



# MOC NEWS

MEDITERRANEAN OFFSHORE CONFERENCE

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**Petroleum Today**  
MEDIA

## Welcome Message by

# H.E THE MINISTER OF PETROLEUM AND MINERAL RESOURCES



Dear Colleagues, Ladies and Gentlemen,  
Welcome to MOC 2018, the 9th edition of the Mediterranean Offshore Conference & Exhibition in Alexandria. It is my great pleasure as Minister to host such a successful event under the Patronage of the Ministry of Petroleum and Mineral Resources.

MOC is regarded as one of the most important exhibitions & conferences since 2000 for the Oil & Gas industry in Egypt. Along the years, it has gained increasing prominence thus attracting oil & gas experts and leaders across the region. MOC 2018 will host over 1600 delegates, 300 exhibitors and more than 7500 attendees, representing an outstanding event. We are proud to have such a remarkable and distinguished gathering in Alexandria. It is the second largest city in Egypt and an important industrial trading center in the world because of its location and ease in connection between

the Mediterranean Sea and the Red Sea. It is regarded as one of the ancient discovered city and holds many historical monuments that attracts tourists from all over the world.

MOC is a window for the Ministry of Petroleum to share the Oil & Gas sector strategy & success stories in Egypt. Aligned with Egypt 2030 vision, the sector adopted a new strategy, which aims to ensure energy security, financial stability and enhance the investment environment for international partners by highlighting the investment opportunities available in the industry.

Egypt has experienced tremendous developments over the past four years. The oil & gas sector in turn realized fruitful achievements. These include the signing of 83 new upstream oil agreements with investments of US\$ 15.5 billion. The expansion and upgrade of refineries, transmission and oil and

→ continued in page 3

## FIND INSIDE

06

**PAST, PRESENT, FUTURE IN A WORD – MOC 2018**

12

**VENUE MAP**

14

**MOC AGENDA**

16

**OFFSHORE BUSINESS IN EGYPT**

18

**THE EGYPTIAN MINISTRY: A SUCCESS STORY.**



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## Welcome Message by

# H.E THE MINISTER OF PETROLEUM AND MINERAL RESOURCES



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Egypt has experienced tremendous developments over the past four years. The oil & gas sector in turn realized fruitful achievements. These include the signing of 83 new upstream oil agreements with investments of US\$ 15.5 billion. The expansion and upgrade of refineries, transmission and oil and gas infrastructure, as well as the inauguration of two major petrochemicals complexes. In addition to the acceleration of 4 major gas development projects that secure committed investments of \$30 billion. The most important of which is Zohr gas field, which is a game changer and a success story to be followed, representing a record time from discovery to start of production early this year.

We have set a roadmap with a clear integrated vision to continue on the sector success and



guarantee a sustainable bright future not only for the sector but also for Egypt as we are always regarded as a top priority national strategy engine that drives Egypt's economic development forward. Accordingly, we launched "The Oil and Gas Sector Modernization Project" with the objective to continuously unlock the sector's full value chain potential as a growth and a sustainable development engine for Egypt, achieve financial sustainability, become a leading regional Oil and Gas hub and a role

model for the future of modernized Egypt.

I look forward to share with MOC participants the new opportunities ahead. Welcome to Alexandria,

**H. E. Tarek El Molla**

Minister of Petroleum and Mineral Resources of Egypt

## Welcome Message by

# OSAMA EL BAKLY

## MOC 2018 Organizing Committee Chairman Chairman EGAS

Your Excellency Eng. **Tarek El Molla**  
 “The Minister of Petroleum and Mineral Resources - MOC 2018 Chairman”  
 Your Excellency Dr. **Mohamed Sultan**  
 “Alexandria Governor”  
 Mr. **Innocenzo Titone** OMC 2019 Chairman

Distinguished Delegates, Ladies and Gentlemen  
 It gives me great pleasure and honor to welcome you all for another outstanding event in MOC series The 9<sup>th</sup> Edition of MOC 2018 conference & Exhibition, under the high auspices of H.E. Eng. Tarek El Molla The Egyptian Minister of Petroleum & Mineral Resources in this wonderful scenery of Bibliotheca Alexandrina Conference Center in Alexandria.

We come to Alexandria knowing that, even in today’s interconnected world, there is nothing as powerful as face-to-face interaction. I have no doubt that the knowledge we will gain and the contacts we will make here in Alexandria will help make an impact on our industry.

MOC has supported the evolution of the Oil & Gas business by offering Oil & Gas

professionals an ideal arena for discussion on research and development, technology achieved and future challenges in the energy sector, as we cannot afford to think only in the short term where energy is concerned. The lead times for change are long. The strategies we adopt now will have impacts reaching far into the future. We talk about an integrated approach not only in terms of finding the right energy mix for our needs, but also to underline energy’s interrelationship with virtually all the global challenges we face.

MOC 2018 theme is unlocking potential of the Mediterranean step-2, which we believe that this will happen, Zohris the first giant discovery in Mediterranean but we believe several will come, potentials in different areas in Egypt are promising and we are looking for more discoveries to be achieved. inshalla. Egypt has experienced tremendous developments over the past four years, and it has all the potential to become the **largest Gas hub of the Mediterranean** With the continuous support of his excellency Eng. Tarek El Molla “ Minister of Petroleum and



Mineral Resources” with steady steps that happen through the program of Modernizing our sector and also his keen on bolstering Egypt’s role as a regional & international significant player by following the path of the 2030 Energy Vision, going straight ahead to the objectives of increasing the efficiency of performance in Oil and Gas activities and attracting investments from abroad.

This year conference is the 9<sup>th</sup> in the conferences series as it is held alternately between the twin cities the Italian Ravenna and Alexandria since March 2000, and it has become a landmark on the agenda of international Petroleum Companies and one of the most important events that experts in the Oil and Gas field are keen to attend.

We, the Organizing Committee, believe these three days at MOC are an exclusive opportunity for all participants to meet, discuss and - above all - plan for the future! Finally, it is my pleasure to welcome you to opening ceremony of “MOC 2018” and I wish you all 3 fruitful days of interesting and beneficial program and also that you have a pleasant stay in Alexandria.

## Welcome Message by

# PIERO A. ZIPOLI

## IES SRL President & Managing Director MOC Exhibition Organizer

Eighteen years have already passed since the first edition of the Mediterranean Offshore Conference MOC was held in Alexandria in 2000 and MOC has grown year after year to become the main exhibition and conference for the Oil & Gas industry in Egypt and one of the more important events in the Mediterranean region.

MOC event was born as a result of the common strategy of OMC Offshore Mediterranean Conference (held every 2 years in Italy since 1993) and of the Egyptian Petroleum Sector headed by the Minister of Petroleum and Mineral Resources of Egypt, aimed to establish a working forum for the exchange of knowledge and technology focused on the Mediterranean basin.

IES commitment is to serve the oil & gas

industry worldwide by offering professional services in exhibitions and conferences. Our network is spread all over the world and we bring our competences and abilities, developed in over 30 years of experience, in offering to companies the right tools to promote their activities and enhance their business through qualified events. Our team is facing a time of many changes within the oil & gas industry and we’re meeting these changes during the years. The world of MOC is an exciting area in which to work, training, network, and we’ll continue to meet and bring inspired people together in forums like this, to ensure our events remain at the cutting edge. So far we can proudly say that given the challenges currently facing the industry overall the world and in particular in this

region, MOC is the only strategic exhibition and conference able to offer every edition the best platform for industry professionals and decision makers, from across the Mediterranean region and beyond, where they can meet, network, learn and strengthen relationships and where global energy issues are discussed in-depth.

I’d like to thank each of you for attending our conference and bringing your expertise to our gathering. You, as company leaders and professionals, have the vision, the knowledge, and the experience to help us pave our way into the future. Throughout this exhibition and conference, I ask you to stay engaged, keep us proactive and help us shape the future of MOC. My personal respect and thanks goes out to all of you.



## Welcome Message by **INNOCENZO TITONE** Chairman OMC 2019

### Your Excellencies,

the Minister of Petroleum and Natural Resources, **Eng. Tarek El Molla**.

the Governor of Alexandria **Dr. Mohamed Ali Ahmed Ali Sultan**

the Chairman of the Organising Committee **Eng. Osama El Bakly**,

Distinguished guests, ladies and Gentlemen

It is a great pleasure for me to be back in Alexandria and participate in the 9th Mediterranean Offshore Conference.

As Chairman of the sister event, the Offshore Mediterranean Conference in Ravenna, I am delighted to congratulate with the Head of the Organising Committee Eng. Osama El Bakly, with the members of the Organizing Committee, and with the Exhibition Organizer IES, for all the efforts in staging this edition.

Since my last time here 2 years ago the Mediterranean scenario has moved in a positive direction, despite the worldwide economic crisis and political instability of certain geographic areas, thanks also to the proper actions the O&G Industry has put in place to effectively deal with the low oil price scenario.

A recent research among top executives of the Industry reveals that a new optimism is now emerging with the confidence level rising from the 32% of the last year to 63% and a step change is expected in the industry's capex, opex and R&D spending levels in 2018 with digitalization and cyber security emerging at the top of the industry's ten highest spending priorities.

As a matter of fact, all the 2018 Energy Outlooks confirm that the general trend has not changed: the global energy demand is still growing by some 1.3% per annum through 2040. The energy mix will continue to diversify, at a faster pace, with gas and LNG growing strongly as the transitional fuel towards cleaner energy.

The Mediterranean is the only region on the planet where three continents meet. OMC have always believed in the driving power of the Mediterranean region as a natural hub able to pave the roadmap of the energy flows from African, Asian, and Mediterranean countries to Europe.

This was the ambition that led to the cooperation with the Egyptian Petroleum Sector companies and the Ministry of Petroleum and Mineral Resources of Egypt, which started back in the year 2000 and still is a vital plug-in for developing the largest energy networking platforms in the Mediterranean basin.

Both Egypt and Italy are contributing to the roadmap of the **Mediterranean transition era**.

As a matter of fact the transition has started, and the trend will not be reverted, since public opinion is increasingly aware of the **importance of sustainability**. So the O&G industry is responding to the challenge of a sustainable future. After all, the final purpose of our industry is to establish a safe and affordable energy environment able to sustain the economic development and to satisfy the needs of our populations.

The **recent discoveries of natural gas** opened up new possibilities for Egypt to become a gas hub using existing infrastructures and satisfying at the same time entire domestic production and exports to Europe. To this end Egypt succeeded last year in adding about 1.6bn cubic feet of natural gas to domestic production and in 2018 is expected to further increase it. Natural gas is a perfect fellow of the renewables, responding to the challenge of energy security.

But the change of the Mediterranean energy trajectory should entail also the implementation of **energy efficiency measures and renewable energy deployment**. There is a huge, but yet unexploited, potential for both fossil and renewable resources. The embarking on an energy transition path would reduce tensions on energy security for importing countries, improve opportunities for exporting ones, reduce energy costs and environmental damages for the whole region, and last but not least improve social welfare in the region.

**An additional challenge** is represented by competition in a low price environment.

The general sentiment, among experts and operators, is that prices will stay at current levels for a few years. However the O&G industry has been working hard in the past years to become more competitive, by cutting costs, streamlining project



**OMC 2019** 27-29  
 March 2019  
 RAVENNA ITALY

execution, focusing on most profitable assets and maintaining the emphasis on technology innovation.

In particular, the rapid technological advances in parallel computing, advanced sensing, data-driven analytics and machine learning, will allow new discoveries, real-time asset management and new company-contractor cooperation patterns, based on shared design platforms, throughout the project design and construction phase.

For all these reasons, we believe that the industry is now ready for an expansive phase as well as for driving the economic growth in the Mediterranean Basin.

Accordingly, **the theme of OMC2019 is "Expanding the Mediterranean Energy Sector: Fuelling the Regional Growth"**, where natural gas continues to play a pivotal role with Special Sessions centered on the potential of the eastern Med and the best way the Med hub will supply Europe. For the first time, a technical session will be devoted to the increasingly game-changing digital technology as a follow-up to the topics discussed at large at our Conference on Industry 4.0 last March in Ravenna.

Ravenna, according to its long-standing tradition, will continue to be the place where industry experts, thought leaders, and authorities meet to discuss and build together a future of sustainable growth.

To be successful a new business culture is necessary, involving and adequately preparing both the future and the existing work force in fields such as research, development, management and analysis of data. The oil and gas industry will need to be both agile and adaptable, connected and collaborative.

To the delegates, exhibitors and visitors participating in the Mediterranean Offshore Conference I wish a very successful event and hope to see you also in Ravenna in March 27 - 29 next year.

# PAST, PRESENT, FUTURE IN A WORD – MOC 2018

Egypt is at an exciting and historic phase in its development. The challenges and opportunities extend to exploration & production activities in the entire Mediterranean basin, not just Egypt. **Zohr, North Alexandria** and the Atoll gas discoveries are the keystones to the future of the Mediterranean energy industry.

**The challenges are significant.** With a growing population and the aspirations for economic growth all over the world it is expected that global demand for energy will double by 2050. At the same time opportunities for easily accessible supplies of oil and gas are becoming scarcer.

The Mediterranean basin is considered a world-class energy source with huge hydrocarbon potential: Egypt has a significant role to play in the Mediterranean energy industry.

It is an ideal place to boost your presence in the market. Create your competitive advantage and stand out from the crowd!

Network with national and international companies, innovators and decision makers and get an in-depth understanding of where the opportunities are and how to get involved.

## Focusing on Business Opportunities is building the Future.

MOC is Egypt's premier energy event focusing on Offshore oil and gas with a history going back to 2000.

Organized by the Egyptian Petroleum Sector in partnership with the Offshore Mediterranean Conference (OMC) of Ravenna, Italy, MOC Conference & Exhibition has become the most important international energy meeting on the southern shore of the Mediterranean focusing on offshore oil and gas sector.

### MOC excellence witnessed by the exhibitors' feedback:

86% rated as excellent or good the value of their participation

84% established new contacts

92% obtained qualified leads

Egypt has over 70 trillion cubic feet of proven gas reserves with Zohr, the largest gas discovery in the Mediterranean, accounting for 30 trillion cubic feet of natural gas alone

Combined with 4 billion barrels of proven oil reserves, makes Egypt one of the largest oil and gas producers in Africa and in a strong



position to become the regional oil and gas hub within the next five years.

70 new upstream exploration concession agreements signed recently, with a minimum commitment of \$14.9 billion in investments and further new blocks to be offered by EGPC, EGAS, and GANOPE in 2017.

Three major ongoing upstream development projects have a committed investment of \$30 billion during the next three to four years.

\$16 billion investment targeted for the Zohr field, \$11 billion for North Alex and an \$3 billion for the Atoll concession. Peak production target rate for the 3 concessions estimated at 5.1bcf/d.



1.5bcf/d of natural gas to be added to current production before the end of 2017.

Network with national and international companies, innovators and decision makers and get an in-depth understanding of where the opportunities are and how to get involved. Discover key opportunities across the region and improve your chance of being part of the many tenders.

## EGYPT The Mediterranean Energy HUB

Egypt has many qualifications to enable it to play this role, including the important discoveries in the field of oil and gas, especially in the Mediterranean region. In addition, the ports overlooking the Mediterranean and the Red Sea, considering that they have the facilities to receive crude oil and petroleum products, supported by networks of pipelines to transport petroleum products and gas extended throughout Egypt. The new 2.5 km wharf is being built by SUMED, which for decades has operated two pipelines from the Red Sea to the Mediterranean. The wharf will have three berths to receive natural gas and petroleum products carriers.

## AN INTERVIEW WITH ENG. YASSER SALAH

### Chirman Of Egypt Gas

**Actually, you are one of the influencing characters in the oil and gas business. We would like to know more about you and your career growth.**

First of all, I would like to thank you for giving me the chance to introduce myself and Egypt gas company.

I am 48 years old, graduated from Alexandria University as a mechanical engineer.

I started my journey with Egypt Gas company in 1994 and graduated in many positions and areas of expertise within the company like (Alexandria - Cairo – Sheben Elkom – Sharm Elsheikh – Port Said)

In 2007 I had been assigned to initiate our new subsidiary company Union Gas company in Abu Dhabi, UAE.

Since 2013 I led the company's business development team.

In 2015 I was transferred to the head quarter in Cairo as the Technical Affairs General Manager.

In 2017 I was assigned as Cairo Gas Company's Chairman.

In 2018 I was transferred to rejoin Egypt Gas Company as Chairman and Delegate Member.

**Could you please update petroleum today readers about the purpose of establishing Egypt Gas Company?**

Egypt Gas Company was established in the year 1983 according to the Investment Law No.43 for year 1974 as the first Egyptian Joint Stock Company, specialized in the field of studying, designing and implementing projects of transmission and distribution of natural gas for feeding all kinds of domestic, commercial, industrial customers and power plants instead of other kinds of fuel, Egypt Gas Company is currently considered the largest company in this field in Egypt and the Middle East.

Also, Egypt Gas is one of the Egyptian's largest multi-discipline service contractors in the fields of oil & gas industry delivering the most professional integrated services and solutions for the Industry, offshore, and construction business and giving the client the confidence, that any project no matter how big or difficult is, will be carried out on time and with the best possible results.

**What are the current projects that Egypt Gas is planning to execute?**

Egypt Gas contributes with a 30% share of the ambitious government plan to connect natural gas to 1.35 million domestic customers in 2018.



The execution of natural gas networks for the new capital first stage 40000 feddans.

The execution of the north 36» main pipeline in Jordan with 26 Km length.

Egypt Gas new vision is to expand internationally to maintain its position as a pioneer company in the field of natural gas projects and petroleum services.

The Provision of the safe, secure scaffolding services for the most challenging situations and structures for onshore facilities and offshore platforms through a valid contract at eastern desert for Gulf of Suez Petroleum Company (GUPCO) & East Zeit Petroleum Company (ZEITCO), Western Desert for Khalda Petroleum Company and Alexandria for Rashid Petroleum Company (RASHPETCO).

The provision of blasting and protective coating services for Gulf of Suez Petroleum Company (GUPCO), Belayim Petroleum Company (PETROPEL), Suez Oil Petroleum Company (SUCO), Khalda Petroleum Company, Petrosilah Petroleum Company & Pharaonic Petroleum Company.

Blasting & applying Intumescent Fire proofing system on Zohr Project for Petrojet, Spherical Tanks for Suez Oil Company & Rashid Petroleum Company.

Asbestos safe removal, disposal and replace by corrugated sheets for Gulf of Suez Petroleum Company.

Tanks Mechanical Maintenance at eastern desert and western desert for General Petroleum Company.

**Kindly discuss the scope of Egypt Gas in the wide & various applications of natural gas in Egypt and how it is able to cover it?**

The use of natural gas has widely expanded in the last years to cover many applications in Egypt from domestic to industrial and power generation use as well as CNG feeding stations.

In our concession areas we implement integrated execution activities as well as network operations, emergency tasks, Operation of pressure reduction and

odorization stations, Periodic maintenance of the underground networks and installation pipes and customers service for after sale activities.

EGYPT GAS System align with the latest editions of International Standards and holds the Quality Management System Certificate ISO 9001, the Occupational Health and safety assessment Series Certificate OHSAS 18001, the Environmental Management System Certificate ISO 14001 and the Institution of Gas Engineering & Managers Certificate.

**With above Huge Natural Gas network how does the company deal with the operating, monitoring and control these extensive network ?**

Through 29 customer service centers distributed to cover all the country areas Egypt Gas executes 370000 work orders per year to deal with any emergency cases or operation needs for 4,75 million domestic and commercial customers including modifications, repairs and maintenance using our well trained man power with highest level of quality to reach our customers satisfaction .

Egypt Gas offers Naturalgas as a very good solution to replace the other energy sources it's more available, lower price than any other fuel and it also environmental friend so the company always ready to Handel any project to fulfill our customer-s needs in a complete (EPC) solution including operation and after sell services.

**Compressed Natural Gas ( CNG ), What is the Plan adopted by Egypt Gas to mitigate the large demand for compressed gas as a fuel ?**

(CNG) is a real potential as an alternative solution receiving natural gas for customers who need the fuel far away from the existing network especially rural cities and factories, so Egypt Gas always show the intention to cooperate with the sister companies working in that field to give an integrated solutions answering our customers' needs in and out of Egypt.

For example the outstanding (CNG) project at Aqaba (Jordan) which receive natural gas for about 40 commercial customers.

## LATEST SUBSEA 3D MEASURING TECHNOLOGY

In the oil industry it is always challenging to visualize a full structure or pipeline section with precise as built dimensions due to the limited visibility underwater and the limited accuracy of underwater positioning.

**MCS Photo Realistic 3D Cloud of points (PRC)** is a cutting edge innovation technology to 3D scan complete structures and pipelines sections underwater to create a 3D Cloud of points presenting the as-built of any scanned object giving fabrication accuracy measurements more than 1/1000 (ex: 1mm accuracy in a 1m measurement).

**MCS Photo Realistic 3D Cloud (PRC)** provides a level of inspection data leading to in-depth integrity assessment and life time extension of existing assets such as producing full set of design drawing baseline for subsea structure, as well as clear view and precise meteorology for pipeline curvature, free span, crossing clearance and out of straightness survey for lateral/vertical measurements.



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## AN INTERVIEW WITH

# AYMAN KHATTAB

### South Gulf & East Africa VP - BHGE

What can you tell us about BHGE's future plans of expansion in Egypt?

BHGE has always been a key partner to Egypt's oil and gas sector. Our presence dates back to the early 1900s when we were part of the country's first oil discovery. Egypt holds some of the world's largest oil discoveries and as the world's only fullstream company we have a major role to play in the development of its natural resources.

We have more than 600 employees in country and continue to increase our local capabilities through our engagement in large-scale projects that are driving further local impact. Most recently BHGE was awarded with a major contract for subsea oilfield equipment for the development of phase 2 of the giant Zohr gas field offshore Egypt; BHGE will provide project management, engineering procurement, fabrication, construction, testing and transportation of a subsea production system.

The award underlines the global scope and breadth of BHGE's fullstream portfolio and local capabilities, with engineering support for the project coming from the UK, Italy and Norway. The steel structures will be manufactured in Alexandria, supporting local employment in Egypt, as well as the UK, Norway and Italy. Project management services will also be supported from Egypt and from the UK.

BHGE is committed to in-country localization, in 2018, BHGE also extended its' partnership with Petrojet by signing a deal that will allow Petrojet to provide manufacturing and fabrication services for BHGE's upstream oil and gas operations in Egypt, including the fabrication, construction, and testing of heavy-duty structures and components for BHGE's subsea production. It is the first step to include petrojet on BHGE supply chain that will serve the global market.

Also, BHGE recently signed a Memorandum of Understanding (MoU) for the "Upstream Gateway Project" with the Egyptian Ministry of Petroleum to support the modernization and digitization of the Egypt's oil and gas sector. The MoU, which is aligned to the ministry's Modernization Program, focuses on driving efficiency across Egypt's oil and gas sector through the management of bid rounds using BHGE's advanced digital solutions for data consolidation and aggregation in a secure central data lake. The digital transformation of MoP's National Data Center will further support the energy sector's growth and attractiveness to international investors.

Leveraging decades of expertise in-country and growing its local manufacturing ecosystem,

BHGE is committed to helping secure Egypt's energy future through the development of local talent and efficiency-driven solutions.

**How can BHGE participate in transforming Egypt into an energy hub in the region?**

We are proud to be partners with Egypt in its key project Zohr from the well construction to the production of phase 2 leveraging our oil field equipment portfolio while providing project management, engineering procurement, fabrication, construction, testing and transportation of a subsea production system and previously in the construction and operation of Egypt LNG infrastructure all are key and critical components of making Egypt gas or energy hub.

We are excited about our partnership with the Ministry of Petroleum in Egypt for the "Upstream Gateway Project", it marks our continued support of the ministry's Modernization Program, with special focus on the upstream sector as a starting point. On the longer term, the project has scalability to support the modernizations and digitization of Egypt's midstream and downstream oil and gas sector, leveraging BHGE's fullstream capabilities and solutions to drive further productivity and cost-efficiency across the value-chain. This project is aligned to our future vision in making Egypt's oil and gas sector an attractive investment destination and a hub to serve the region.

We are considering Egypt's capabilities in terms of human capital and infrastructure and potentially more localization in country, we have a long standing partnership with Egypt for more than 100 years; we're committed to Egypt will continue to work with the Ministry, our customers and partners to help them achieve their vision and goals for the region.

**BakerHughes has become stronger with a wider portfolio of services after the merge with GE. State the points of strengths of the merge including the market indicators, services, minds sharing and future vision.**

Across the industry, the focus now is on integrating products, services and processes quickly and seamlessly so we can improve productivity and project economics for our customers and start building long-term value for our shareholders. We have created a new category, becoming the industry's first and only fullstream company, we bring all the potential and capability of BHGE and GE technologies, full stream eventually will help optimize and improve the efficiency and therefore better economics and lower the cost/ barrel for our customers.



Ultimately, no other company brings together capabilities across the full value chain of oil and gas activities—from upstream to midstream to downstream. When it comes to delivering digital solutions, we can connect entire enterprises, breaking down silos and delivering intelligence across every piece of the value chain.

**What is BHGE plan of digitalization and turning into artificial intelligence and robotics in operations?**

BHGE is leading the digital transformation of the oil and gas industry, bringing the latest in technological innovation and providing our customers with more ways to maximize their efficiency, increase uptime and optimize their production. We're bringing together the full power of digital solutions and technology from across BHGE's industrial businesses to advance the oil and gas industry.

Companies should strive for ways to reduce costs and by digitizing operations, our customers in the oil and gas sector can benefit with significant cost savings, increased maintenance efficiency and effectiveness, avoiding unplanned downtime, minimizing the need for scheduled downtime, and maximizing equipment availability, all while increasing safety.

Some of our solutions like Asset Performance Management (AMP), JewelSuite and Itellstream look at optimizing performance across the value

chain; we believe that digital is the way forward and will help the oil and gas industry moving forward and we working on them on executing it.

**How does the company's technology and strengths affect its market share and presence in the industry?**

In today's oil and gas industry, innovation is paramount to staying ahead, especially when it comes to expensive offshore operations. We are continuously looking for ways to increase the industry's access to new technologies and strengthen operational efficiencies.

Collaboration and partnership are key components to our success. We are working closely with our E&P customers to co-create new solutions that can increase efficiency, optimize production and improve ultimate recovery.

In Egypt, BHGE is helping customers develop energy reserves with its latest technologies in a cost-effective manner that is safe and environmentally compliant which has positioned us in becoming one of the best-in-class company in providing complex technology solutions in the most efficient way.

**How do you evaluate the Egyptian petroleum market in this era and what are the main challenges that face BHGE?**

Overall, we're seeing a very positive economic

environment and growth across the sectors. If we focus on the oil and gas sector, we see how these major gas explorations can be an enabler for economic and industrial growth in Egypt. We also see the role it could play in driving Egypt towards energy independency and eventually to exporting gas in the future. All these are positive indicators to the economic scene in Egypt and the future of the industry.

The whole industry suffered from cost and pricing pressure versus value that can be gained from new technologies. We hope to see that correction follow the recovery in the oil price and allow more utilization of the latest technology.

However, as mentioned earlier one of the key improvements of how the industry can operate better is the modernization program looking at the overall process of the supply chain. It will help creating healthier environment and will improve top to bottom processes.

**What needs to change to improve how the industry operates locally?**

One of the key improvements of how the industry can operate better is the modernization program looking at the overall process of the supply chain. This initiative set a clear path for Egypt to



confidently compete for a new ambitious position in the global market as a Regional Oil & Gas Hub. The pillars of the modernization program address many elements such as human capital development, enhancing leadership capabilities and creating future leaders, it also aims in improving investment climate and attract investors, thus, It will help creating healthier environment and will improve top to bottom processes

Ensuring a predictable and attractive investment climate would help attract significant foreign direct investment and better utilization of the country's Oil & Gas resource base. In the longer run, Egypt faces the challenge of transitioning to a more environmentally sustainable economic model. A range of energy efficiency and renewable investments are already financially viable under current conditions in the industrial, commercial, and residential sectors, especially if accompanied by more coherent regulation and better monitoring and enforcement.

# INTERNATIONAL MARINE WORKS (IMW)

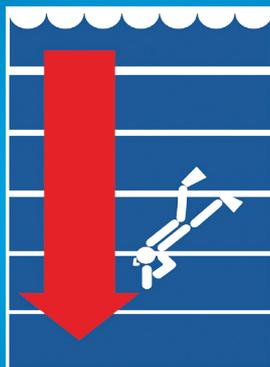
## Diving



## ROV



## INTERNATIONAL



## MARINE WORKS

WE DO IT THE RIGHT WAY

## Marine



## Rope Access



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**IT IS MY PLEASURE TO WELCOME YOU TO THE MOC2018 UNDER THE HIGH PATRONAGE OF H.E. ENG. TAREK EL MOLLA «MINISTER OF PETROLEUM AND MINERAL RESOURCES OF EGYPT».**

We as TIMSAH SHIP BUILDING CO. consider ourselves a link that adds value in Egyptian offshore market; we have been supplying the ships on the market and offshore units with great success and our company has experience and a long, illustrious history in the offshore sector since 1961.

During this period, we have tried to do our utmost to assist all of our clients, petroleum companies, ship-operators, and agencies by developing our service with competitive prices. We are able to build life-long and successful partnerships with all our clients through understanding and fulfilling their needs in the best and feasible way.

TIMSAH SHIPBUILDING CO. was built at 1961 to help in moving up offshore business in Egypt. Today, our company is showing every day that it is up for the challenge.

To achieve this goal we continue to upgrade our ships and diving facilities with state-of-the-art technological tools and to make necessary investments for keeping our quality level high above. In the future we will be at service of our clients for building safe, economical, comfortable, and efficient ships in the Egypt.

In 2018, we will continue to demonstrate how we stand out in this competitive landscape and will continue to grow further with the correct strategies in shipbuilding with a co-operation with international design companies (Robert Allen & UISTIN) and to introduce a finance support to our clients.

## AN INTERVIEW WITH **MOSTAFA FOUAD** BGS Energy Services Global Director



My name is Mostafa Fouad; I have graduated from the faculty of Suez petroleum engineering in 1998. After that, I applied for a diploma in Geophysics in Cairo University and finished it in 2000. Then, I travelled to Germany to join Ludwig Maximilian University to work on my master's degree. I came back to Egypt in 2003 to join Halliburton as an Assistant Operator, which is a very starting level in Halliburton, in Production Enhancement department. I spent eight months in this department before I got moved to PPS (Pipeline and Process Services) department, where I started again as an Operator Assistant. Fortunately, we managed to increase our work volume in one of our projects within a couple of months. As a result, I was promoted from Assistant Operator to a Supervisor.

In 2007, I was promoted to PPS Country Manager. In 2008, I was promoted to North Africa PPS regional manager. On the first of December 2010, I was promoted to Country Manager in Boots and Coats which was a company acquired by Halliburton at that time and I stayed in that position for four years. In the end of 2014, I was promoted to Global

HSE Manager in Halliburton, and I moved from Egypt to Houston. I stayed there for about one and a half year before getting a request from Egypt team, in the first of April 2016, to get back after the oil and gas financial crises negatively impacted the business in Egypt and my task was to fix the business.

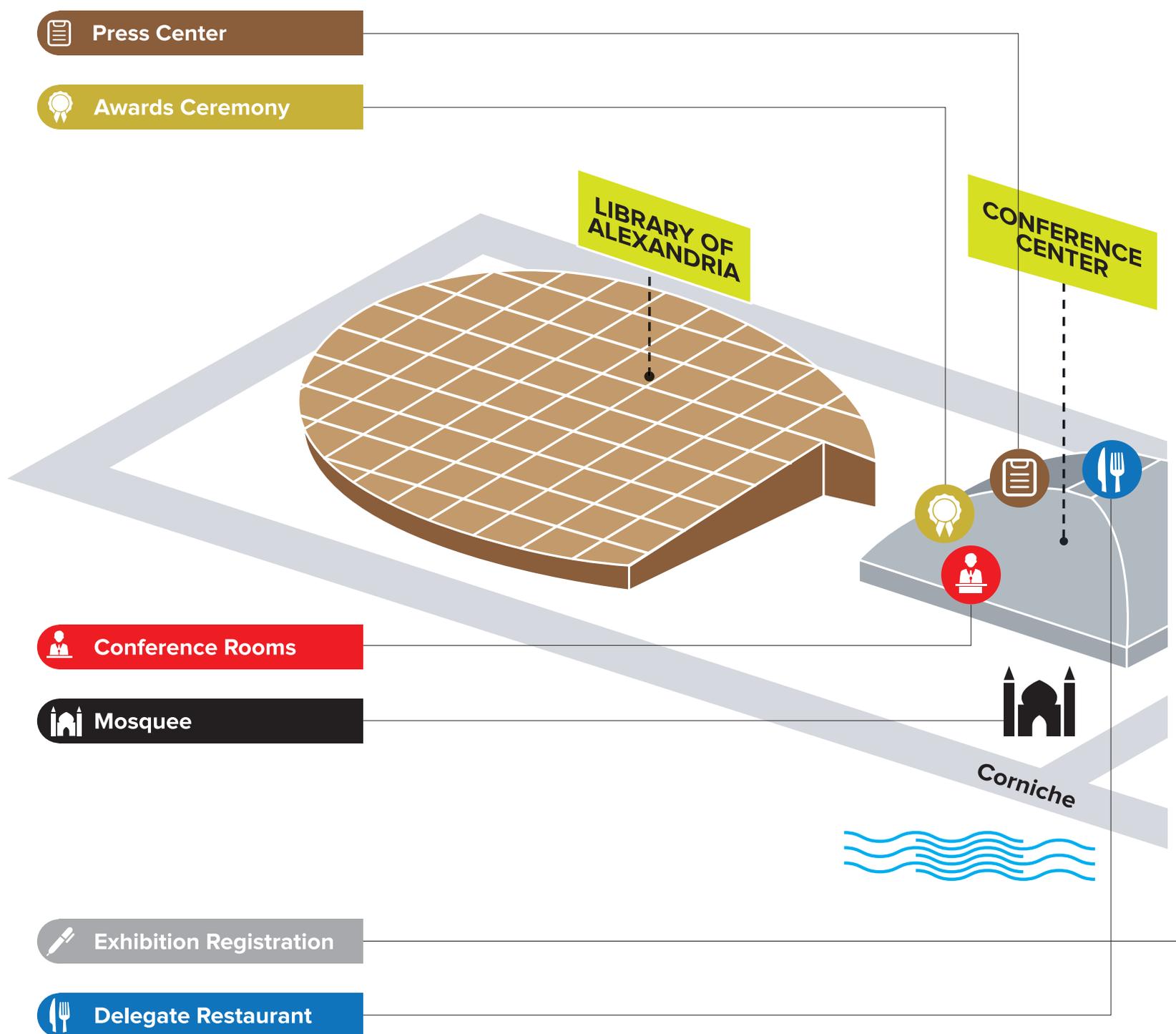
In the end of August 2017, I decided to leave Halliburton and now I work for BGSES Company as a global director. BGS Energy Services Company is recognized as one of the leading providers of innovative solutions for well services, process and pipeline. In addition, our extensive experience in pre commissioning work and inspection services makes us the preferred choice of many of the world's contractors.

BGS Energy Services offers a wide range of onshore and offshore services for our Customers in the Oil and Gas industry maximizing the value of the reservoir throughout various stages of its lifecycle. With a highly experienced, well-trained global network of personnel, and innovative, state-of-the-art proprietary technologies, BGS Energy Services is well-equipped to meet all the

requirements of the Geology and Geophysics (G&G), Drilling, Pipeline and Process Services (PPS) and Engineering/Business development services within industry and energy markets worldwide – both safely and efficiently.

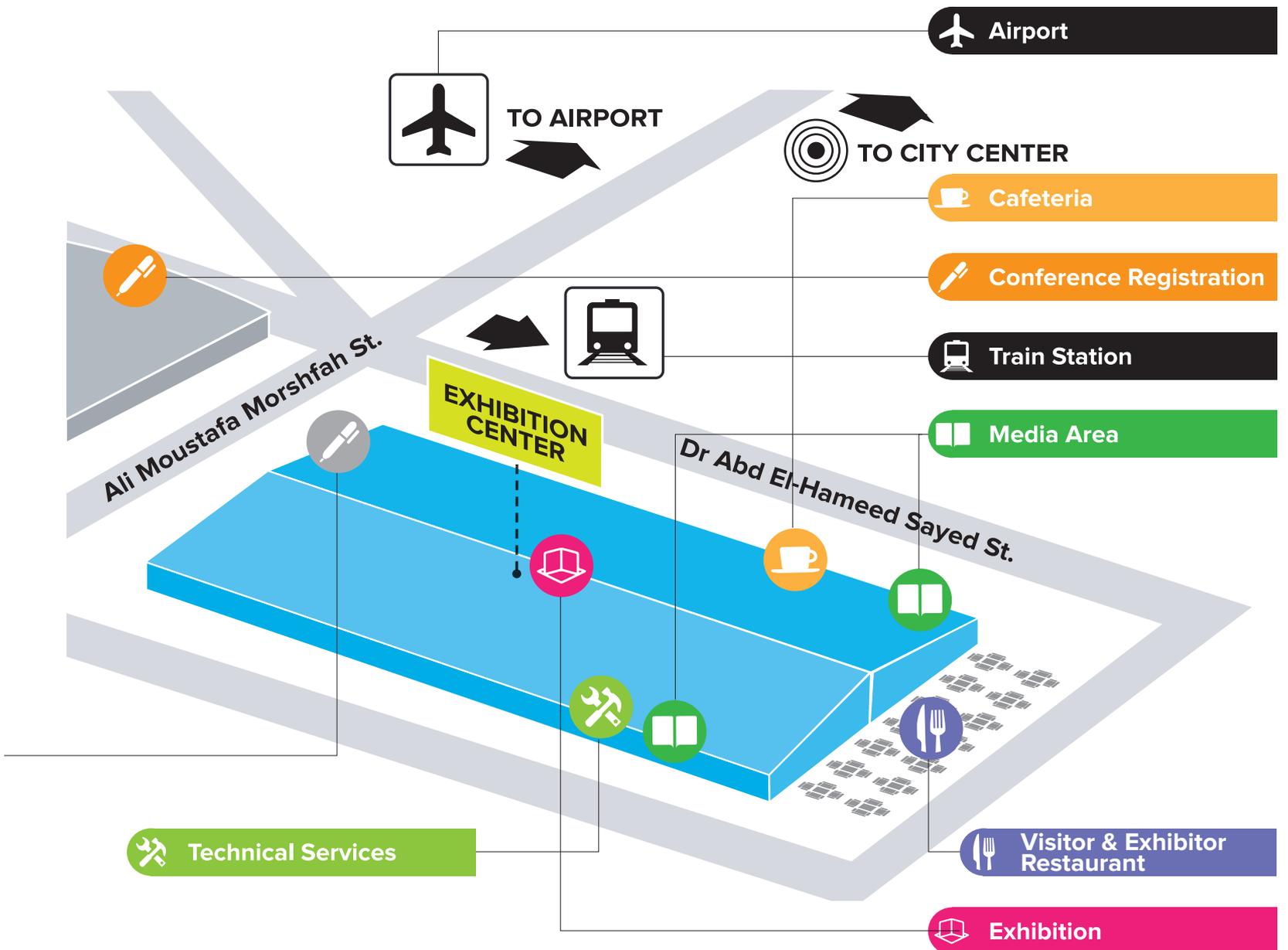
We are planning to expand in different countries. We managed to secure many contracts and existence in 7 countries till now. In the upcoming period of time, we will be working to increase our market share in the Mediterranean. Recently, we acquired Petro-Galaxy as a start in the Egyptian market. We have also some unique international partnerships in USA, Algeria, Kuwait, Qatar and Turkey. We are heading to new approaches in G&G, PPS, Drilling management and Reservoir evaluation. We will introduce safe and environmental friendly vessels. We have high safety and quality standards supported by ISO 9001, ISO 18001 and ISO 14001 Standards.

# VENUE MAP





SUPPORTED BY EGYPTIAN MINISTRY OF PETROLEUM AND MINERAL RESOURCES



# MOC 2018 GENERAL AGENDA

Tuesday April 17<sup>th</sup>, 2018

08:00 - 08:30	Coffee and Tea	
08:00 - 16:00	Onsite Registration (All Day)	
09:00 - 17:00	Exhibition	
09:00 – 10:00	<b>Welcome Ceremony</b>	
	<b>Welcome Addresses:</b>	<p><b>Eng. Osama El Bakly</b>          Head of the MOC 2018 Organizing Committee 2018, EGAS Chairman.</p> <p><b>Eng. Innocenzo Titone</b>          Chairman OMC 2019.</p> <p><b>Dr. Mohamed Sultan</b>          Governor of Alexandria.</p>
	<b>Official Welcome Speech</b>	<p><b>H.E. Eng. Tarek El Molla</b>          Minister of Petroleum and Mineral Resources of Egypt, Chairman of MOC 2018 Conference.</p>
10:00 – 10:45	Opening Plenary Session:	MEDITERRANEAN POTENTIALS – UNLOCKED STEP 2
	Keynote speakers:	<p><b>Sami Eskandar</b>, Executive Vice President, Shell Upstream Joint Ventures</p> <p><b>Nicola Monti</b>, Executive Vice President, Edison International</p> <p><b>Fabio Cavanna</b>, General Manager, leoc Egypt</p> <p><b>Karim Alaa</b>, Country Manager, BP Egypt</p>
11:30	<b>Inauguration of the Exhibition (Kuta Land)</b>	
	Ribbon cut and visit to stands by: <b>H.E. Eng. Tarek El Molla</b> Minister of Petroleum and Mineral Resources of Egypt, and his guests.	
12:00 - 13:15	Lunch (By Invitations)	
12:30 - 13:30	VIP Lunch (H.E. and VIP's)	
13:30 - 15:25	Technical Sessions	Hall (A-B-C-D-E)
	Digital Posters	Partitions (1 - 6)
15:30 - 16:00	Coffee Break	
16:00 - 17:25	Technical Sessions	Hall (A-B-C-D-E)
	Digital Posters	Partitions (1 - 6)
20:00 - 22:30	Gala Dinner (By Invitations) Sponsored by Edison at Four Seasons Hotel – San Stefano Ballroom.	

**Wednesday April 18<sup>th</sup>, 2018**

08:00 - 08:30	Coffee and Tea	
08:00 - 16:00	Onsite Registration	
09:00 - 10:00	Special Session (Egypt as an Energy Hub)	<ul style="list-style-type: none"> <li>- H.E. The Minister of Petroleum &amp; Mineral Resources Eng. Tarek El Molla</li> <li>- BP – Eng. Hesham Mekawi, Regional President North Africa</li> <li>- Schlumberger – Eng. Hussein Fouad El Ghazzawy, Vice President &amp; General Manager – Egypt &amp; East Mediterranean</li> <li>- BHGE – Eng. Ayman Khattab, Vice President south Gulf &amp; East Africa</li> </ul>
10:15 – 11:30	Special Session (The Future of Gas Market in Egypt) at Great Hall	<ul style="list-style-type: none"> <li>- Gas Regulatory - Eng. Karem Mahmoud</li> <li>- IPR - Dr. M. Dabbous</li> <li>- Wood Machenzy - Stephen Fullerton</li> <li>- Wood Machenzy - Bas Percival</li> <li>- Petronas – Eng. Abu Fitri Abdul Jalil</li> </ul>
08:30 - 10:30	Technical Sessions	Hall (A-B-C-D-E)
	Digital Posters	Partitions (1 - 6)
10:30 - 10:55	Coffee Break	
11:00 - 12:30	Technical Sessions	Hall (A-B-C-D-E)
	Digital Posters	Partitions (1 - 6)
12:30 - 13:55	Lunch (By Invitations)	
14:00 - 15:30	Technical Sessions	Hall (A-B-C-D-E)
	Digital Posters	Partitions (1 - 6)
15:30 - 15:55	Coffee Break	
16:00 - 17:30	Technical Sessions	Hall (A-B-C-D-E)
	Digital Posters	Partitions (1 - 6)

**Thursday April 19<sup>th</sup>, 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	



## OFFSHORE BUSINESS IN EGYPT

Egypt has recently ramped up efforts to attract foreign investment in its oil sector to boost its struggling economy. Along with Eni, and Royal Dutch Shell also have significant operations in Egypt in offshore gas production, which is consumed domestically although Cairo aims to become a gas exporter.

On the other hand, in the recent years, there has been a growing trend in investments in the offshore oil and gas industry. Offshore areas in the US Gulf of Mexico and the North Sea in Europe were traditionally the hotspots for investments in the last decade. However, recent discoveries of offshore fields with huge reserves in various other regions of the world have started a shift in investments from mature regions such as North Sea to offshore areas in Brazil, West Africa and Asian countries such as China and Vietnam.

The energy map has changed by starting to exploit the hydrocarbon potential in the Mediterranean. Taking about the east

Mediterranean specifically, It is considered as one of the richest basins all over the world. The east Mediterranean is a unique opportunity for the European market to get their energy need faster and in a more economic manner. The east Mediterranean is highly qualified to be an energy hub for exporting and processing the natural gas. Having a central location and excellent logistics facilities makes this region one of its types in the area.

The industry leaders and large upstreamers recommend Egypt to be the energy hub and the region outlet for the gas. Collecting the natural gas from Cyprus and other producers for liquefaction and exporting finds its way in Egypt. Egypt is equipped with the talented man power, facilities and economic logistics means.

Egypt stands on a hard basis and infrastructure to be a unique regional energy hub. In addition, Egypt has good relations with its neighboring countries with the readiness to make flexible deals. Egyptian LNG Terminal

is an LNG terminal in Beheira, Egypt on the Mediterranean coast. Its facility is also called Idku LNG.

Egypt's domestic market had diverted natural gas feedstock from export plants. Operations at the ELNG terminal greatly decreased in 2014. Political upheaval caused power shortages and forced Egypt to save gas for its own use. LNG ceased export in 2015. It has not been formally decommissioned. In 2015 Egypt became a net LNG importer. The International Gas Union predicts new gas drilling in the Zohr gas field of the Mediterranean Sea, as well as Egypt's West Nile Delta, may restore Egypt's status as a net gas exporter by 2021. Egypt started exporting limited amounts of LNG from the Egyptian LNG terminal in September 2016 to keep equipment running. It plans to run the facility at full capacity for export in 2020 or 2021. According to the International Gas Union's World LNG 2017 report, Egypt was the 18th largest LNG exporter by share between 2015 and 2016.

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# THE EGYPTIAN MINISTRY OF PETROLEUM AND MINING RESOURCES: EGYPT IS THRIVING IN THE MEDITERRANEAN

The oil and gas industry in Egypt has grown rapidly in this period. We can notice the dynamic environment in the E&P business concerning all levels and sectors. Egypt is witnessing a golden era in the petroleum industry nowadays supported by the unprecedented efforts from management to operations. All the petroleum sector aims at unlocking the hydrocarbon potential in the Mediterranean. The dream of transforming Egypt into an energy hub motivates all the partners to devote their technology and efforts for the sake of Egypt. The mindset of the government has evolved greatly to consider the companies as partners of success and builders of tomorrow. The ministry is always welcoming the new initiatives, projects, and paradigms as long as they are constructive ones. On the other hand, we can call the Mediterranean national treasure and Egypt is where the treasures stay and flourish. Egypt proves its readiness and priority to be an energy hub in the region.

Continuing the day to day success in the Mediterranean, the ministry is always supporting the international oil companies to uncover the potential of the Mediterranean. All the suppliers, service companies, and contractors are supporting the Mediterranean with high technology and talented minds and hands. These efforts resulted out a great success during the last period. Doing things right came out with ensured quality and unique achievements. The understanding of Egypt's key strength points helps out participate in this mega project. Egypt dominates with the best logistics and with the best prices due to its special geographic and geopolitics location among the countries. The infrastructure in Egypt encourages the application of any new mega project supported by all the national resources. Egypt's petroleum industry has the sufficient capacity and labor to be the gas hub for the region. Concerning the regulation parameters, Egypt's current regulations qualify it to go through the business with all the parties without having insecurities or conflicts. Egypt ensures its place to be a leading hub in the region cooperating with the neighboring countries to supply the domestic and world energy need. Counting on the stability of the Egyptian market to fulfill the domestic need, all the companies can work effectively with Egypt ensuring that there production will be completely sold out without the unknown risks to store and ship the

production overseas. Even if you would like to export a portion of your production, you can count on the pipelines infrastructure with the economic shipment facilities.

Furthermore, Egypt enjoys well established facilities that will enable it and its international partners to play a very important role in the global sector, in terms of investment opportunities, especially in non-explored and non-developed areas and locations such as the Red Sea. This vision is supported by the Red Sea economic sea borders agreement, signed between Egypt and Saudi Arabia. The agreement allows each country to issue laws for their economic borders, and to carry on E&P activities, eventually resulting in more hydrocarbon resources for both countries.

## Real Success Indicators

Recently, there have been several mammoth onshore and offshore natural gas discoveries in Egypt. Zohr, along with several fields at West Nile Delta and North Damietta concessions, represent the most important recent discoveries that will help Egypt increase local natural gas production.

Zohr was discovered in August 2015 by the Italian company Eni and is located in the Shorouk concession. As the biggest natural gas field in the Mediterranean, the mega field is considered a game changer for Egypt. It includes an estimated 30 trillion cubic feet (tcf) of natural gas, which increases Egypt's total natural gas reserves by about 40%, based on the Italian company's official statement. The gigantic field started production on December 16, 2017 with an initial capacity of 350 million cubic feet per day (mcf/d), which will contribute to decreasing Egypt's imports. An official from EGAS stated that Zohr production will reduce Egypt's import bill by around \$5060- million monthly.

## Egypt Petroleum Industry in a Nutshell

The Egyptian petroleum industry witnesses a hot year of activities. Starting by ENI, it will work on increasing Zohr field production by drilling new wells. Apache Corporation will adopt a



## EGYPTIAN MINISTRY OF PETROLEUM AND MINERAL RESOURCES

new exploration plan which includes drilling 50 new wells during fiscal year (FY) 2018/2019, via Qarun and Khalda oil companies. Egypt will start drilling operations at the 9B phase of the West Nile Delta deepwater concession in the Mediterranean Sea in April 2018, for producing natural gas. Tharwa Petroleum Company drilled seven development and exploratory wells and successfully made two new oil discoveries at Abu Sennan concession in 2017. SDX Energy Corporation has announced making a new oil discovery at the Rabul 5 well, located in Egypt's West Gharib concession.

## Gas Market Liberation

The Egyptian General Petroleum Corporation (EGPC) announced the Gas Market Law, a piece of legislation aiming to liberalize the gas sector in Egypt, which was in July 2017 as law 196 for 2017. The law is aiming at putting the Egyptian market in a win-win situation with the investors and the customers. The law capitalizes on the dynamics of the Egyptian market and on the domestic need to enable the best outcome. The law supports the fact that the petroleum industry will always be a pillar in the Egyptian economy.

## Renewable Energy Growth

Along the oil and gas track, Egypt cares about the future generations and started to invest in renewables and encouraging investors to launch solar projects. Egypt has completed the maintenance project of the gas turbines and solar systems in the Kureimat solar plant, the capacity of one solar unit in the Kureimat plant 140 MW, of which 20 MW are solar components. The solar field is 644,000 square meters, which include total 1920 solar complexes and 53760 mirrors, El Khayat pointed out, adding that the local manufacturing rate in the solar component reached about 50%.



# شركة مصر للبترول

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