



EIN enterprise
Strategy & Business Development

Concise Update Gulf States

Main focus: UAE

Secondary: Qatar, Oman, Kuwait, Bahrain

The Hague, 30 June 2010



DUTCH ENERGY SOLUTIONS
Global Excellence, Local Performance



EVD
internationaal
ondernemen en samenwerken



Ministerie van Economische Zaken

FME CWM

iRO



Contents



EIN enterprise
Strategy & Business Development

- UAE
- Qatar
- Oman
- Kuwait
- Bahrain

- General remarks



Gulf States (excluding Saudi Arabia)

ADMA -OPCO



EIN enterprise
Strategy & Business Development

The Abu Dhabi Marine Operating Company (ADMA-OPCO) for offshore Oil & Gas exploration wants to increase the current capacity of 600,000 b/d oil to 1.0 million b/d oil in 2015.

NPCC runs the EPC of the Lower Zakum revamp project, leading to an increase of 100.000 b/d end of 2012.



Lower Zakum field (just awarded to J. Ray

for the Saath al Rasboot field. Fluor is
1. Investment amounts to 1.5 billion
/d.

The Zakum Development Company (ZADCO) is responsible for increasing their current capacity from 500,000 b/d oil to 750,000 b/d in 2015, also offshore.

EPC's under tender for facilities on four new offshore islands at Upper Zakum, for the first 100.000 b/d

Satah field: 25.000 b/d oil,
EPC under tender (500 m US\$)

ADMA-OPCO have budgetted to spend in total 25 billion US\$ for the increase of in total 650.000 b/d offshore oil.



Figure: Abu Dhabi offshore fields



Selection

Shah Gas project: construction of gas facilities with high sulphur content. ADNOC is the owner, investment is 10 billion US\$. The project is run by GASCO and the Abu Dhabi Gas Development Company (former JV with Conoco, now fully ADNOC). Sulphur handling facilities of 3 billion US\$ are tendered now.

Abu Dhabi Gas Pipeline: GASCO will tender the EPC before end of the year. FEED is currently done by Saipem. For the length of 190 km a budget of 150 million US\$ has been reserved

Small Al-Jalila field in Dubai (up to 10.000 b/d) will go for tender

Selection

The giant North Field is under study until 2014. No capacity increase. Current LNG production is 77 million ton/yr.

Interesting developments on six other smaller offshore fields. Wide range of projects.

Petrochemical complex in Ras Laffan Industrial City: Exxon plans to pull out as JV partner. The 6 billion US\$ project is delayed and may go ahead under Qatar Petroleum alone.



A 2.6 US\$ JV Petrochemical complex with Honam of South Korea was cancelled



Selection

More than 32 billion US\$ of contracts were cancelled in 2008-2009, under which the 17 billion JV with DOW.

There is a new positive “sentiment” that the planned production increase of 3.2 to 4.0 million b/d oil in 2020 will actually happen.

A 15 billion US\$ refinery, the Al Zour Refinery is on the table for bidding.

Projects are being reformulated and tenders are going out.

Oman / Bahrain



EIN enterprise
Strategy & Business Development

Current investment activity in Oman is high in the field of Power and Infrastructure, including water.

Some chemicals plants at Sohar, for petrochemicals and base chemicals, may be of interest

Other trends are stable and line with the Market Report Gulf States

No new remarks for Bahrain at this point



Update EIN enterprise



EIN enterprise
Strategy & Business Development

1. Knowledge

- Market Report

2. Business Planning

- Tailored Company Approach

3. Relationships

- Local Business Structure (Partners/Agents)

4. Implementation & Cash Flow

- Acquisition of Key Projects
- Realisation of Cash Flow

New Enabler: Think Arabia → Customized Arabic company materials & Arabic media strategies



Thank you for your attention!