's future as the Mediterranean's regional energy trading hub

## HSE IN ENERGY SESSIONS

WEDNESDAY 12 FEBRUARY	09:30 - 10:30	10:30 - 10:40	10:45 - 11:45	12:00 - 13:00	14:00 - 15:00	15:00 - 16:00
	<b>Coffee and speed networking</b>	<b>Keynote</b> from the Ministry of Environment	<b>Panel</b> The importance of raising personnel awareness within your organisation	<b>Rapid fire session</b> Tackling HSE challenges	<b>Panel</b> The role of leadership when pursuing high HSE standards – sharing experiences and lessons learnt	<b>Panel</b> Driving sustainable environmental performance within the oil and gas sector
	<b>16:00 - 17:30</b> HSE Excellence in Energy Awards Ceremony					

## FINANCE & INVESTMENT SESSIONS

THURSDAY 13 FEBRUARY	10:00 - 10:15	10:15 - 11:00	11:00 - 11:15	11:15 - 12:00	13:00 - 14:00	14:00 - 15:00	15:00 - 16:00
	<b>Opening keynote</b> Accelerating investments to fuel national growth - the Egyptian story	<b>Panel</b> The big picture - insights into global oil & gas investment and financing	<b>Keynote</b> Overcoming uncertainty – a roadmap to efficient energy investments	<b>Panel</b> The evolving dynamics of oil & gas pricing and its influence on hydrocarbon investment decisions	<b>Panel</b> The importance of government partnerships to drive foreign investments in the oil & gas industry	<b>Panel</b> Striking the balance between profits and production growth – a CFO's outlook	<b>Interactive Roundtable Discussions</b>

## WOMEN IN ENERGY SESSIONS

THURSDAY 13 FEBRUARY	09:00 - 09:15	09:15 - 09:50	09:50 - 10:30	10:30 - 11:15	11:30 - 12:15	12:15 - 12:45	12:45 - 13:30
	<b>Keynote address</b> Role of diversity in advancing industries and global economies	<b>Gender Champions Panel</b> The Importance of Gender Equality for Economic Empowerment	<b>Panel</b> The Great Crew Change - what it is and how does it impact inclusion and diversity initiatives?	<b>Interactive Roundtable Discussions</b>	<b>Panel and Live Q&amp;A</b> The roadmap to achieving gender diversity across all levels of the oil & gas industry	<b>Panel</b> Young women in Energy – Nurturing leaders of tomorrow	<b>Closing Panel</b> Advancing women in Egypt: where are we in this journey and how much further do we need to go?
	<b>15:00 - 16:45</b> Women in Energy Awards Ceremony						

## ABOUT THE HSE IN ENERGY CONFERENCE

The EGYPS 2020 HSE in Energy Conference addresses the most pressing and relevant issues for Egypt, North Africa and the Mediterranean. With topics ranging from safety culture, the role of leadership in HSE, raising employees' awareness to the applications of digitalisation in HSE, process safety and environmental sustainability, the conference offers a range of strategic keynotes, interactive panel discussions and a speed-networking experience that altogether will help to not only learn from top senior regional and international HSE professionals but also gain new valuable contacts within the industry.


**WEDNESDAY 12 FEBRUARY 2020**

Lead Sponsor

**HALLIBURTON**

Session Sponsor

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## CONFIRMED SPEAKERS INCLUDE



**His Excellency Tarek El Molla**  
Minister of Petroleum and Mineral Resources  
Arab Republic of Egypt



**Her Excellency Dr Yasmine Fouad**  
Minister of Environment  
Arab Republic of Egypt



**Wolfgang Faist**  
Senior Vice President  
HSEQ  
Wintershall Dea GmbH



**Mohamed Kermoud**  
Global Vice President  
HSE  
Schlumberger



**Iman Hill**  
COO  
Energean



**Lucien Bianchi**  
Global Director of HSE and Service Quality  
Halliburton



**Leigh-Ann Russell**  
Head of Procurement & SCM (Upstream)  
BP



**Ahmed Abdrabo**  
Assistant Chief of Petroleum Central Department  
Ministry of Petroleum and Mineral Resources



**Captain Andreas Zacharia**  
Operations Officer  
Cyprus Joint Rescue Coordination Center



**John Fotopoulos**  
Refinery HSE Director  
Hellenic Petroleum Group



**Chee Tsong Chok**  
GM Safety and Environment, Conventional O&G, Shell



**Yasser Nashaat**  
Deputy Managing Director  
TAQA Arabia



**Ashraf Ramadan**  
Assistant Chairman for Environment.  
Egyptian Natural Gas Holding Company (EGAS)



**Ehab Ali**  
Chairman Assistant for HSE  
Khaldia Petroleum



**Sergey Peresypkin**  
Director of HSE  
MENAT & India  
Baker Hughes



**Olav Magnus Skår**  
Director of Health, Safety, Security, Subsea and Wells  
International Association of Oil & Gas Producers (IOGP)



**Irene Eleftheriou**  
Project Engineer/HSSE Officer  
Cyprus Hydrocarbons Company



**Mohamed A. Hassan**  
Managing Director - Environment, Sustainability, & CSR  
Carbon Holdings Ltd.



**Ahmed Soltan**  
Managing Director  
Bilfinger-Tebodin



**Ahmed Mohammed Ibrahim Roustom**  
Risk Assessment and OHS Technical Studies Assistant  
General Manager  
Egyptian Natural Gas Company (GASCO)



**Martin Rodriguez-Villa**  
Country Director  
The Oil & Gas Year



**Luciano Scataglini**  
Global Senior Knowledge Owner  
Eni

## PROGRAMME SUMMARY

**09:30 - 10:30**

Coffee and speed-networking

**10:30 - 10:40**

**Keynote**  
from the Ministry of Environment

**10:40 - 10:45**

**Opening remarks**

**10:45 - 11:45**

**Panel discussion**  
The importance of raising personnel awareness within your organisation

**11:45 - 12:00**

Coffee break and networking

**12:00 - 13:00**

**Rapid fire session**  
Tackling HSE challenges

**13:00 - 14:00**

Lunch and networking

**15:00 - 16:00**

**Panel discussion**  
The role of leadership when pursuing high HSE standards – sharing experiences and lessons learnt

**15:00 - 16:00**

## WHY SHOULD YOU ATTEND?

- **Discuss** and exchange ideas with senior regional and international HSE experts and oil and gas business leaders
- **Find** new ways to adhere to high HSE standards that will help minimise risks and ensure cost savings
- **Hear** about methods and techniques to raise employees' awareness and practical ways to stimulate the adoption of an effective safety culture
- **Gain** insights into global best practices, effective solutions to HSE challenges and ways to make oil and gas operations more environmentally friendly
- **Network** with speakers and delegates and gain new contacts of senior HSE professionals and decision makers from national and international oil and gas operators, government, EPC contractors, service companies, as well as HSE equipment and technology provider



## HSE EXCELLENCE IN ENERGY AWARDS SHORTLISTED FINALISTS



 <b>BEST HEALTH AND SAFETY PROJECT OF THE YEAR</b>				SPONSORED BY 
<b>Zero Hand Injuries</b>  <b>Ahmed Tawfik</b> Maintenance Engineer  	<b>EDC Ramadan Road Safety Campaign</b>  <b>Ahmed Farag</b> QM-HSE Manager  	<b>Modernisation of Driving Safety in Egypt through Technology</b>  <b>Tamer El-Houry</b> HSE Specialist  	<b>Care Delivers World-class HSE Performance</b>  <b>Gihan Badie</b> Country Health Manager  	
 <b>BEST ENVIRONMENTAL PROJECT OF THE YEAR</b>				SPONSORED BY 
<b>EBGDCo - GPC Gas Sweetening and Compression Terminal</b>  <b>Hamed Sawan</b> QHSE Department Head  	<b>Using Associated Flared Gas in Power Generation and NGL Extraction</b>  <b>Islam Kharboush</b> HSE General Manager  	<b>GUPCO Loss of Primary Containment LOPC Management Project - Success Story</b>  <b>Radwa Taman</b> Senior PhD Chemical Engineer  	<b>Zohr Sulphur Production Project</b>  <b>Eiman Hamdy</b> Environment and Sustainability Leader  	
 <b>HSE LEADER OF THE YEAR</b>				SPONSORED BY 
 <b>Hesham El-Hamamhy</b> Corporate Safety Manager Petroleum Air Services	 <b>Mohamed Abdelgalil</b> Deputy HSE General Manager Rashid Petroleum Company (Rashpetco)	 <b>Mohamed Khalaf</b> Corporate HSE Leader Giza Systems	 <b>Tamer Mohamed Aieysh</b> HSE General Manager Rashid Petroleum Company (Rashpetco)	

## 2020 REGIONAL SELECT JURY



**Gamal Fathy**  
CEO Assistant for HSE  
EGPC



**Khaled Faheem**  
HSE Country Manager  
Baker Hughes



**Mohammed Bahatem**  
Vice President, HSE & AI  
Mubadala Petroleum



**Wael Amin**  
Head of HSE  
Kuwait Energy Company



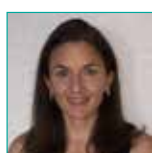
**Gaetano Antinolfi**  
HSE Operations Manager  
Eni



**Adham Goma**  
Programmes Engineer  
Europe, Africa, Middle East  
ExxonMobil



**Hatem Bashedy**  
HSEQ Area Manager  
Halliburton



**Alex Roberts**  
EEM HSE Manager  
Schlumberger



**Blake Jared**  
HSE Country Manager  
Apache



**Moataz Darwish**  
Deputy Chairman  
Shell



**Ali Hegab**  
Independent Oil and Gas  
Consultant



**Khaled Nabil Ahmed**  
Regional Operations  
Health and Safety Team Leader  
BP

# DON'T MISS TOMORROW'S SESSIONS

## WOMEN IN ENERGY SESSIONS

Location: Plaza 1

**KEYNOTE ADDRESS: ROLE OF DIVERSITY IN ADVANCING INDUSTRIES AND GLOBAL ECONOMIES**

**TIMING: 09:00 - 09:15**



**Her Excellency Dr Amani Abou-Zeid**  
Commissioner of Infrastructure, Energy, ICT, and  
Tourism  
**African Union Commission**

**GENDER CHAMPIONS PANEL: GENDER CHAMPIONS PANEL: THE IMPORTANCE OF GENDER EQUALITY FOR ECONOMIC EMPOWERMENT**

**TIMING: 09:15 - 9:50**



**Shauna Olney**  
Chief of Gender, Equality and Diversity  
**International Labour Organization (ILO)**



**Gielan El Messiri**  
Country Representative & Head of Office  
**UN Women**

**PANEL: THE GREAT CREW CHANGE - WHAT IT IS AND HOW DOES IT IMPACT INCLUSION AND DIVERSITY INITIATIVES?**

SESSION SPONSOR **Schlumberger**

**TIMING: 13:00 - 14:00**



**Donna Riley**  
Vice President  
Human Resources (Upstream Regions)  
**BP**



**Susan Peterson-Sturm**  
Senior Vice President Digital Transformation  
**Wintershall Dea**



**Fabrice Bouchaud**  
Global HR Director  
Workforce Planning and Talent Development  
**Schlumberger**



**Liana Gouta**  
Group Director  
Energy Policy &  
International Relations  
**Hellenic Petroleum**

**INTERACTIVE ROUNDTABLE DISCUSSIONS :**

**TIMING: 09:00 - 09:15**

Roundtable 1: Women on Boards – the importance of a gender-diverse boardroom to optimise company performance



**Yehia El Hussein**  
Corporate Governance Project Manager  
**International Finance Corporation (IFC)**

**PANEL AND LIVE Q&A:**

**HE ROADMAP TO ACHIEVING GENDER DIVERSITY ACROSS ALL LEVELS OF THE OIL & GAS INDUSTRY**

SESSION SPONSOR **HALLIBURTON**

**TIMING: 11:30 - 12:15**



**Melissa Jones**  
Marketing & Business Development  
Operations Manager  
**Bechtel**



**Yasmine El Sayegh**  
General Manager - Commercial  
Excellence  
(Global Upstream & Integrated Gas)  
**Royal Dutch Shell**



**Tracy Josefovsky**  
Vice President Human Resources  
**Halliburton**



**Nana Sarajishvili**  
Head of Pricing - EMEA  
**Chevron**



### PANEL: YOUNG WOMEN IN ENERGY – NURTURING LEADERS OF TOMORROW

TIMING: 12:15 - 12:45



**Heba Aboelnasr**  
Automotive Lubes Sales Advisor  
**ExxonMobil**



**Farida El Harouni**  
Student  
**American University in Cairo**



**Amira Mohamed**  
Student  
**American University in Cairo**



**Rim Henri**  
Wire & Perforation Field  
Professional  
**Halliburton**



**Eng. Nahla Gadallah**  
Chairman Assistant  
Engineering Management  
**Enppi**

MODERATOR

### PANEL: YOUNG WOMEN IN ENERGY – NURTURING LEADERS OF TOMORROW

TIMING: 12:15 - 12:45



**Eng. Amira El Mazny**  
Independent Oil & Gas  
Consultant



**Manal Messiha**  
Vice President  
Customer Satisfaction & Quality  
**Schneider Electric**



**Mona Gado**  
General Manager  
Customer Affairs &  
Gas Supply Contracts  
**Egyptian Natural Gas Company (GASCO)**



**Hussam Abu Seif**  
Director & General  
Manager  
Egypt, Sudan and S. Sudan  
**Baker Hughes**



**Engy Adly**  
General Manager  
Licenses and Contracts  
**Gas Regulatory Authority (GASREG)**

MODERATOR

## WOMEN IN ENERGY AWARDS SHORTLISTED FINALISTS



### WOMEN IN LEADERSHIP

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**Azza Abbas El Tarabily**  
Environment Department  
General Manager  
**Egyptian Natural Gas Company (GASCO)**



**Ghada Mohamed**  
Project Manager  
**Schlumberger**



**Nehal Khalil**  
Media General Manager  
**PETROJET**



**Tola Onoufriou**  
President  
**Cyprus Hydrocarbons Company**



### NEX-GEN FEMALE OF THE YEAR

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EXPLORING WHAT'S POSSIBLE



**Dena Hegab**  
Drilling Engineer  
**BP**



**Heba Aboelnasr**  
Sales Advisor  
**ExxonMobil**



**Radwa Taman**  
Senior PhD Chemical Engineer  
**Gulf of Suez Petroleum Company (GUPCO)**



**Rim Magdi**  
Wireline Evaluation and  
Perforations Field Professional  
**Halliburton**



### STEM STAR OF THE YEAR

SPONSORED BY

**Baker Hughes**



**Amira Mohamed**  
Student  
**American University in Cairo**



**Nourwanda Serour**  
PhD Student and  
Research Assistant  
**Egypt Japan University of Science and Technology**



**Farida Elharouni**  
Student  
**American University in Cairo**



**Ranim Hisham**  
Petroleum Engineering Student  
**Cairo University**



### EMPLOYER OF THE YEAR CHAMPIONING INCLUSION & DIVERSITY

**HALLIBURTON**

**Kuwait Energy**  
Egypt

**Schlumberger**



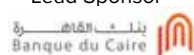
# DON'T MISS TOMORROW'S SESSIONS

## FINANCE & INVESTMENT SUMMIT

As Egypt develops its vast oil and gas reserves, new projects and new opportunities arise for oil and gas majors to tap into. As such, companies look to invest and develop these projects to further expand their portfolios and market position. New financing methods are also becoming available, such as different lending options, IPOs and access to different sources of capital.



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Session Sponsors



### OPENING KEYNOTE

**ACCELERATING INVESTMENTS TO FUEL NATIONAL GROWTH - THE EGYPTIAN STORY**

**TIMING: 10:00 - 10:15**



**His Excellency Dr Mohamed Ahmed Maait**  
Minister of Finance  
Arab Republic of Egypt

### PANEL

**THE BIG PICTURE - INSIGHTS INTO GLOBAL OIL & GAS INVESTMENT AND FINANCING**

**TIMING: 10:15 - 11:00**



**Helmy Ghazy**  
Managing Director  
Head of Global Banking  
– Egypt  
HSBC



**Regis Monfront**  
Deputy CEO  
Credit Agricole Corporate  
& Investment Bank



**Thomas Hardy**  
Acting Director  
US Trade and  
Development Agency  
(USTDA)



**Panos Benos**  
Chief Financial Officer  
Energean



**Karim Badawi**  
Vice President & Managing  
Director - Egypt &  
Mediterranean  
Schlumberger



**Dr Farouk Soussa**  
Vice President  
Economic Research  
(MENA)  
Goldman Sachs

**MODERATOR**

### KEYNOTE

**OVERCOMING UNCERTAINTY – A ROADMAP TO EFFICIENT ENERGY INVESTMENTS**

**TIMING: 11:00 - 11:15**

### PANEL

**THE EVOLVING DYNAMICS OF OIL & GAS PRICING AND ITS INFLUENCE ON HYDROCARBON INVESTMENT DECISIONS**

SESSION  
SPONSOR



**TIMING: 11:15 - 12:00**



**Anne-Sophie Corbeau**  
Head of Gas Analysis  
BP



**Rene Awambeng**  
Director & Global Head of Client Relations  
African Export-Import Bank



**Eric Swanson**  
Vice President Corporate Development  
Halliburton



**Edward Bell**  
Senior Director Market  
Economics  
Emirates NBD

**MODERATOR**



**PANEL**

**THE IMPORTANCE OF GOVERNMENT PARTNERSHIPS TO DRIVE FOREIGN INVESTMENTS IN THE OIL & GAS INDUSTRY**

**TIMING: 13:00 - 14:00**



**Steve Lutes**  
Vice President  
Middle East Affairs  
**US Chamber of Commerce**



**Oliver Richards**  
Country Director  
**Department for International Trade (DIT - UK)**



**Jasmine Wahhab**  
Commercial Counsellor and  
Senior Trade Commissioner  
**Global Affairs Canada**



**Philippe Garcia**  
Commercial Counsellor and  
Director - Egypt  
**Business France**



**MODERATOR**

**Dr Bassem Kamar**  
Lead Economist -  
Southern and Eastern  
Mediterranean  
**European Bank for Reconstruction and Development (EBRD)**

**PANEL**

**STRIKING THE BALANCE BETWEEN PROFITS AND PRODUCTION GROWTH – A CFO'S OUTLOOK**

**TIMING: 14:00 - 15:00**



**Ahmad Ali bin Obood**  
Chief Financial Officer  
**Dragon Oil**



**Hala Borai**  
Vice President Financial and Commercial  
Affairs  
**Egyptian Natural Gas Company (GASCO)**



**Tameer Nasser**  
Chief Financial Officer North Africa  
**Baker Hughes**



**Ahmed Abdel Fattah**  
Head of Finance  
**Kuwait Energy Egypt**

**15:00 - 16:00**

**INTERACTIVE ROUNDTABLE DISCUSSIONS**

**ROUNDTABLE 1**

Reducing CAPEX and OPEX through data and technologies



**Ben Oudman**  
Director – CEMIEA,  
Oil & Gas  
**DNV GL**

Financial executives are shifting the focus to a value-driven analysis of their assets. This has become even easier with the use of digital investments that pave the way for optimised spending on capital and operational expenses.

How crucial have digital technologies become and what other benefits do they hold for the oil and gas industry?

- Process and business optimisation using big data analytics and artificial intelligence
- Cloud and cybersecurity technologies to reduce operational (digital) risk
- Enhancing production and distribution using Internet of Things (IoT)

**Attendee Insights**

An open discussion for Chief Financial Officers, Chief Investment Officers, Chief Information Officers, Chief Digital Officers and Heads of Finance to gain first-hand insights on the impact of digital technologies in the oil and gas business.

**ROUNDTABLE 2**

Steering investments to achieve economic sustainability

As Egypt plans to invest billions in developing its hydrocarbons sector, the government is taking several initiatives to encourage international investments in its oil and gas industry.

What can IOCs expect in the coming years in terms of regulations, policies as well as funding from the national banks?

- Allocation of blocks in the western Mediterranean region
- The initiatives of the Ministry of Finance for the petroleum industry
- Egypt's Oil and Gas Hub Strategy and the footprint it will leave in the regional oil and gas trade

**Attendee Insights**

A key discussion for Chairmen, Country Heads, CEOs, Chief Financial Officers, Chief Strategy Officers, Chief Risk Officers, and other board members to find out the latest initiatives of the Government of Egypt in the oil and gas industry.

EXHIBITOR: SMARTSOLO

STAND: 1F42 | HALL: 1

## SMARTSOLO: BEST IN CLASS PROVIDER OF SEISMIC SENSOR COMPONENTS

As our vision statement succinctly states that 'dynamic technologies would like to be the best in class provider of seismic sensor components and smart sensors for a wide variety of applications.'

Dynamic Technologies (DTCC) is always striving to be a leader in providing edge seismic equipment through continuous innovation and relentless pursuit of quality. With excellent performance, durability, and cost effectiveness of the sensors, we work hard to help humanity be better and understand the complex world around them.

Founded in 1999 in Canada, DTCC rapidly grew to become an international high-tech enterprise focusing on the

production of leading-edge seismic sensing products.

DTCC provides market leading seismic sensing solutions to a broad range of customers in the energy and mineral exploration sectors, research institutions, governmental and non-governmental entities for wide range of applications including oil, gas and mineral exploration, engineering geophysical surveys, earthquake monitoring, as well as geophysical scientific research.

With an increasing interest in cable-less sensors in the oil and gas, mineral and scientific communities, DTCC decided to develop smart vibrations sensing equipment's business by setting up a research and development (R&D) centre

in China in 2014. In 2016, DTCC launched their first generation of SmartSolo® nodal seismic system including the IGU-16® node along with all the peripheral equipment.

These nodes are self-contained with no messy cables. They provide flexibility, reliability, low-cost seismic acquisition, and reduced health, safety and environment (HSE) risks. These qualities are required by our clients to face the challenging environments and with lower costs.

With the increasing demand from scientific communities for multi-component sensors, DTCC managed to develop the world's first IGU-16 3C seismometer. These seismometers are



currently used by the US Geological Survey (USGS), universities and research institutions around the world.

EXHIBITOR: OPENTEXT

STAND: 1D51 | HALL: 1

## AGING ASSETS HINDER ACHIEVING OPERATIONAL EXCELLENCE

Operational excellence is a goal that the oil and gas sector has been striving to achieve for years. A recent report from Oil & Gas IQ highlighted that aging assets are considered a significant challenge hinders operational excellence.

**opentext™**

Based on the report's estimates, more than 70% of oil and gas assets have been utilised for over a quarter of a century. That is why most of them need to be maintained and/or replaced. Moreover, the report remarked that aging assets will cause many risks and damages that need to be identified and addressed as early as possible. Consequently, companies need a way to increase the reliability and productivity of their infrastructure which can be challenging if organisations do not have a clear understanding of how to enhance assets' performance.

### Advanced Analytics

Advanced insights into assets' status and operations are required to safely and effectively upgrade their productivity, and create an asset investment management strategy to help figure out when assets should be renovated or replaced.

Thus, implementing an advanced analytics solution can turn data into actionable insights, which will lead to produce impressive results.

### Data Comes First

Before oil and gas companies can benefit from analysing their data, they first need to manage it. According to Frost & Sullivan, process industries use only 5% of their collected data, while the remaining 95% are either unused or used with inconsistency.

Furthermore, the Oil & Gas IQ report stressed the cruciality of data alignment because data might have different time intervals and/or different measurement units. So, companies need to know how to look only at the data they want in the timeframe they are interested in.

Accordingly, OpenText™ Extended ECM for Engineering, OpenText™ Magellan™, and OpenText Industrial IoT provide a platform for managing assets and integrate them with your primary asset systems, such as SAP PM or Maximo. The OpenText platform ensures that your as-built content, maintenance orders, equipment data, and time-based IoT data are integrated and kept in sync as your assets change.

EXHIBITOR: TECHNIPFMC

STAND: 2K30 | HALL: 2

## TECHNIPFMC: A GLOBAL LEADER IN ONSHORE/OFFSHORE, SUBSEA AND SURFACE TECHNOLOGIES



With our proprietary technologies, production systems, integrated expertise, comprehensive solutions, and our unique project management skills, we are transforming our clients' project economics. We are uniquely positioned to deliver greater efficiency across projects lifecycles from concept to delivery and beyond. Through our innovative technologies and improved efficiencies, we are capable of unlocking new possibilities for our clients in developing their oil and gas resources.

Our 37,000 employees are working in compliance with our culture of purposeful innovation, and they are motivated by a steady commitment to fulfil our clients' requirements. We challenge industry conventions and rethink how best results are achieved.

In onshore/offshore, TechnipFMC have more than 60 years of experience in greenfield and brownfield engineering and construction. We deliver credible, predictable and affordable projects of all sizes and complexity. Our expertise, knowledge and unique capabilities, together with strong partnerships, enable us to offer best solutions and most efficient project execution strategies.

We have extensive experience in the design, construction and upgrading of the largest refining, natural gas and petrochemicals plants, using proprietary and third-party technologies, in addition, we support capital projects from concept to start-up.

Our culture of innovation has given us a pioneering and leading advantage in onshore liquefied natural gas (LNG), ethylene, petrochemicals, refining, and in offshore fixed and floating platforms; such as floating liquefied natural gas (FLNG) and topside float-over installation.

In Egypt, our involvement dates to the mid-1970s. Since then, we provide local clients with full-service offering in all segments of operations from licensed proprietary technologies, Front End Engineering Design (FEED) studies, early engagement to integrated engineering, procurement and construction (EPC) solutions, and project management consultancy.

We will always remain committed to develop local knowledge, advance young and skilled Egyptian talents for future employment in operations and maintenance by end-user companies.



EXHIBITOR: INTECSEA

STAND: 2G48 | HALL: 2

## INTECSEA CHANGES COMPLEX CHALLENGES TO PRACTICAL RESULTS

Intecsea is a world leader in subsea systems, offshore pipelines, floating systems, and overall fields' development. We provide independent insights, engineering and project management in any offshore environment. It is our responsibility to turn your complex challenges into practical results through consultation, project execution, and complete project delivery engineering from concept to decommissioning.



Intecsea has over 20 years of proven track record in Egypt. Our company succeeded in working on high profile projects; such as the West Nile Delta and West Delta Deep Marine developments. We are pleased to be able to exhibit our experience and technical expertise during EGYPS 2020.

Throughout the conference, we will have several experts on hand to discuss technical issues, innovations and technological advancements. Come and meet our team to learn more about Pseudo Dry Gas, which is a novel technology developed by Intecsea. This technology can extend subsea tiebacks to beyond 300 kilometres (km) without the need for subsea compression. We will also provide information on our Erosion Control Technology, which is currently under successful lab testing. In addition, our team of experts will be happy to answer your questions and provide advice on topics including subsea, pipelines, innovation (PDG, ECT, Low Motion FPSO, etc), marginal field developments, platforms (fixed or minimum facility), flow assurance, structures, risers (Flexible, SCR, Hybrid), systems and controls, Geotech (from Geohazards to foundations), materials, Geomatics and CAD, advanced analysis, asset integrity management, Floating Systems (FPSO), safety case and environment, offshore wind, carbon capture.

As part of the larger Advisian and Worley groups, Intecsea also has an access to knowledge and services outside its specialist area of subsea developments. We look forward to welcoming you to our booth at EGYPS 2020 and sharing our capabilities with you.

EXHIBITOR: AVENTUS

STAND: 3A10 | HALL: 3

## AVENTUS: OPTIMISED CONSTRUCTION FOR ENHANCED PERFORMANCE

Aventus Oil Tools is a nascent company, established and managed by key leaders who have rich experience in the oil and gas industry. The company is specialised in manufacturing and supplying high-quality equipment for the upstream segment. Moreover, Aventus focuses on designing, manufacturing, quality assurance, application and field servicing from dynamic and experienced perspectives.

We deal with trusted and reliable vendors with world class facilities to manufacture the components of the equipment according to Aventus Design and Quality Control. These components are assembled in the company's state-of-the-art Assembly Plant in Dubai, complying to API / ISO standards. The finished products have to cope with the international quality standards.

Thus, Aventus Oil Tools promises to deliver products suitable for clients' requirements with the best quality and better value for money.

Moreover, we provide our clients with various services. For field services, Aventus has a specialised team of experienced field engineers who are well trained in deployment of Aventus equipment. The field engineers are well versed with

**AVENTUS**  
OIL TOOLS

on-site safety regulations to ensure that the equipment is run to specifications in a timely and safe manner. It is our endeavour to enhance our customer's delight by offering the right solutions at the right time.

When it comes to costumers' training, Aventus provides on-site and off-site training for its equipment deployment, assembly, disassembly, and redressing procedures.

We provide a wide range of products including casing accessories (float equipment, cementing plugs, stage cementing, centralisers and accessories), liner hanger and accessories (liner top packers, liner hangers, running tools, landing collars, plug systems, black system, surface equipment, accessories), retrievable packers (hydraulic retrievable packers, accessories), seal bore packers (retrievable seal bore packers, permanent seal packers, accessories), service tools (bridge plugs, cement retainers), and wireline equipment (sliding sleeves, landing nipples, and lock mandrels).

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EXHIBITOR: PPG

STAND: 2D10 | HALL: 2

## PPG: GLOBAL COATINGS' LEADER PROVIDES TECHNOLOGICAL SOLUTIONS

Pittsburgh Plate Glass (PPG), founded in 1883, is a global supplier of paints, coatings, optical products and specialty materials. PPG is recognised and considered as a global coatings' leader, providing technological advanced solutions to meet the most difficult challenges.

PPG is seen as a leader when it comes to innovation, sustainability and colours. It helps customers in various industries, transportation, consumer products, construction markets, and aftermarkets to enhance more surfaces in more ways than any other company.

PPG's protective and marine coatings business has launched the PPG HI-TEMP 900, which is the latest solution for extreme operating conditions. It is resistant to temperatures ranging from -321°F to 900°F (-196°C to 482°C). In addition to that, it is ideal for new buildings' application. The PPG HI-TEMP 900 offers multi-purpose,

high-temperature, and corrosion protection with very high speed of application and handling.

Considering thermal shock, it can cause cracking, fracturing and delamination, allowing water to come into contact with the base layer of steel and potentially leading to CUI. Moreover, PPG HI-TEMP 900 is able to withstand severe cyclic hot/cold conditions without affecting the coating performance.

Numerous international refineries and petrochemical facilities have used the PPG HI-TEMP 900 coatings for over a decade and a half, with millions of square metres protected from CUI and able to provide a consistent level of high-temperature service.



Furthermore, PPG presents a PPG PITT-CHAR® NX, which is the next generation of flexible passive fire protection. It is designed to protect against the full range of hydrocarbon hazards.

You no longer need to choose between jet fire or pool fire protection for the optimised PFP solution, this product does both and is proven to resist severe explosions and impact without affecting performance.

EXHIBITOR: DK-LOK

STAND: 2I58 | HALL: 2

## DK-LOK CONNECTS THE WORLD FOR FURTHER DEVELOPMENTS



Instrumentation fittings and valves innovation play a vital role in nowadays fast technological innovation trend. Thus, we at DK-LOK never stop to offer continuous developments for our products, as well as the patents we have acquired. Also, we introduced a new line of products to expand our horizons and to cover more ground in our field. Moreover, we continue to strengthen our base for growth through providing products' facility investments, human resources trainings, and research and development (R&D) services. We are DK-LOK, we connect the world.

During EGYPS 2020, kindly pay us a visit to become acquainted with our latest innovations and services, latest catalogues, and to check our samples and stock availability. Whatever your esteemed company is; engineering, procurement and construction (EPC) contractors, end customer, supplier, trader or stocker, we have different programmes that will suit your needs. Kindly ask for our yearly promotions' items, EGYPS exhibition promotions, special discounts for volume orders, and on-shelf for you programme.

It is worth mentioning that DK-LOK is certified in 48 countries worldwide. In Egypt, DK-LOK alongside with our partners in Al-Andalos Company, we aim to be certified in most important Egyptian holding companies including the Egyptian General Petroleum Corporation (EGPC), the Egyptian Natural Gas Holding Company (EGAS), the Egyptian Petrochemicals Holding Company (ECHM) and Ganoub El Wadi Petroleum Company (Ganope).

Since our introduction to the Egyptian market, our presence started to be noticeable and our growth continued to upgrade year after year due to our products' quality, customer services, logistics flexibility, and suitable prices. In our current state, our goal is to be ranked the third across the world, in terms of sales volume in 2020. With our growth in Egypt, this vision is becoming closer every day.

We are open to have meetings with your esteemed companies to determine the best ways possible to serve your needs. We are welcoming you anytime and we are happy to have you.

EXHIBITOR: TECHNICAL METAL

STAND: 2F29 | HALL: 2

## TECHNICAL METAL TO LEAD MANUFACTURING SPECIAL FASTENERS



Technical Metal is specialised in manufacturing and supplying a wide range of construction fasteners such as Anchor Bolts, Foundation Bolts, U-Bolts, Hook Bolts, Threaded Bars, special Forged Bolts, Nuts, Steel Grating, Stair Treads, Fixing Clips, and others to oilfields, infrastructure and civil companies around the world.

Technical Metal is an ISO 9001:2015, ISO 45001:2018, and ISO 14001:2015 certified company, in addition, it is certified by TUV Nord-Germany Certification Body.

To augment our spectacular growth of 100% per annum, we continuously increase our production capacities and facilities with the following infrastructures:

- 205,590 square feet yard in Al Ghail, non-free-zone area, and Ras Al Khaimah
- In house manufacturing, coating, and laboratory facilities
- A highly streamlined computerised stock control and sales order processing

- 205 well trained staff including highly experienced managers and engineers who work together to ensure that our products meet international specifications.

### Technical Metal manufacturing capabilities are :

- Bending
- Cutting
- Forging
- Welding
- Heat Treatment
- Plate Fabrication
- Threading
- Shot Blasting
- Hot Dip Galvanising
- Electro Zinc Plating and Cadmium Coating
- PTFE Coating

Thus, EGYPS 2020 is an opportunity for us in Technical Metal to exhibit how we evolved in order to become among the world's major leaders of manufacturing special fasteners.



EXHIBITOR: GERAB NATIONAL

STAND: 2D28 | HALL: 2

## GERAB NATIONAL: YOUR BUSINESS, OUR COMMITMENT

Founded in 1977, Gerab National Enterprises LLC have grown to become a leading international trading firm. Its well-staffed regional and international offices are located in Saudi Arabia, Oman, Qatar, the UAE, Kuwait, India, Iraq, the US, South Korea, and China. Gerab is also the Middle East leading bulk supplier of seamless pipes and allied components for the oil and gas, power generation, water desalination, mining, and construction Industries.

Gerab warehousing hub is in the Jebel Ali Free Zone in the UAE which offers various levels of support. Level I support is provided via its warehousing facilities in Saudi Arabia, while level II support is provided by a network of regional and international offices. Being ideally located to serve customers in its areas of specialisation, Gerab is the perfect supply chain management partner for engineering, procurement, and construction (EPC) contractors, preventive maintenance companies, and end users.

The wealth of experience accumulated in Gerab for managing bulk material supplies enables it to provide value-added services for special projects and customers that cannot be



matched in the region, or even internationally. This is possible through its range of high-volume stocks available on ground.

EGYPS 2020 will see Gerab National brings its integrated solutions for piping requirements in the power and energy, oil and gas, water treatment, and construction sectors. With three-stock yards, located in Jebel Ali, Dammam and Basrah, the stock covers all sizes and grades of carbon steel pipes, fittings, flanges, and valves. In addition to that, Gerab can help in the execution of rapid national projects in Egypt. The company aims to be a reliable partner of all EPC contractors and end users in Egypt. During 2018 and 2019, Gerab provided several projects in Egypt with its best services, and we look forward to continuing the same success in 2020.

ZENI LITE

STAND: 1B17

## ZENI LITE PUTS NEW MEANING TO TURN KEY

Zeni Lite Buoy Company Ltd. is a leading Japanese manufacturer and supplier of marine aids, navigation equipment, marine environmental and maritime systems. Zeni Lite is an industrial member of the International Association of Marine Aids to Navigation and Lighthouse Authorities (IALA), International Harbour Masters' Association (IHMA), and is also certified with the ISO 9001, which we have had since 1995.



Our company has more than 50 years of experience, in addition, we have a superior team consists of around 100 employees; many of whom are qualified in the mechanical, electrical and electronic engineering fields. Moreover, Zeni Lite is well positioned to provide total solutions from project concept, to design planning, implementation, installation, commissioning, and maintenance work. Furthermore, our company adopts a comprehensive approach which puts a new meaning to turn key.

Since we are pioneering many new developments in the maritime industry, and this is considered our very first participation in EGYPS 2020, Zeni Lite will display a wide range of technologies together with miniature models, in addition to depicting equipment which are presently used for both offshore and onshore applications.

We hope to use EGYPS 2020 as a platform to introduce and promote some of our technologies' concepts specifically designed for offshore operations. This will be accomplished through enabling and enhancing safety and security of these valuable assets, integrating additional surveillances with early warning systems above and below water.



### YOUR ONE-STOP SERVICE PROVIDER

Provision of Offshore Support Vessels (AHTS, PSV, CSV, ERRV, Tugs, and Crew Boats) - Provision of Offshore Drilling Rigs  
Supply Base Management - Pipe-laying Projects - Offshore Full Motion Compensated Gangways  
Supplier of International Oilfield Machinery, Equipment, and Chemicals - Free Zone Warehouse Facility  
Provision of Diving and ROV Services - Providing Consultation, Technical Support and Contracting.



[www.pan-marine.net](http://www.pan-marine.net)

EGYPS  
EGYPT PETROLEUM SHOW  
11-13 February 2020  
Egypt International Exhibition Center  
VISIT US AT STAND 2I20-H2



EXHIBITOR: IMW

STAND: 2150 | HALL: 2

## IMW PROVIDES FACILITIES TO OFFSHORE PETROLEUM COMPANIES

International Marine Works (IMW) is a leading company in the fields of diving, marine, remotely operated vehicles (ROVs), and rope access services in the Eastern Mediterranean, the Gulf of Suez, and the Arabian Gulf. Our headquarter is located in Egypt, in addition, we have other branches in Saudi Arabia, Kuwait, the UAE and Qatar.

With more than 40 years of experience, IMW provides special facilities required to cover the demands of offshore petroleum companies and ports/container terminals in a flexible and professional manner.

IMW is certified from Bureau Veritas Certification for Total Quality Management System (TQMS), and it follows the international standards of ISO 9001:2015, ISO 14001:2015 and OHSAS 18001:200. Moreover, IMW is a member in some international associations such as the International Marine Contractors Association (IMCA).

At EGYPS 2020, the Egyptian International Diving School (EIDS), which is the first diving school in Egypt, will acquire a license from the Egyptian Authority for Maritime Safety (EAMS). It is a member at the Infectious Diseases Society of America (IDSA), and it is considered the only school in Egypt and the Middle East issuing international professional commercial diver certificate for surface supplied diving to 50 metres (m).

We are happy to announce our strategy to establish a Rope Access Training Centre for working at height, in confined and difficult spaces, equipment testing and inspection, in order to fulfil the ever-growing demand in the oil and gas sector.

The primary objective when using the rope access methods is to carry out the work efficiently, with minimal accidents, which is the most important goal in our field. That is why we are planning to dedicate a large portion of our resources to launch the Rope Access Training Centre.



## IMPROVED PETROLEUM RECOVERY



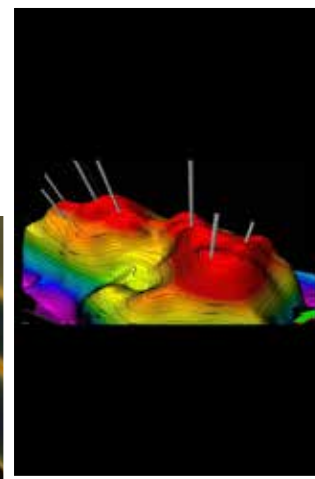
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VISIT US AT STAND 2D48



EXHIBITOR: NRL

STAND: 2H53

HALL: 2

## NRL LEADS TECHNICAL, ENGINEERING BUSINESS ACROSS EGYPT

The National Rugby League (NRL) specialises mainly in providing technical consultancy, recruitment, payroll, and international assignment support services globally. Established in the UK since 1983, NRL has developed expertise in the petrochemicals, oil and gas, power generation, renewables, tunnelling, infrastructure, and rail sectors working with operators; engineering, procurement and construction (EPCs) contractors, and subcontractors.

Leading the technical and engineering market, NRL's Cairo branch supports businesses across Egypt in order to secure key personnel for major projects.

During EGYPS 2020, Will Fossey and Hazem Ayoub will be on hand to discuss the technical consulting services that NRL's international team provides to our clients and contractors.

### Recruitment

NRL works with companies to help them identify and supply right recruitment requirements for engineering companies.

Specialising in technical roles, NRL works with businesses across the globe to provide temporary consultants and permanent personnel for some of the region's largest infrastructure projects, for example the

Egyptian Refining Company (ERC) refinery and Ismailia tunnelling.

Our recruitment solutions are built upon your needs to secure all available roles for local Egyptians, and drawing on experienced expatriate workers to meet skills shortages.

### International Assignment Support

NRL's International Assignment Support manages visa, travel documentation, and local taxation in order to ensure that expatriates remain committed to their projects.

Our trusted support team assists our clients by mobilising contractors onto projects, supporting them with all the documentation and paperwork required to legally work in the country. As every country has different regulations around taxes, payroll and travel documentation, it is essential that our clients and contractors remain compliant.

To find out more about us and our services, we are looking forward meeting you all!



## COMMITTED TO ENERGY EFFICIENCY

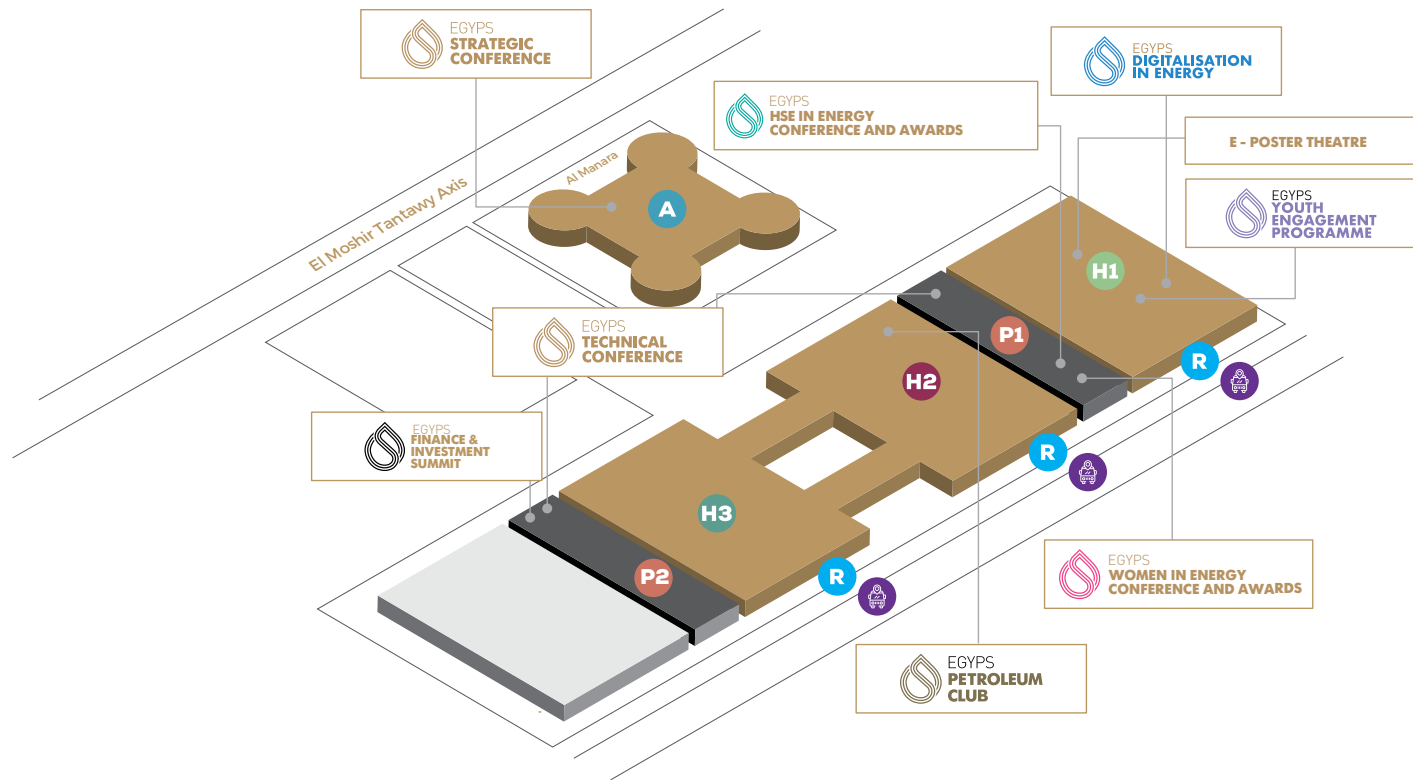
Total invests over \$1 billion a year in R&D

#MakeThingsBetter  
total.com

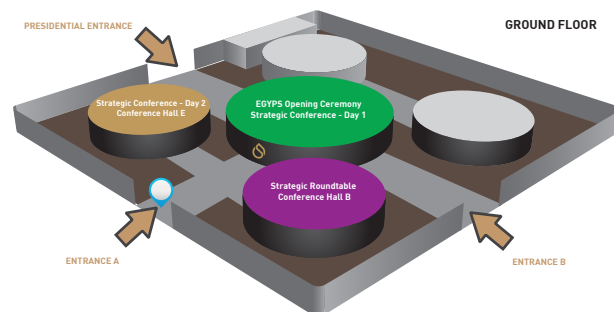
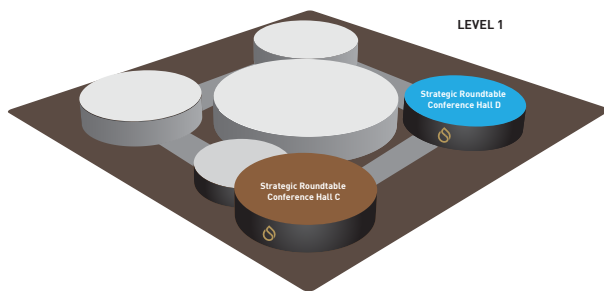


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## EGYPS 2020 VENUE MAP



- A AL MANARA**
- EGYPS 2020 Opening Ceremony
  - Strategic Conference
  - Strategic Roundtable Discussions
  - Conference Coffee Break



- SHUTTLE BUS DROP-OFF ZONE**
- Halls 1, 2, 3 & Al Manara
- R REGISTRATION AREA**
- Halls 1, 2 & 3
- P1 PLAZA**
- Technical Conference
  - HSE in Energy Conference & Awards Ceremony
  - Women in Energy Conference & Awards Ceremony
- P2 PLAZA**
- Technical Conference
  - Finance & Investment Summit
  - Conference Coffee Break

- H1 HALL 1**
- Digitalisation Zone
  - Global Meetings Programme
  - Youth Engagement Programme
  - Technical E-Posters
  - Media Centre
  - Conference Coffee Break
- H2 HALL 2**
- EGYPS Petroleum Club
- H3 HALL 3**
- Conference Delegate Lunch
  - EGYPS 2021 Sales Stand



### VENUE LOCATION:

Egypt International Exhibition Center New Cairo, 5th Settlement, El Moshir Tantawy Axis, Cairo Governorate



## SHUTTLE BUS SCHEDULE

**ZONE 1: 90 Street:** Dusit Thani Lake View, Helnan Landmark  
**ZONE 2: Ring Road:** Royal Maxim Kempinski, Renaissance Mirage City, JW Marriott  
**ZONE 3: Nasr City Zone:** Intercontinental City Stars, Holiday Inn



### SHUTTLE BUS FROM HOTELS TO THE VENUE

	FIRST DEPARTURE STARTS FROM	SECOND DEPARTURE STARTS FROM	THIRD DEPARTURE STARTS FROM	FOURTH DEPARTURE STARTS FROM
TUESDAY 11 FEBRUARY	12:45	13:00	13:30	-
WEDNESDAY 12 FEBRUARY	08:15	08:30	08:45	09:00
THURSDAY 13 FEBRUARY	08:15	08:30	08:45	09:00

### SHUTTLE BUS FROM THE VENUE TO HOTELS

	FIRST DEPARTURE	SECOND DEPARTURE
TUESDAY 11 FEBRUARY	19:15	19:30
WEDNESDAY 12 FEBRUARY	19:15	19:30
THURSDAY 13 FEBRUARY	19:00	19:30



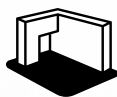
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NEEDS OF TOMORROW**

### EGYPS 2021 PROJECTED NUMBERS



**35,000**

Gross sq.m  
Exhibition Space



**33,000**

Global  
Attendees



**500**

Exhibiting  
Companies



**97**

Countries  
Represented



**30**

International  
& National Oil  
Companies



**17**

Country Pavilions  
Exhibiting

### TO BOOK YOUR STAND AT EGYPS 2021



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