



MOC NEWS

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THE FUTURE OF GAS MARKET IN EGYPT

Continuing the day and moving to a vital topic in the Egyptian petroleum market which is the future thoughts from some IOCs in the market, Shahin has confirmed the importance of Egypt in the region and the key factors that qualify Egypt for being a noticeable regional energy hub and attractive gas market. Shahin also presented IPR activities and its future in the Egyptian Industry.

After that, Dr. Ahmed Salah, EGAS Vice Chairman for Agreements and Exploration Ahmed Salah, has shown some important statistics about the Egyptian market. He said that 60% of the gas is delivered to power stations to generate electricity and the ministry of electricity has measured what will affect the supply and demand to power stations. The three power stations that are currently operating and constructed by Siemens are designed to work by combined cycle. That means higher efficiency. He continued the three power stations will generate 14.8 MW per day which is 50% of the needed



→ continued in page 3

Thursday April 19th, 2018

08:00 - 08:30	Coffee and Tea	
08:30 - 10:30	Technical Sessions	Hall (A-B-C-D)
	Digital Posters	Partitions (1 - 6)
10:30 - 10:55	Coffee Break	
11:00 - 12:30	Technical Sessions	Hall (A-B-C-D)
	Digital Posters	Partitions (1 - 6)
13:00	Closing and Awards Ceremony	
14:00	Exhibition Close	



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three power stations will generate 14.8 MW per day which is 50% of the needed electricity in summer. Then, he moved to the renewable energy. He commented that the ministry of electricity is planning to produce 20% of the needed electricity from renewable energy resources like wind farms by 2022. Currently, two wind farms are built in Gebel Elzeit in red sea. Moreover, the ministry is planning also to produce 5.8% of the hydropower and 2.2% of solar power. In Aswan, the largest solar park is being built and started to produce, he added. The expectations are to produce 42% of the needed energy from renewable resources by 2035.

Salah has introduced Petronas presentation by Abu Fitri Abdul Jalil, Chief Executive Officer of Egypt operations. Abu Fitri started by welcoming the guests and the organizing committee. Then, he moved to the market discussion. He stressed the importance of

Egypt as an energy hub. The new discoveries and current regulations will attract new investments and help advance the position of the industry. He introduced the LNG innovation of Petronas by showing the results and the successful track record of the company.

On the other hand, Stephen Fullerton, Research Associate at Wood Mackenzie, declared that he expects to see the gas self-sufficiency at the end of this year supported by the significant discoveries in the Mediterranean. He moved to the opportunities ahead of Egypt in the region and the challenges that should overcome.

Fullerton commented about the domestic market and how it is attractive for investments. After that, he recommended some technical actions to help the market move forward and showed his research results with the audience.

EGYPT AS AN ENERGY HUB

The second day of the Conference of the Mediterranean Countries (MOC 2018) witnessed a session entitled «Egypt as a Regional Energy Center» with the participation of the heads and officials of a number of international oil companies operating in Egypt. Noting that natural gas is increasingly important in the growing energy landscape and that there is a need for more fuel diversification to meet the challenges of providing the energy needed by the world first and moving towards a future characterized by a diverse mix of energy and reduction of energy. It is expected to double the supply of liquefied gas by 2040 and to increase this to about 40% over the next five years and continue to increase BP gas production.



Karim Alaa, president of BP Egypt, said he believes that Egypt is becoming a regional center for energy, with the necessary industrial, geographic, human and technical assets to transport natural gas to Europe with competitive prices. He stressed BP's commitment to benefit from its expertise and investments. During its strong and strategic partnership with the Egyptian government, adding that it is expected to increase its production from its main fields during the year, in addition to the results of outstanding work in the project Atoll. The project witnessed the best performance of drilling and completion, construction and marine installations. The first development in a high area witnessed the pressures and heat in the Nile Delta and exceeded the production of the field of expectations. He added that to complete the success achieved in the implementation of the Atoll project, Begins in late 2019 / early 2020 using the facilities of the Pharaonic company.

He explained that the regulation of the gas market provides an opportunity for the private sector to enter and compete in the local market and attract more investments and that BP is preparing to be a key player in several fields such as infrastructure development and further gas discoveries in the gas-rich Nile Delta region. Seriously supports the development and modernization project implemented by the Ministry of Petroleum.

For his part, Eng. Hussein Al-Ghazzawi, General Manager of Schlumberger, presented the company's vision and tasks in the national project of Egypt to become a regional center for the trading of gas, pointing out that Egypt is qualified to play this role in light of its recent discoveries and its assets from a



leading vision, geographical location and infrastructure Liquefied natural gas facilities, skilled labor and new investment and gas laws.

Al-Ghazawi pointed to the company's commitment to develop oil and gas sources in its areas of operation in the Nile basin and the Mediterranean basin, which it has been operating for 15 years. It also supports activities for land activities in the Eastern and Western Desert, applying the latest technologies in research and exploration and encouraging investment in scientific research in all stages of the oil and gas industry. Modern business models support technical cooperation and trade compatibility between exploration and production companies and services to provide an integrated technological system to achieve flexibility in performance and completion of tasks and help enable Egypt to achieve this vital project.

Schlumberger pumped about \$ 60 million in investments to build Egypt's center to improve the efficiency of the operation to provide competitive services and allow the exchange of information for the oil and gas industry in Egypt.

On the other hand, Mirna Aref, regional director of digital solutions in the field of oil and gas in Baker Hughes, a GE company, confirmed that the latest gas discoveries in Egypt have been ranked among the top 20 countries in the world in terms of natural gas reserves and production and that Egypt is one of the major promising gas markets in the world, Pointing out that the gas fields led to giant changes in the map of energy in Egypt and qualify them to achieve major discoveries to become an energy exporter in the future and play a vital role as a center for gas trade at the regional level, noting that Egypt is one of



the most important markets for investment in the oil and gas based on its rich potential and facilities.

Aref pointed out that the oil and gas sector in Egypt is witnessing positive changes, stressing the important role of the project to develop and modernize the sector adopted by the ministry to enhance Egypt's competitiveness in the global market. She highlighted the positive contributions of the project in finding solutions to the challenges facing the oil sector and improving the investment climate to attract more domestic and foreign investments in addition to achieving optimal use of Egypt's oil and gas resources as well as the important role of the development and modernization project in the development of man power skills. The company also strongly supports the implementation of the objectives of the development and modernization project through its partnership with the Ministry of Petroleum in the project of the Research and Exploration Portal to contribute to the promotion of investment opportunities in the field of oil and gas exploration using digital solutions, noting that this is a starting point for expansion. In the application of digital solutions in the fields and activities of the petroleum industry from the manufacturing, refining, transport and distribution, which contributes to the strengthening of Egypt's position as a country attracting oil investments.

Aref said that Baker Hughes, through its activities in Egypt, is contributing to the implementation of the ambitious goals of becoming a regional energy center, noting its contribution to the second phase of the field of back.



Officials and Experts Emphasize the Importance of MOC Exhibition and the Possibilities of Transforming Egypt Into a Regional Energy Hub.

Eng. **Salim Al-Soruji**, Chairman of Tharwa Petroleum Company, stressed the importance of holding the MOC exhibition at present and in the light of the latest discoveries of gas in the Mediterranean. He said that the conference gives a strong boost to Egypt, which has taken the lead role for now.

He added that the conference is a strong opportunity to identify all that is new in the oil and gas sector and allows the competencies to meet and exchange information and experiences, stressing that the Mediterranean region is promising and that the field appeared just a first step towards the next discoveries.

He added that Egypt will become a regional center for energy through increasing the number of discoveries of natural gas in the Mediterranean Sea and converting the Damietta region to a regional center for the reception of gas in the Mediterranean to be treated and used to cover domestic consumption and export surplus.

On the other hand, Eng. **Ahmed Fawzi**, Director General of Projects at BadrEldein Petroleum Company, stressed that participants in the exhibition talked about the future of investment in the Mediterranean region and the oil sector in general, some of the economic reform package, especially the liberalization of the exchange rate and the stability of the dollar. Citing an example of a new four-pronged Shell project

He said the conference was an opportunity for cooperation among the countries of the region and to discuss the challenges and future plans for the oil and gas sector.

For his part, Eng. **Osama Mohamed Ali**, Director of Production in the fields of Portfouad region, Petrobel, described the conference as very successful and helps the workers in the petroleum sector to identify the discoveries and new projects that enter the production stage like Zohr and Norous.

Eng. Osama said that the conference is an added value for workers in the oil sector, where they benefit from the scientific research and sharing the knowledge and experience.

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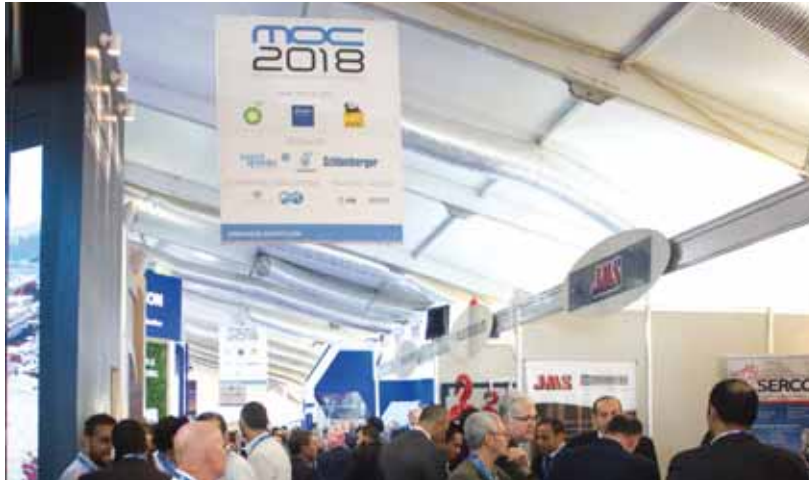
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MOC 2018 PHOTO GALLERY







EGYPT GAS



Petroleum Today MEDIA



AN INTERVIEW WITH **MR. IBRAHIM AL-ALWAI**

Chief Executive Officer

His current position is Deputy Chief Executive Officer. Mr. Al-Alawi has been a member of the Society of Petroleum Engineers (SPE) for over 25 years and served in many positions on the Board of the Abu Dhabi section, including as Chairman.

Obviously you have a great journey in the oil and gas business we would like to hear that in your way.

I studied Petroleum Engineering in the US and hold a B. Sc. degree in from the University of Louisiana at Lafayette.

I started my journey in Oil and Gas in 1998 in Abu Dhabi Company for Onshore Oil Operations (ADCO). I spent there over 15 years in various positions within the Drilling Division climbing up the ladder from a field engineer to the Head of Planning of the drilling department in ADCO. Such a comprehensive experience aided me to see how dynamic is the working environment in Oil and Gas; moreover, it paved the way for me for my next career step. In 2004, I joined AlMansoori as Business Development Manager which was a very fruitful experience to be on the service company side. Being on the client side earlier for over 15 years had enhanced my knowledge and vision to see the client as a partner. And thriving for meeting such a dynamic environment constant challenges was always rewarding. Later on, I was the manager of the leadership team in North Africa based in Tripoli, Libya for about two years before returning back to Abu Dhabi to become Chief Operating Officer.

Almansoori Company is wide spreading all over the world especially in the gulf region where exactly you run the business & where is Almansoori biggest market share?

As of today we are present in 22 different countries, 16 of which we have permanent presence where we have fleet of Equipment, Support Base, Offices and workshops and Hand Picked Personnel to support our aim and vision to deliver an excellent service.

We have a very busy activity in UAE, KSA & Oman. These three are our biggest operations bases, however, we are looking to grow our activities in Kuwait and India as well as Egypt as we can see high potentials of the Markets there.

What are the future plans in Egypt for Almansoori Company in the next decade?

We already have an existence in Egypt fully equipped with Support base, office, equipment and personnel. However, ALMANSOORI has Egypt on its radar to be on the top of its priority list. We see it as a very attractive market with huge growth opportunities. The Boom in the activities in Egypt in addition to the discovery of the Zohra field had made Egypt such a unique model for us. Egypt has various ranges of operator companies and we believe we have an answer for each of them. So yes, we are looking forward to be an important partner of Egypt in this coming decade.

Now a days Egypt is planning to be an energy hub especially after great Gas discoveries in east Mediterranean how can you see this?

It's such a wonderful news and amazing discovery! I totally believe that it will be a great opportunity for growth for Egyptian economy in general, and in Egyptian Oil and Gas industry in particular. Let alone that Egypt has such a strategic location which allows it to be a cross roads between Africa, Asia



& Europe it is also a strategic location. Furthermore, Egypt has a dense population and very intelligent personnel. So the manpower Egypt has coupled with the natural resources and proper planning will pave the path to Egypt to be the leader of this region. I believe Egypt has been a leader and will always will be a leader.

What are the recent awarded contracts by Almansoori in the MENA region?

We are blessed to have constant activities all year around. Taking into account we are operating in 22 countries, we are constantly either awarded or in the process of tender for new opportunities. We treat both small contracts and bigger contracts with same attitude and same dedication and commitment. But what I can share with you is 2018 is looking very positive and we are on expanding and growing in all different services. I would like to share with you one we recently had launched, it's an initiative that we call it "well enhancement". This is a total solution offered to the client where together with some of our partners to have subsurface field development planning expertise, project management we are able to offer customers a solution to enhance the production whether it is new fields or brown fields, small projects, turn key projects. As a partner we take pride in goals and overcome challenges. This initiative has been successful with few clients, and we are optimistic to continue this part of our vision of partnership.

How you manage the business especially in the prices downside?

For sure the reduction in oil prices was one of the most tiring challenges for all the industry. However, we have realized it's a reality and we have to face it and adopt. We started to follow positive visions "Doing more with less", "Thinking outside the box", "change the way we operate". This

المنصوري
ALMANSOORI

positive vision coupled with our dedicated teams we could pass this challenges with flying colors, in my opinion. Furthermore, we maintained all of our personnel, achieved a success story. Yes everyone was stretching out to do more with less, but at the end of the day we managed to pass this period safely and we gained a good knowledge of business optimization

What are the patent technologies adopted by Almansoori company?

We don't have patent technologies that we invent as we don't have a fully dedicated R&D department. However, what we do is we make use of existed companies that have created a new technology that we can bring to the region to help our customers meet their challenges. For example, the high cost of LWD had allowed us to introduce a low cost tech called logging while

tripping LWT which can be done for a fraction of the cost of LWD. We have managed to complete a couple successful runs here in Adu dahabi. This is a one example of how we provide technology. The Full integrated solution is another example of we can partner with our customers. So, we maintain our constant follow up of the latest technology offered in the market, and bring it to the region to help customer overcome challenges in unconventional way.

Finally we would like to know about Almansoori CSR policies and activities especially in the developing countries?

This very interesting topic there is a lot of press about it these days, it is in the media a lot. Sometimes in these developing countries the governments are not able to provide the basic services for the people and our philosophy is, if

we go into developing countries we are actually helping by offering jobs developing the people and we know that behind each employee there is two, three families depending on that person to provide the livelihood and better life and we believe if we can grow our business in any country definitely it will benefit the local population as far as substituting which should be governed offered services like schools or clinics we don't have the resources to be able to provide these kinds of things we believe that we are doing part of it by providing jobs and it is our policy to try to have actually a goal of a hundred percent localization in any country we work in so we try to find the local people as loc much as possible bring them to Abu dahbi then send them to the other countries where we have operations to gain experience and go back to their countries but defiantly we want to hire as many local people as possible so that is how we approach the CSR.



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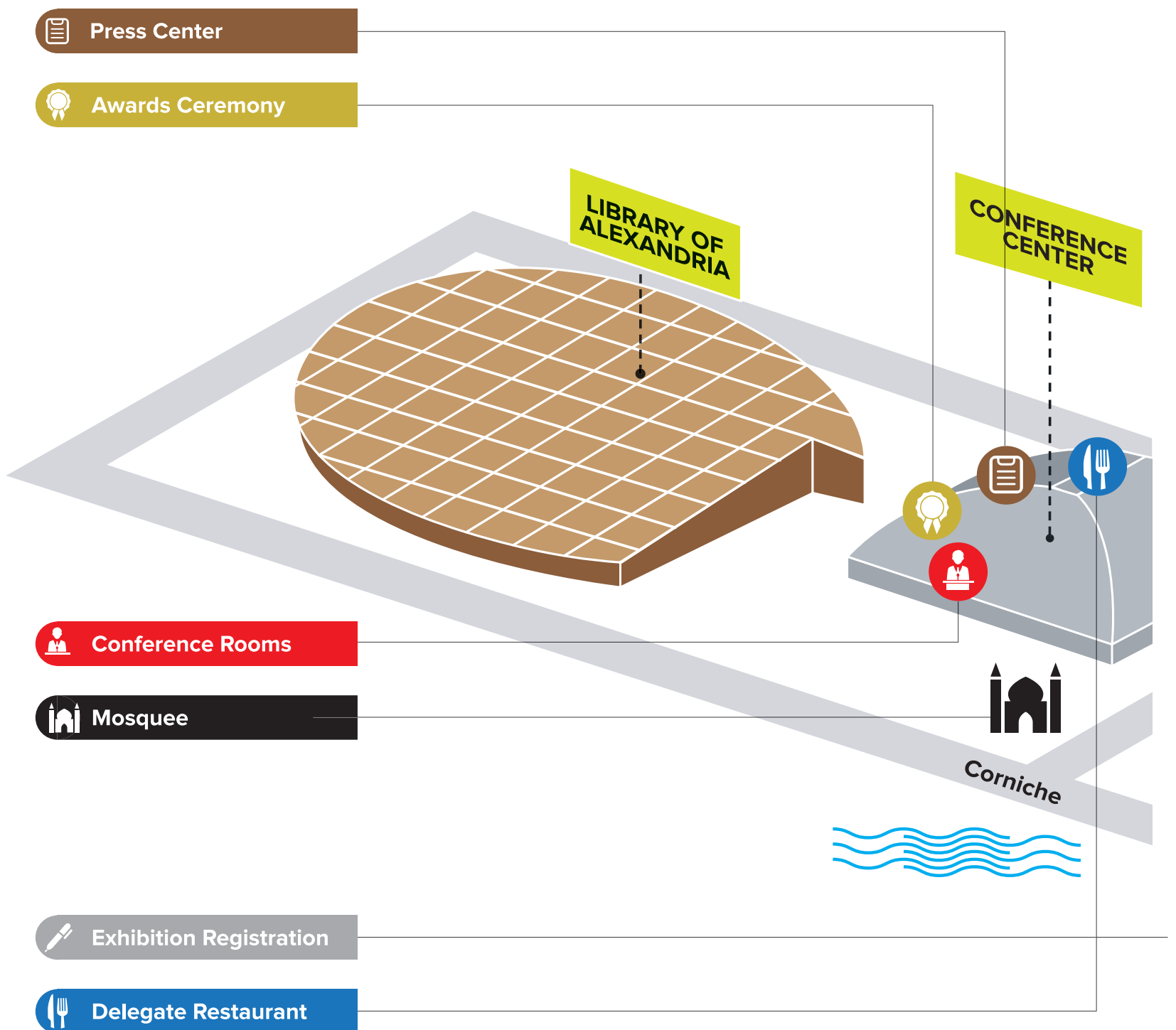
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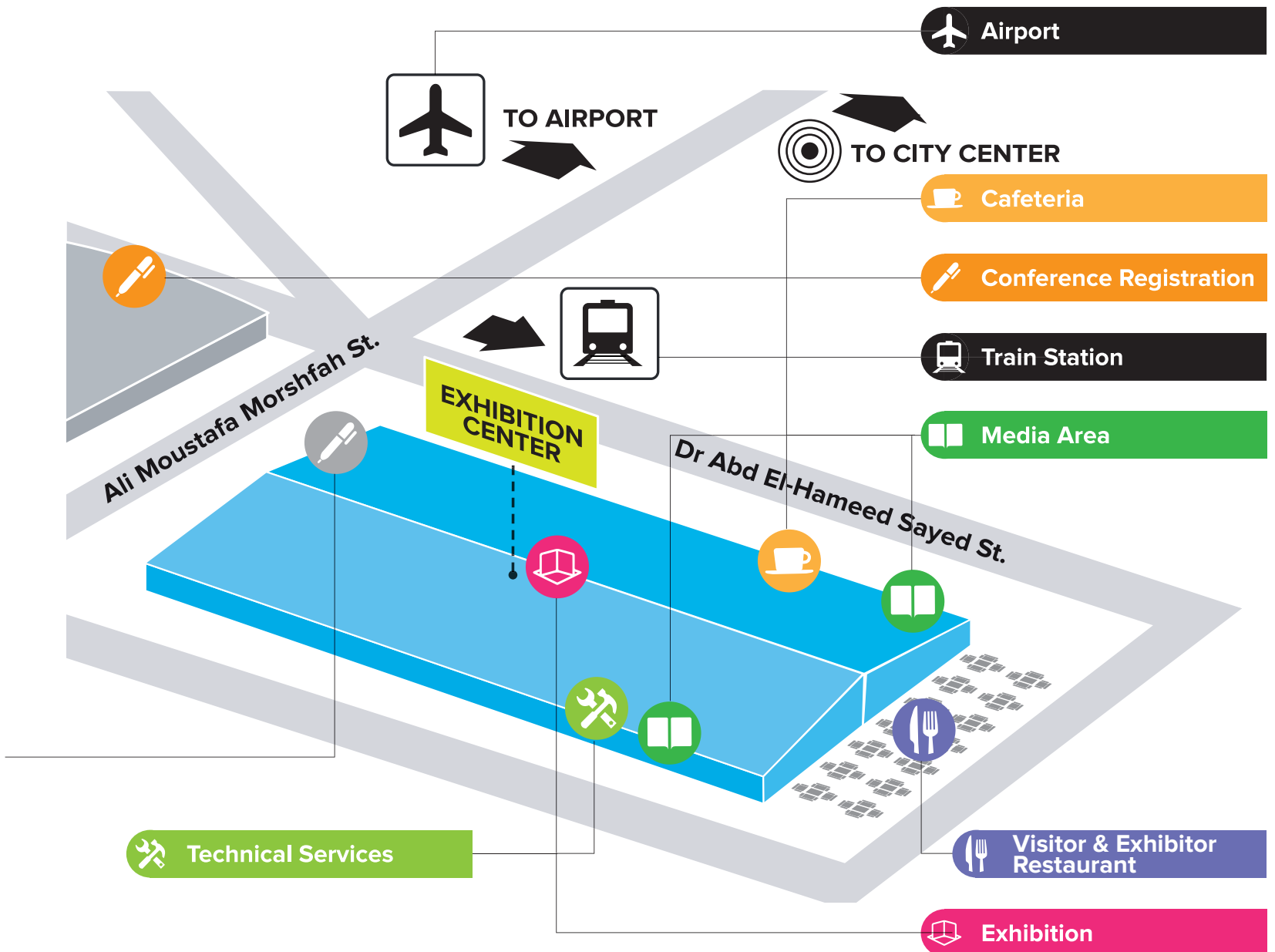
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VENUE MAP





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