

The Gulf Intelligence UAE Energy Forum

Monday 9th January 2012
Health Sciences Auditorium
CERT Technology Park, Abu Dhabi



United Arab Emirates
Ministry of Energy

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Under The Patronage Of

His Excellency
Mohamed Bin Dhaen Al Hamli
United Arab Emirates Minister of Energy

Forum Foreword

It is my pleasure to welcome you to the Gulf Intelligence UAE Energy Forum. We meet at a crucial time. The outlook for the international energy industry in 2012 is clouded by uncertainty with ongoing concerns about economic growth, energy consumption and global financial stability. Notwithstanding these issues, the UAE continues to invest heavily in oil and gas production.

Over the years, oil and gas has become more challenging to produce. The UAE has embraced this challenge and has been developing increasingly complex fields such as ultra-sour gas reservoirs among others.

More than ever, the UAE is looking for partnerships with international companies - oil majors, service companies and technology suppliers - that are able to help the Nation develop new projects, which will enable it to continue supplying oil and gas to international markets.

This event provides a forum during which we can learn about some of the latest technological breakthroughs and where we can discuss ways of overcoming some of the key challenges facing the UAE's oil and gas industry.



United Arab Emirates
Ministry of Energy

His Excellency Mohamed Bin Dhaen Al Hamli was appointed as Minister of Energy of UAE in November 2004. He obtained a Higher Diploma in Business Administration in 1976, Certificate in Chartered Auditing in 1979, and Higher Diploma (Higher Studies) in Advanced Management and Chartered Accounting in 1988 from (UK&USA).

In addition to his Ministerial position, His Excellency also occupies the position of the Chairman of the Emirates General Petroleum Corporation (EMARAT), the Chairman of the Federal Water and Electricity Authority (FEWA) and Deputy Chairman of the International Petroleum Investment Company (IPIC) and a Member of the Advisory Committee for the Oil Supreme Council.

His Excellency also held the following positions at Abu Dhabi National Oil Company (ADNOC). from 1989-2004- Director, Marketing and Refining, Director Personnel, Director Marketing, Director Finance.

Developing Qatar's largest offshore oil field



The Al Shaheen field, Qatar was deemed uneconomical for development, until Maersk Oil's pioneering horizontal well technology made development possible. Today its reservoirs are among Qatar's biggest oil producers. Maersk Oil is now developing Qatar's largest offshore oil reservoir, together with Qatar Petroleum. The Al Shaheen field development plan is currently the world's largest and most complex, offering unique opportunities to work with the latest technologies and a rewarding career at the forefront of the industry.



The Al Shaheen Field Development Plan (FDP 2005) encompasses the construction and installation of 15 new platforms and the drilling of over 160 wells.

At Maersk Oil we foster a creative environment where employees are empowered to develop solutions to overcome these highly technical and complex challenges.

With operations around the world including Qatar, the North Sea, Brazil, Algeria, Angola, Kazakhstan and the US Gulf of Mexico, Maersk Oil offer excellent prospects for your future, as part of an international and culturally diverse team.

As we make the most of Qatar's resources, you can make the most of the opportunities we offer.

Explore more at www.maerskoil.com

Part of the A.P. Moller - Maersk Group, and active since 1962, Maersk Oil operates some 700,000 barrels of oil equivalent per day. Maersk Oil has activities in several locations such as the North Sea, Qatar, Brazil, Algeria, Angola, Kazakhstan and the US Gulf of Mexico.



His Excellency
Abdullah Bin Hamad Al-Attiyah
President of the Administrative Control
and Transparency Authority

Special Guest

Born in the State of Qatar in 1952, H.E. Abdulla Bin Hamad Al-Attiyah has more than 30 years of experience in the oil and gas industry holding numerous senior positions in the Ministry of Finance & Petroleum and Ministry of Energy & Industry. In September 1992, H.E. was appointed Minister of Energy and Industry, State of Qatar, Chairman of the Board of Directors and Managing Director of Qatar Petroleum. In 1998, H.E. was appointed Chairman of the Planning Council, in the State of Qatar, while retaining his other posts.

From January 1999 to April 2000 he was appointed as Minister of Energy, Industry, Electricity and Water. In September 2003, H.E. was appointed Second Deputy Premier, while retaining his post as Minister of Energy & Industry. On April 3, 2007, H.E. was appointed Deputy Premier and Minister of Energy & Industry. On January 18, 2011 he was appointed Chairman of the Emiri Diwan, while retaining his post as Deputy Prime Minister. In December 2011 he was appointed President of the Administrative Control & Transparency Authority.

H.E. Al-Attiyah also holds the following positions:

- * Since 1975: Chairman, Gulf Helicopters Company
 - * 1986 – 2002: Member, Gulf Air Board of Directors
 - * Since 1992: Chairman, Qatar Amateur Radio Society
 - * Since 1999: Chairman, Qatar General Electricity & Water Corp.
 - * Since 2002: Chairman Qatar Fuel (WOQOD)
 - * Since 2011: Member, Board of Trustees of Qatar Museums Authority
- In May 2006 H.E. Al-Attiyah was elected as Chairman of the United Nations' Commission on Sustainable Development (CSD-15) for one year. He was awarded an Honorary Doctorate from Texas A&M University on May 5, 2011. He has participated in numerous OPEC and OIAPEC Ministerial Conferences and has been elected several times to preside over the OPEC Conferences. He has delivered various speeches/lectures in the field of energy and industry at many international and regional conferences.

He has been awarded the following order & medals:

- * Her Majesty Queen Beatrix of the Netherlands has awarded him the Grand Cross in the Order of the Orange Nassau (2011)
- * His Imperial Majesty the Emperor of Japan has awarded him the Grand Cordon Order of the Rising Sun in recognition of his great achievements and efforts in promoting and strengthening friendly relations and cooperation with Japan (2008).
- * The Lebanese government has awarded him the following medals in recognition of his outstanding contributions in the academic field and in promotion of bilateral relations:
 - The National Order of the Cedar (Grand Officer) in 2000
 - Lebanon Order of Merit (1st Grade) in 2005
 - Teaching Staff Medal for the Alumni of the Faculty of Engineering American University in Beirut (2006)

Leisure interests include: football, amateur radio, fishing, traveling and reading.

The 4th Gulf Intelligence Doha Energy Forum

March 2012

e-on | Ruhrgas

Forum Host

Founded in 1988, the **Higher Colleges of Technology** has grown to be the largest of the higher educational institutions in the UAE, gaining a well-respected reputation for innovative learning. More than 19,000 students attend 17 modern men's and women's campuses, and it employs close to 2,000 people from 60 nations, throughout the UAE. HCT offers more than 90 different English-taught programs in six core fields, including Engineering Technology, which are all relevant to the UAE's fast growing and evolving economic sectors. The programs are designed in consultation with business and industry leaders to ensure that the students' skills are job-relevant and to high standards. As a result the HCT is a leader in professional and applied education and training, where it has awarded over 48,000 academic credentials to its graduates. All students learn in a technologically sophisticated educational environment that encourages development of independent and life-long learning skills necessary for success in a fast changing world. Hence, HCT graduates have a well-deserved reputation for their technical and communication skills, and for their adaptability to workplace conditions. HCT focuses on meeting the needs of the local economy and community while at the same time meeting international benchmarks and accreditation standards. To do this it has established active links and collaborations with major companies and entities in the UAE and with many of the world's leading universities and organizations. The Center of Excellence for applied Research and Training (CERT) was created in 1996 as HCT's commercial, research and training arm to meet the growing needs of the UAE in those specific fields. CERT has grown to be one of the largest private education providers in the Middle East and has become synonymous with quality in education, training, research and socioeconomic progress. The CERT Group of Companies leverages unique relationships with global leaders in education and business to provide a wide range of applied research, training and consulting services and solutions to government, private sector institutions and businesses in the UAE and the region at large. CERT also leads human capital development by offering total education solutions to both corporate and individual clients.



Dr Tayeb A Kamali

Vice Chancellor of the Higher Colleges of Technology (HCT)

Dr Tayeb A. Kamali is the Vice Chancellor of the Higher Colleges of Technology (HCT) – the UAE's largest higher education institution with 17 campuses throughout the UAE catering for more than 19,000 students. He has helped create a world class eLearning institution at HCT through the strategic implementation of technology in education with initiatives such as integrated wireless campus infrastructures and online learning programs. As a result, HCT is a cutting-edge learning institution that provides UAE students with technological skills and the ability to innovate in an increasingly competitive global market. Dr Kamali is also the founding Group Chief Executive of the Centre of Excellence for Applied Research and Training (CERT), the commercial, research and training arm of HCT, which was formed in 1996. He is also Chairman of the CERT Thales Institute; CERT Hadi Teherani; the Emirates Driving Company; CERT Info Track Telematics and he is the Vice Chairman of the Institute of Applied Technology's Governing Council. He is a founding Board Member of the World Federation of Colleges and Polytechnics (WFCP), an Institutional Member of the International Association of Science Parks and a member of the World Economic Forum's Regional Agenda Council on the Middle East & North Africa. He has played a significant role in the introduction of international conferences, such as Education Without Borders and Festival of Thinkers. Dr Kamali holds a PhD in Engineering from George Washington University, an MBA and Bachelor of Science degrees in Aeronautical Engineering and Aircraft Engineering from Embry Riddle Aeronautical University, USA. He was recently awarded an honorary Doctorate of Engineering from the University of Waterloo, Canada. He has received many international education and leadership awards throughout his career.

Forum Producer

Welcome Note: 2012 Belt Tightening?

As we sit on the dawn of a New Year after the holiday season and I resist the squeeze to open my belt out to the next hole in hopeful anticipation of easing pressure from committed resolutions, it strikes me that unlike a year ago when recovery was plat du jour 2012 already has a feeling of greater austerity.

The convergence of what were once faraway hypotheticals – Euro collapse, China growth declines, Nuclear power rejection, peak oil supply/production – appear all too real on the horizon. The world is frozen in a deer in the headlights moment watching these slow motion accidents unravel before our very eyes without access to any reflexes to introduce corrective measures, or perhaps that's what an edge of the cliff feels like when there are no more screwdrivers in the toolbox.

Can the oil price continue to defy gravity on what most talking heads, actually screaming heads, are warning about possible Armageddon economic meltdown – a recent UBS note on "Advice on What to Buy In Case Of Euro zone Breakup: Precious metals, tinned food and small caliber weapons" – it strikes me that as PIMCO CEO Mohammed ElArian has phrased, we are in a zone of new normal where what used to be contradictory forces co-exist -- record corporate profits with record unemployment and \$100 oil, frenzied capitalist economics with communist governance.

Perhaps I can ease my belt by just one hole, just one!

Sean Evers

Managing Partner, Gulf Intelligence



In 2009, Sean Evers became Managing Partner and Founder of Gulf Intelligence. He attained a BA from the University of Notre Dame in Indiana in 1988, and went on to secure his law degree at Ireland's University College Galway. Sean has spent his career building ground-breaking media enterprises, starting with the award-winning Punchbag Productions across Britain and Ireland, securing top award at the 1992 Edinburgh Festival. In the mid-1990s Sean Evers was appointed Cairo correspondent for *The Financial Times*. In 1997 he joined Bloomberg in Dubai and over the following decade built the U.S. media company's Middle East network from Cairo to Tehran, culminating in 2008 in Dubai being designated as the firm's fourth global hub.



Gulf Intelligence facilitates knowledge exchange between stakeholders. The strategic communications and public affairs consultancy produces boutique industry forums and roundtable discussion series globally with an architecture that ensures all participants engage in a dynamic and competitive exchange of knowledge towards a shared goal. The Dubai-based firm assists Middle East companies and government entities to tap dormant intelligence and create knowledge reservoirs that can be utilized to bolster their profiles, to communicate with stakeholders and to overwhelm competitors.



Master of Ceremonies Dyala Sabbagh

Partner, Gulf Intelligence

Dyala's decade in the gulf has seen her gracefully bridge the world of media and business, with two successful Dubai-based companies to her credit. She was short listed for the Entrepreneur of the Year Award 2007 by Emirates Woman magazine. These achievements came at the same time as presenting television shows for the BBC and CNBC, which currently includes guest anchoring CNBC's regional flagship program Gateway to the Middle East. In 2002, Dyala founded Proof Woody FZ LLC, a convenience retail business, which now boasts the largest network of news kiosks across Dubai. She is also a partner in Gulf Intelligence. Dyala started her career in the mid-1990s in banking with Credit Suisse First Boston in Paris. She is married with three children and lives in Dubai.

Forum Guests



Ali Obaid Al-Yabhouni

General Manager, ADNATCO – NGSCO

Ali Obaid Al-Yabhouni has worked in the ADNOC Group of Companies since 1992 in a wide range of senior positions. In 2007, he became General Manager of National Gas Shipping Co. Ltd and since 2009 has also led Abu Dhabi National Tanker Co. In addition to being UAE Governor for OPEC he is Chairman of Abu Dhabi Oil Refining Company Board Advisory Committee and Board Member of Emirates Petroleum. He is a member of the International Energy Forum Executive Board; World Energy Council; UAE Ministry of Economy & Planning's National Committee, and Ministry of Energy's National Communication Committee. Additionally he is President, Emirates Association for Energy Economics and Chairman, UAE Shipping Association. He majored in Economics & Political Science at University of Southern Indiana and holds a MBA from South Eastern University.



Ali Rashid Al-Jarwan

Chief Executive Officer, ADMA-OPCO

Ali Rashid Al-Jarwan has been the Chief Executive Officer of Abu Dhabi Marine Operating Company, ADMA-OPCO, since June 2006. Mr. Al-Jarwan is a petroleum Engineer and has held several upstream, professional and senior managerial positions within the ADNOC group. He served on the Society of Petroleum Engineers International Board as a Director of the Middle East Region during the period 2004 – 2006. He has received several recognition awards among them the SPE Regional Service Award in 1992 and the distinguished SPE Membership in 1999, and 2 industrial innovation awards from BP in 2000 and 2001.

Forum Agenda

08.00 - 08.45am **Registration & Networking Breakfast**

09.00 - 10:30am **Session A: NOC – IOC Relationship: Meeting Future Demand in Post Easy Oil Era?**

- * Welcome Speech – His Excellency Mohammed Bin Dhaen Al-Hamli, UAE Minister of Energy
- * Key Note Speech – His Excellency Abdullah Bin Hamad Al-Attiyah, President of the Administrative Control and Transparency Authority: "NOC-IOC Relationship: Meeting Future Demand in the Post Easy Oil Era?"
- * Panel Discussion and Audience Q&A - His Excellency Mohammed Bin Dhaen Al-Hamli and His Excellency Abdullah Bin Hamad Al-Attiyah with Moderator Sean Evers.

10.30am **Coffee Break**

10.45am **Session B: The Next Generation of Oil and Gas Development: Technology and Knowledge Transfer?**

- * Session Speech – "Navigating Complexity, Unlocking Potential" by Jon Ferrier, Senior Vice President, Business Development, Strategy and Commercial, Maersk Oil
- * Session Panel Discussion and Audience Q&A – Senergy CEO James McCallum and Maersk Oil Senior Vice President Jon Ferrier

12.00 - 1:15pm **Session C: Roundtable Discussions**

- * Roundtables: Discuss Issues & Trends and Debate Hypothetical Scenarios Facing the global and regional Energy Industry in 2012.
- * Moderator Presentations: Table Moderators present outcome of the discussion to the Forum.

1.15pm

Closing Comments

- * Mr. Ali Obaid Al- Yabhouni, UAE OPEC Governor and General Manager ADNATCO-NGSCO

Forum Industry Partners



Shell

The involvement of Shell in the Emirate of Abu Dhabi began in 1939 when a consortium of international oil companies which included the pre-decessors of BP, Exxon-Mobil, TotalFinaElf and Shell, was granted the first concession to explore for oil. Today Shell has a 9.5 per cent shareholding in the Abu Dhabi Company for Onshore Oil Operation (ADCO), and a 15 per cent shareholding in Abu Dhabi Gas Industries Limited (GASCO). Shell Abu Dhabi also plays an active role in the social development initiatives in Abu Dhabi. Under human capital development Shell continues to provide pro-active support to the Petroleum Institute. Likewise, Shell Abu Dhabi worked with Khalifa Fund by implementing Intilaqah Abu Dhabi programme. On Environment, we continue to work closely with the Environment Agency to implement many educational initiatives to raise awareness around the environment. Shell Abu Dhabi is also recognized for its efforts and active involvement in the Salama road safety programme – highlighting the importance of safe driving.



Head of Delegation **Richard Keech** Senior Business Development Lead – Abu Dhabi

A professional oil and gas industry executive, Richard has thirty-two years of experience working for Royal Dutch Shell Group in Venezuela, Iran, Kuwait, United Arab Emirates, Brazil, Bolivia, Oman, Nigeria, United Kingdom and the Netherlands. Born in Harare, Zimbabwe, Richard graduated in Geology and Geophysics from Durham in 1980. He joined Shell from University commencing his career as a Petroleum Engineer and held various technical, planning and management positions in the Middle East and Europe through to 1998 when he moved to Brazil as the Commercial Director in Transportadora Gasoduto Bolivia-Brasil SA (TBG) a multilateral financed, 6-company joint venture. Returning to the Middle East from Brazil, Richard focused on delivering major oil and LNG business development opportunities, before heading up Shell's EP and New Business Development activities in Venezuela, where he represented Shell as its Board Member in the Shell/PDVSA Joint Venture. Richard is a Fellow of the Royal Geographical Society and a Member of the Institute of Directors.



Occidental Petroleum Corporation

Occidental Petroleum Corporation is an international oil and gas exploration and production company, and its OxyChem subsidiary is a major North American chemical manufacturer. The fourth-largest U.S. oil and gas company, based on equity market capitalization, Oxy has approximately 30,000 employees and contractors in the United States, Middle East/North Africa and Latin America. More than one-third of Oxy's production comes from the Middle East region, where the company has been an active investor for more than four decades. Oxy is the second-largest oil producer in Oman and offshore Qatar, and a participant in the Dolphin Project, which supplies natural gas, produced and processed in Qatar, to markets in the UAE and Oman. Oxy also has operations in Bahrain, Iraq, Yemen and Libya. Oxy is committed to safeguarding the environment, protecting the safety and health of employees and neighboring communities and upholding high standards of social responsibility throughout the company's worldwide operations.



Head of Delegation **Glenn Vangolen** Senior Vice President – Middle East

Based in Abu Dhabi, Mr. Vangolen is responsible for managing international business development, and for producing operations in the Middle East. He represents Oxy on the boards of Tatweer Petroleum in Bahrain and Dolphin Energy in the U.A.E. Mr. Vangolen's career at Oxy spans 30 years. His previous roles include Vice President, International Business Development, for Oxy in Abu Dhabi, President and General Manager for Oxy Oman in Muscat (2006-2009), Vice President of Worldwide Engineering, based in Houston, with functional oversight of Oxy's worldwide engineering projects. Earlier in his career at Oxy, he held a number of drilling, engineering, operations and senior management positions in the United States, Latin America and Middle East. Mr. Vangolen holds a Bachelor of Science in Chemical and Process Engineering from the Colorado School of Mines. He is a member of the Society of Petroleum Engineers.

Premier Partner

Senergy, which handled the biggest transfer of assets in the history of the North Sea in 2008/2009 from Shell to Abu Dhabi National Energy Co. (TAQA), is a diversified energy services company with more than 500 employees worldwide operating in the oil, gas and alternative energy sectors.

Through a network of global offices in the UK, Norway, the Middle East, Australia, South East Asia and the Americas, Senergy offers expertise in geosciences, reservoir engineering, geohazard assessment, marine site surveys, rig positioning, wells engineering and project management. It has the flexibility to meet every need from reservoir evaluation through to full field development and drilling. With its roots in the oil and gas industry, Senergy is now deploying its core capabilities in the emerging alternative energy sector.

A rapidly-growing company founded in Scotland in 2005, Senergy's vision is to be one of the most respected and admired international brands associated with the supply and delivery of energy.

Senergy's five-year plan is to transform from a UK-based European energy services company into a global energy services firm, and as a major step toward achieving this goal the company's CEO James McCallum and his family relocated from Scotland to the United Arab Emirates in 2009.



Head of Delegation **James McCallum** Chief Executive Officer

In 2005, James McCallum became Chief Executive Officer and co-founder of Senergy. He is responsible for providing direction and leadership toward achieving Senergy's vision and strategy. James' career has been defined by relentlessly challenging convention to achieve industry-leading levels of efficiency, effectiveness and performance. A serial entrepreneur, at the heart of everything he does is the belief that ethics, sustainability and community are critical to both personal and professional success, that business isn't only about the pursuit of profits, but about applying our collective skills and talents to make a difference to the global community while being profitable at the same time. James has over 20 years' experience in well engineering, well construction management and business management, including 14 years with UK and international operators. He was the founder and ultimately president of the North Sea's leading turnkey wells project management company, GMIS, an active member of the joint industry/UK government task force scheme Pilot from 1997–2002, and co-creator of Scotland's renewable energy task force FREDS. James has worked in the UK, Europe, Thailand, Burma, Pakistan, Abu Dhabi, Sharjah, the USA and West Africa, and currently lives in Dubai with his family. A passionate admirer of Scottish poet Robert Burns, for one week each year James travels worldwide to attend and speak at Burns' events to raise money for charity. James has a BSc (Hons) in Engineering from Aston University, Birmingham, and a postgraduate degree in Civil Engineering from Glasgow University.

Forum Industry Partners



Total

Total, the world's fifth largest publicly-traded integrated international oil and gas company is committed to meeting growing energy demand while consistently acting as a responsible corporate citizen. To meet growing energy needs on a long-term basis, Total's strategy involves deploying a sustainable growth model combining the acceptability of its activities with a sustained program of profitable investments. Total has operations in more than 130 countries and 93,000 employees spanning all aspects of the petroleum industry, including Upstream operations (O&G exploration, development and production, LNG), Downstream operations (refining, marketing and the trading & shipping of crude oil and petroleum products), Petrochemicals and Energy diversification (solar, biomass). Total values its association with the host countries and has been developing long-term partnerships in the Middle East region since 1924, and is present in the UAE since 1939.



Head of Delegation **Jean-Luc Guiziou** **President UAE, Total Exploration & Production**

Jean-Luc Guiziou, 49, a graduate of the Ecole Nationale Supérieure de Géologie de Nancy (1985), Stanford University (MSc, 1988) and Paris University (PhD, 1993), serves as President United Arab Emirates for Total Exploration & Production as from March 2009. He joined TOTAL in 1988 as a Research & Development project manager in geophysics. In 1993 he was transferred to Buenos-Aires as a Senior Geophysicist for Total Austral (Argentina). From 1996 to 1999, Mr Guiziou spent three years at Total's Corporate Finance in Paris, before taking the position of Vice-President, Americas, as a coordinator for Total's Exploration & Production activities in the Southern Cone. From 2002 to 2006 he served as President of Total E&P Canada in Calgary, engaged in the development of the Athabasca oil sands. From 2006 to March 2009, he served as Vice-President, Financial Operations for Exploration & Production at Total's Corporate Finance in Paris.

E.ON Ruhrgas

E.ON Ruhrgas is a leading European gas company based in Essen, Germany. In the E.ON Group operating worldwide, it is responsible for the Global Gas business. In 2009, it supplied a total of some 61 billion m³ of gas to its customers including local and regional energy suppliers, industrial companies and power plants. Its supply system comprises 12,000 km of gas pipelines owned and operated by its subsidiary Open Grid Europe as well as underground storage facilities Europe-wide with a working gas capacity of more than 11 billion m³. LNG constitutes an important element of E.ON Ruhrgas's gas supply activities as the third pillar alongside pipeline supplies and equity gas production. E.ON Ruhrgas sees the LNG market as a cornerstone of future gas supplies for Europe. E.ON Ruhrgas has successfully completed the development of its regasification portfolio. The company is involved in regasification terminals all over Europe and has secured capacities in Grain (United Kingdom) and Gate (Netherlands). Another major terminal project is OLT off Italy's coast, which will be used to feed gas into the Italian pipeline system. Via capacity in Barcelona and Huelva E.ON has access to the Spanish market as well. This allows all major European markets to be supplied with LNG.



Head of Delegation **John Roper** **Head of Middle East, & General Manager for E.ON Ruhrgas AG**

John Roper is a Senior Oil Executive with 27 years experience, the last 19 years in regional company management in the International Upstream and LNG business in the Middle East, North Africa and Caspian Regions. John has served as a member of the Board of Directors of offshore companies. He has additional experience in Crude and Product Marketing Coordination. He is currently serving as head of Middle East, & General Manager for E.ON Ruhrgas AG where he is responsible for the development of the E.ON Group and the Upstream and LNG business of E.ON Ruhrgas in the Middle East. John has a BSc Upper 2nd Class in Geology from Kings College, University of London and has a post graduate MSc in Geophysics and Marine Geology from University College, University of London. John is currently Chairman of the Petroleum Club of Dubai.

Premier Partner

Maersk Oil is an international oil and gas company with operated production of about 650,000 barrels of oil equivalent per day offshore Denmark, UK and Qatar, as well as onshore Kazakhstan and Algeria. Exploration activities are ongoing in Angola, Brazil, Norway, the US Gulf of Mexico, Greenland and in producing countries. Turning marginal and challenging fields into commercial successes has been the cornerstone of Maersk Oil's business since 1962. People, technology and safety are central to Maersk Oil and a growth strategy based on focused long-term goals enables progress. A strong performance culture with talented and engaged employees underpins the successful execution of this strategy.

Maersk Oil uses innovation to push technical performance in their continuing search for and recovery of hydrocarbons. The company seeks to build its asset portfolio through new technologies and strengthened strategic partnerships. Maersk Oil has pioneered several oilfield technologies and takes pride in rapidly identifying and deploying the right capabilities to develop and produce oil and gas in a cost-effective manner. Maersk Oil also has solid competencies in integrated field development and handles offshore, subsea and FPSO facilities efficiently. Maersk Oil focuses on pioneering technologies and harnessing talent to continue to operate safely and successfully, creating value for Partners and host governments. Maersk Oil and its subsidiary companies are part of the Danish A.P. Moller – Maersk Group.



Head of Delegation **Jón Ferrier** **Senior Vice President, Business Development, Strategy & Commercial**

Jón Ferrier joined Maersk Oil in 2010, and is Senior Vice President with overall responsibility for Maersk Oil's global upstream business development, strategy and commercial departments. He is also a member of the executive management team based in Copenhagen, Denmark.

Prior to joining Maersk Oil, Jón held various international technical, business development and senior managerial positions with Anglo American, ConocoPhillips, Paladin and Petro-Canada, latterly as Country Manager for Suncor in Syria. Jón gained a B.Sc. in geology at the University of Wales Aberystwyth and an M.Sc. in Mineral Exploration from Imperial College London. He is British, and is married with three children.

Forum Industry Partners



ADMA-OPCO

Abu Dhabi Marine Operating Company (ADMA-OPCO) is a pioneering oil and gas exploration and production company whose operations date back to the 1950's. With its operations centered in the offshore areas of Abu Dhabi, ADMA-OPCO came into being as a locally incorporated company on 3rd July 1977. Oil and gas production comes from two major oil fields, Umm Shaif and Zakum, from which crude oil is transferred to Das Island for processing, storage and export. In 1962, the first crude shipment, which came from Umm Shaif, was exported from Abu Dhabi through Das Island. ADMA-OPCO's Vision, Mission and Values incorporate a wide range of goals, including sustainable development, operational excellence and overcoming challenges, while nurturing human resources, fulfilling social responsibilities and realizing the Company's workforce nationalization targets. Being an asset-based organization, ADMA-OPCO's structure is designed to improve efficiency, provide more focus to key missions, observe the highest health, safety and environment standards, and disseminate related information by various ways and means to enhance HSE awareness. The Company uses innovative and emerging technologies to further improve its operations and ensure optimal utilization of Abu Dhabi natural mineral resources, while taking into consideration environment conservation. ADNOC holds a majority share of 60 % in ADMA-OPCO, while BP, Total and JODCO share the remaining 40 %.



■ BASF Group

Wintershall

Wintershall has been actively involved in crude oil and natural gas exploration and production in various regions of the world for more than 75 years. Today the company is Germany's largest crude oil and natural gas producer. As a wholly owned subsidiary of the world's leading chemical company, Ludwigshafen-based BASF, Wintershall operates along the entire supply chain - from the wellhead via transportation through to the customer or even gets involved in chemical processing via BASF. In its exploration and production activities, Wintershall is deliberately focusing on selected core regions where the company has built up a high level of regional and technological expertise, such as the Gulf region in the Middle East. In 2009 Wintershall opened its own representative office in Abu Dhabi, followed by the installation of an upstream project team and new business group in mid 2011. The regional Wintershall office focuses on Abu Dhabi and the Gulf Region by strengthening existing relationships with governments, NOCs and partners and position Wintershall for new upstream business projects. Wintershall has already been actively involved in a number of projects in the UAE in previous decades.



OMV Aktiengesellschaft

With Group sales of EUR 23.32 bn and a workforce of 31,398 employees in 2010, OMV Aktiengesellschaft is one of Austria's largest listed industrial companies. In Exploration and Production, OMV is active in two core countries Romania and Austria and holds a balanced international portfolio. OMV had proven oil and gas reserves of approximately 1.15 bn boe as of year-end 2010 and a production of around 287,000 boe/d in 9m/2011. In Gas and Power, OMV sold approximately 18 bcm of gas in 2010. In Refining and Marketing, OMV has an annual refining capacity of 22.3 mn t and as of the end of September 2011 approximately 4,700 filling stations in 13 countries including Turkey. In Austria, OMV operates a 2,000 km long gas pipeline network with a marketed capacity of around 89 bcm in 2010. With a trading volume of around 34 bcm in 2010, OMV's gas trading platform, the Central European Gas Hub, is amongst the most important hubs in Continental Europe. OMV further strengthened its position through the ownership of a 97 % stake in Petrol Ofisi, Turkey's leading company in the retail and commercial business.

Gulf Intelligence – 2012

Gulf Intelligence facilitates knowledge exchange amongst stakeholders. The strategic communications and public affairs consultancy produces Thought Leadership events with an architecture that ensures all participants engage in a dynamic exchange of knowledge with an enhanced networking experience.



Sir Bob Geldof Gives Key Note Speech at The Gulf Intelligence Food Security Forum April 28, 2011

Upcoming Events

- Doha Energy Forum – March
- Food Security Forum (Abu Dhabi) – March
- China Middle East Forum (Abu Dhabi) – April
- Levant Energy Forum (Nicosia) – June
- Oman Energy Forum – Q4
- Energy Markets Forum – Q4
- Kuwait Energy Forum – Q4



OPEC Secretary General Abdullah Salem El Badri appears at The Gulf Intelligence Energy Markets Forum Sept 19, 2011

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