



EIN enterprise
Strategy & Business Development

Energy Industry in the Gulf States
Part Oil & Gas
Rotterdam, 2 November 2009



DUTCH ENERGY SOLUTIONS
Global Excellence, Local Performance



EVD
internationaal
ondernemen en samenwerken



Ministerie van Economische Zaken

FME CWM

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Gulf States (excluding Saudi Arabia)

Why the Gulf States



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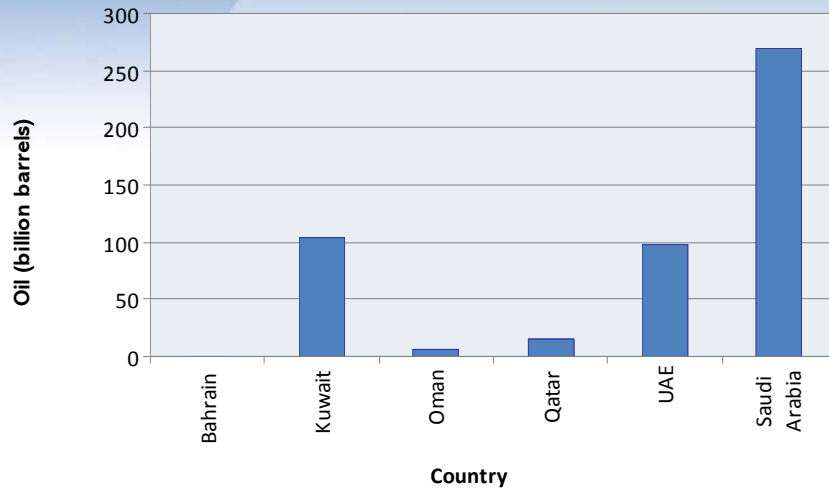
- Gulf States (excl. Saudi Arabia) have the largest accessible combined oil and gas reserves in the world.
- Oil reserves in the GCC equal to 40% of world reserves. Gulf States and Saudi Arabia are about equal.
- Gulf States have the second largest gas reserves in the world, after Russia
- Large investment programmes to expand production even more; enormous business potential
- Friendly and open business climate and social life

Oil and Gas Facts

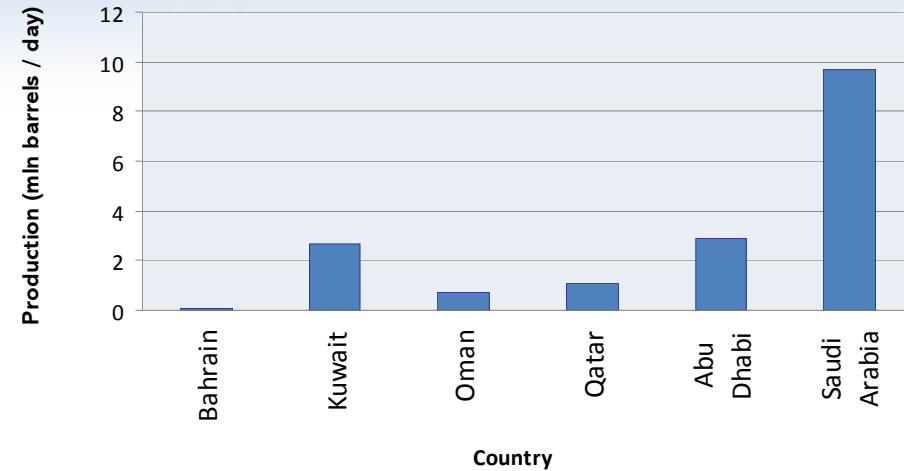


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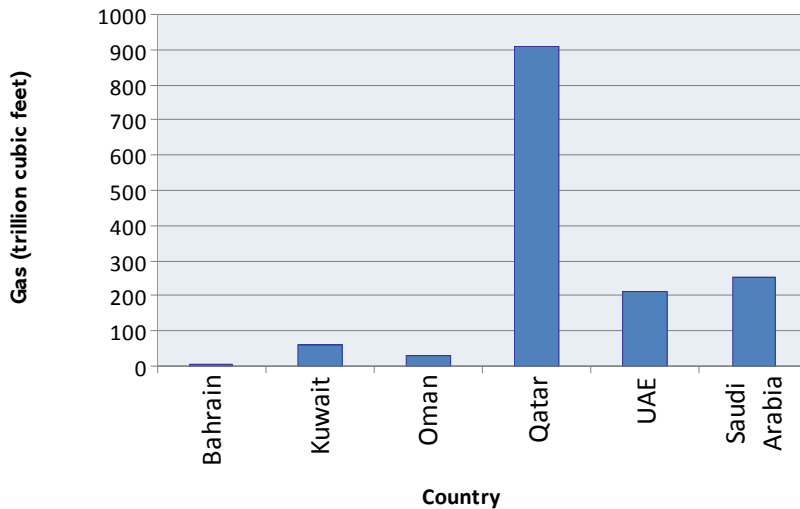
Oil Reserves in GCC



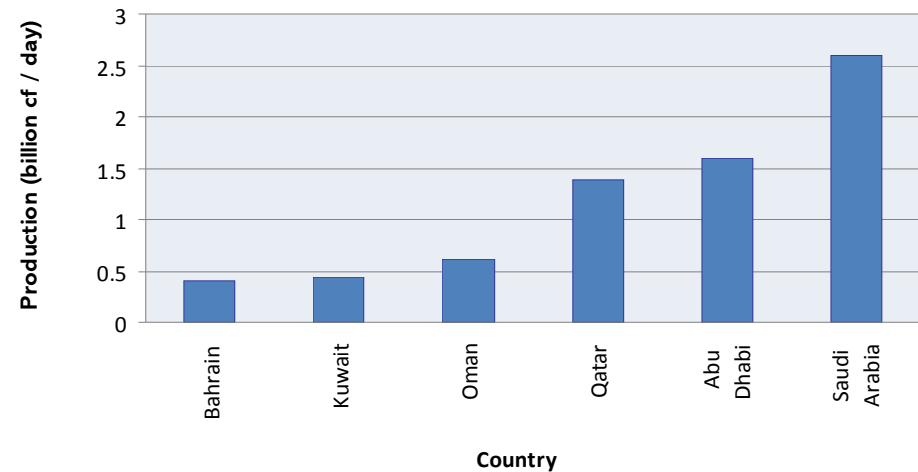
Oil Production in GCC



Gas Reserves in GCC



Gas Production in GCC



United Arab Emirates (UAE)



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- Abu Dhabi has 90% of the oil and gas reserves in the Emirates
- Abu Dhabi has financially taken control of Dubai (85 billion \$ debt)
- Ambitious broad investment program
- Open business culture
- Major oil & gas projects: ~110

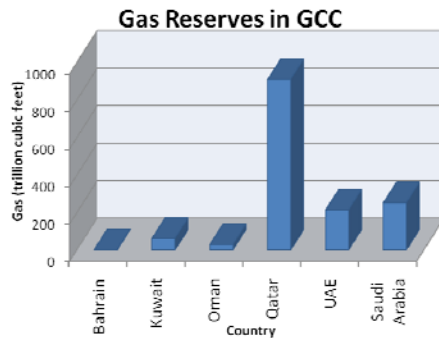


Qatar

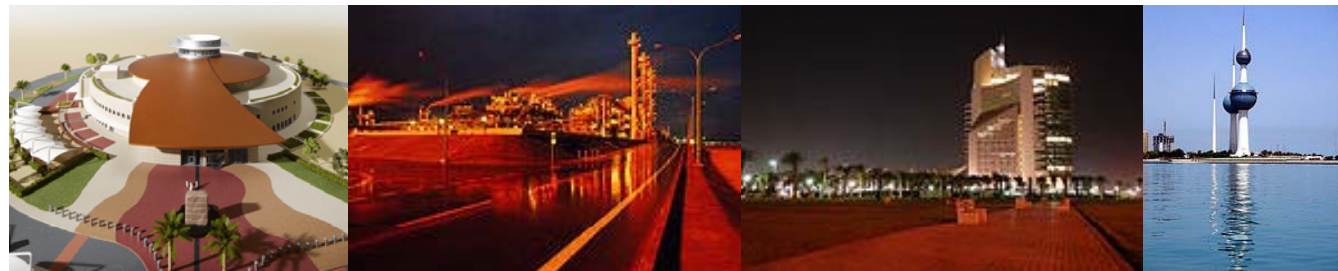


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- Large gas reserves (15% of world)
- Many offshore projects
- World's largest LNG project at Ras Laffan Industrial City
- Major oil & gas projects: ~80
- Sharp increase in power needs



- Large oil & gas industry is longstanding
- Opportunities for advanced technological solutions
- Initiator of the Gulf Cooperation Council
- Major oil & gas projects: ~60



Sultanate of Oman



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- Sizeable but fragmented oil & gas fields
- Opportunity for innovative supplier's technologies (EOR)
- Access route avoids Strait of Hormuz
- Major oil & gas projects: ~75



Kingdom of Bahrain



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- First oil field developed in the Gulf
- Strong in financial services
- Open business culture
- Opportunities for easy and smooth supply
- Major oil & gas projects: ~20



Your way to the Gulf



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1. Knowledge

- Market Report

2. Business Planning

- Tailored Company Approach

3. Relationships

- Local Business Structure (Partners/Agents)

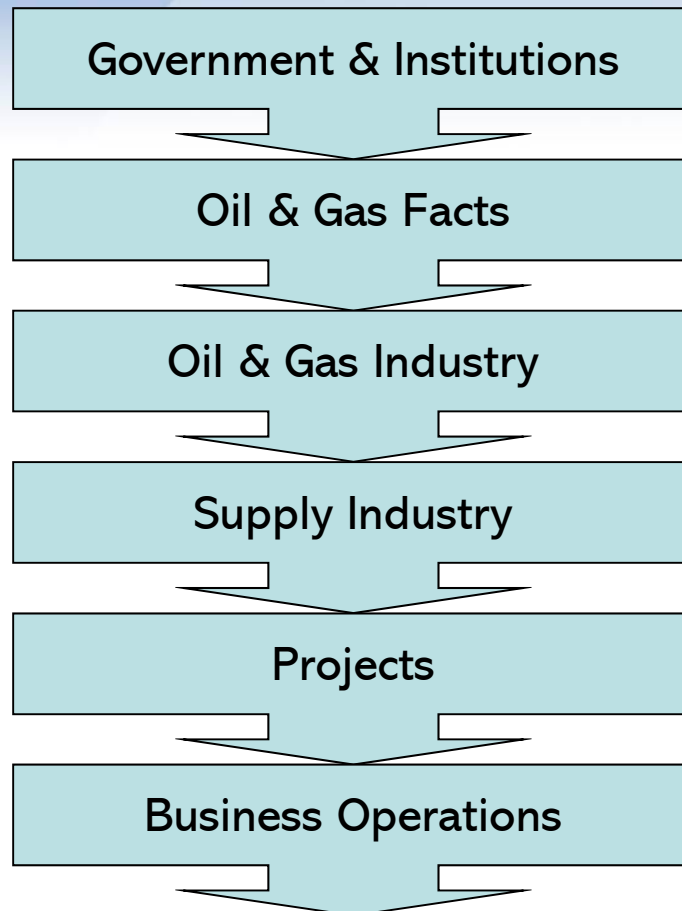
4. Implementation & Cash Flow

- Acquisition of Key Projects
- Realisation of Cash Flow

How to Use the Report



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Ministries, institutes, chamber of commerce, company registration, free trade zones, international tax & trade

Oil & gas reserves, production, major fields, products and specifications

Upstream, downstream, local & international companies, prequalification procedures

International & local EPC contractors, involving local parties / agents

Per business segment, offshore / onshore, referencing FEED & EPC as recently awarded

Tender & project information, trade fairs, publications and internet sites

Oil & Gas Industry



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Oil & gas upstream and downstream business segments

Oil & Gas Exploration & Production (Upstream)

Refining

Gas Projects

Pipeline & Terminal

Chemicals

Supply Industry (EPC)



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Major world EPCs, which are active in the Gulf States:

1. Bechtel (USA)
2. Technip (France)
3. Aker Solutions (Norway)
4. Chiyoda Corporation (Japan)
5. SNC-Lavalin Group (Canada)
6. J. Ray McDermott (USA)
7. JGC Corporation (Japan)
8. Hyundai Heavy Industries (South Korea)
9. Foster Wheeler (USA)
10. Daelim Industrial Company (South Korea)

Besides this every country has influential local EPC companies

Project List



Example of project list with key decision parameters

FEED recently appointed

EPC recently appointed

UAE UPSTREAM OIL & GAS						
Project	Project Name	Project Size	On-/Offshore	FEED	EPC	Status
UU1	ADCO - Bab Gas Compression Project United Arabi Emirates: Abu Dhabi Company for Onshore Oil Operations, Completion: 2010	\$818,000,000	Onshore		SK Eng. & Construction / Technip A.D.	Execution
UU2	ADCO - Bu Hasa Gas Lift Project United Arabi Emirates: Abu Dhabi Company for Onshore Oil Operations	na	Onshore	Mott McDonald	Frame Energy Systems B.V.	Execution
UU3	ADCO - Onshore Gas Gathering & Injection for OGD's United Arabi Emirates: Abu Dhabi Company for Onshore Oil Operations, Completion: 2008	\$362,000,000	Onshore	Bechtel Co.		Execution
UU4	ADCO Phase 1 Development Programme United Arabi Emirates: Abu Dhabi Company for Onshore Oil Operations, Completion: 2010	\$3,000,000,000	Onshore	Washington Group International		EPC bidding
UU5	ADMA-OPCO - IGD's Umm Shaif Gas Processing Platform United Arabi Emirates: Abu Dhabi Marine Operating Company, Completion: 2012	\$500,000,000	Offshore		NPCC	Execution
UU6	ADMA-OPCO - Khuff Gas Development - Phase 2 United Arabi Emirates: Abu Dhabi Marine Operating Company	\$270,000,000	Offshore		ABB Lummus Global Inc.	Completed

Onshore / offshore

EPC Reference List



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Example of EPC companies with contracts recently awarded by a certain project owner

Country	Client	Contractor
UAE	Abu Dhabi Company for Onshore Oil Operations	Consortium of Technicas Reunidas and Consolidated Contracts International Company
UAE	Abu Dhabi Company for Onshore Oil Operations	National Petroleum Construction Company
UAE	Abu Dhabi Company for Onshore Oil Operations	Petrofac Limited
UAE	Abu Dhabi Company for Onshore Oil Operations	Petrofac Limited Consortium of Technicas Reunidas and Consolidated Contracts International Company
UAE	Abu Dhabi Company for Onshore Oil Operations	SK Engineering and Construction
UAE	Abu Dhabi Gas Industries	Bechtel Corporation
UAE	Abu Dhabi Gas Industries	Chicago Bridge and Iron Eastern Anstalt
UAE	Abu Dhabi Gas Industries	Dodsal Engineering and Construction
UAE	Abu Dhabi Gas Industries	Hyundai Engineering and Construction Company

Large business opportunities in the Gulf States

Accessible through



- Sound market knowledge
- Clear company expansion goals
- A steady implementation approach
- Understanding and respect for general and business culture
- Selected local relationships