

Under the Patronage of His Highness

**SHEIKH JABER MUBARAK AL-HAMAD AL-SABAH**

The Prime Minister of the State of Kuwait

# Gulf Petroleum Industry & Energy Scene



LOCAL  
CHALLENGES

REGIONAL  
OPPORTUNITIES

GLOBAL  
DIMENSIONS

2<sup>nd</sup>

**Gulf Petroleum Forum**  
7 - 8 April 2014 - Kuwait

Organized by



[www.gpforum.net](http://www.gpforum.net)

Sponsored by:



مؤسسة البترول الكويتية  
وشركائنا  
**Kuwait Petroleum Corporation**



Under the Patronage of  
**H. H. Sheikh Jaber Al-Mubarak Al-Hamad Al-Sabah**  
The Prime Minister of the State of Kuwait

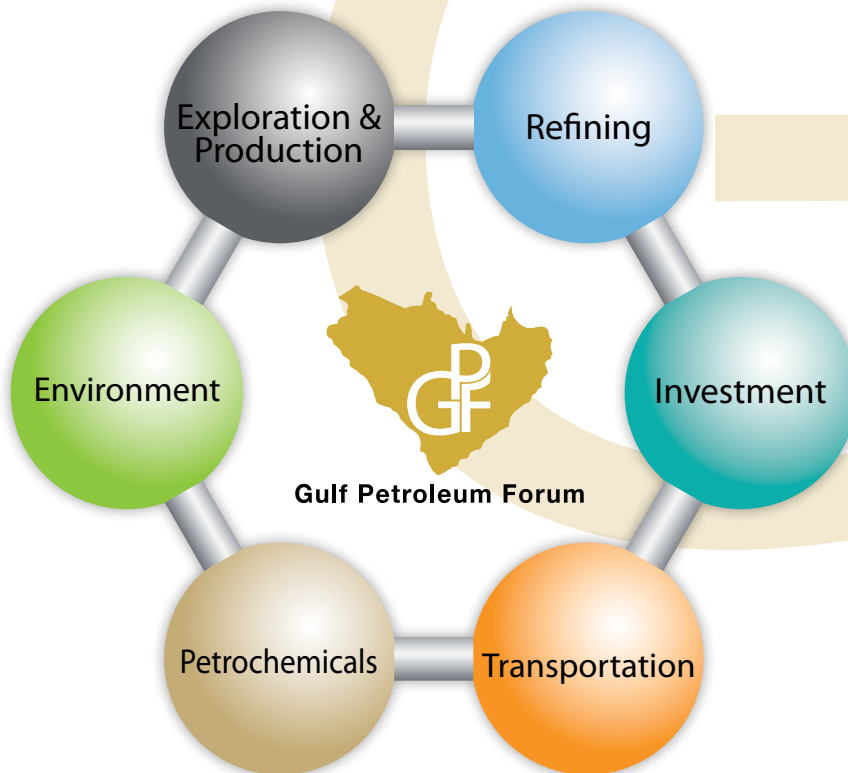
**H. E. Mustafa Jassem Al-Shamali**  
Deputy Prime Minister & Minister of Oil  
State of Kuwait



**Mr. Nizar M. Al-Adsani**  
Deputy Chairman & Chief Executive Officer  
Kuwait Petroleum Corporation



## REAL ACCESSIBLE BUSINESS OPPORTUNITES IN:



## GPF 2014

Under the Patronage of H. H. Sheikh Jaber Mubarak Al-Hamad Al-Sabah The Prime Minister of the State of Kuwait, GPF 2014 is a unique opportunity to interact with prominent members of the petroleum industry in Kuwait and the GCC countries, as well as with some of the key decision and policy-makers in this vital sector.

In this Gulf Petroleum forum (GPF), several issues related to future of the GCC petroleum industry will be tackled. The speakers and panelists will discuss the pressing geopolitical, economic, and investment challenges, in order to enable the GCC petroleum industry to effectively compete in a fast-changing energy scene.



## Why GPF ?

Economies in the Gulf Cooperation Council (GCC) namely, Saudi Arabia, United Arab Emirates (UAE), Qatar, Kuwait, Bahrain and Oman, after decades of growth following the first discovery of oil, have come a long way to dominate the world hydrocarbons market accounting for over 40 percent of the world's hydrocarbon reserves (40 percent comprises oil, 23 percent natural gas) as of 2012. This share is also likely to grow to 70 percent by the end of the decade according to a study by Kuwait based Diplomatic Center for Strategic Studies promising a large growth potential.

Recent years have witnessed GCC economies reaping rich dividends from the burgeoning global demand for oil and gas and the high oil prices on the one hand. On the other, these economies have been forced to walk a tight rope to balance their equally fast growing domestic demand for the fossil fuels with maintaining enough export surpluses and augmenting capacities from the fast depleting non-renewable reserves. As the hydrocarbon industry matures, these economies have begun to realize the value of diversification of their economies so as to reduce their dependence on hydrocarbons and begun judiciously investing back their hydrocarbon surpluses into ambitious programs of industrialization, diversification and expansion.



the hydrocarbon industry has witnessed a subtle shift from core upstream projects into downstream activities of refining, petrochemicals and storage tanks, each vying with the other to enhance their refining capacities to exploit this trend to the maximum. Investments in the energy sector across the GCC total \$470 billion between 2010 and 2015, of which oil and gas accounted for 47 percent and 36 percent, respectively of the total. Contracts worth \$39,405 million were awarded across the GCC hydrocarbon sector in 2012 of which downstream projects accounted for 82 percent with a large focus on petrochemicals, overtaking the earlier emphasis on refining, reflecting the maturing nature of the industry and its need for diversification.

The GCC petrochemicals sector has witnessed promising growth of 26 percent between 2007 and 2011 despite financial instabilities, and continues to demonstrate strong potential in spite of the worsening global economic conditions.

## Extended Official Support

GPF 2014 is supported by the local authorities such as Kuwait Petroleum Corporation (KPC), expected participation of regional and global authorities including OPEC, OAPEC and the IEA. This support is augmented by the presence and participation of these organizations, as well as by exhibitors at this important event.



Keynote Speech : (GCC Integration – Reality & Ambitions )

### **Session I: Current Challenges of Petroleum Industry**

- Global Oil markets and the role of Arabian Gulf region
- Developments in Downstream Oil Industries Worldwide & their effects on Arabian Gulf

### **Session II: Impacts of Political Changes on the Petroleum Industry and Energy Future (Panel Discussion)**

- Global view of energy sources during the next two decades
- Global political changes and their impacts on Oil Industry
- Global energy markets security
- Impacts of global political changes on Oil Industry

### **Session III: Petroleum 2030 – GCC Overview**

- Mechanisms of the Joint GCC Integration in the field of Exploration, Production, Refining, Petrochemical, Subsequent Industries & Technical Services, and Transportation
- Common denominators among the GCC States
- Dimension for cooperating in common petroleum projects

### **Session IV: Energy & Global Economy**

- Nuclear energy & contemporary challenges
- Impact of economic variations on global energy system
- Technical challenges during the Exploration, Production, Refining & Subsequently Industries phases
- Technology as a basis for cooperation
- Partnership between IOC`s and NOC`s in technology and knowledge sharing

### **Session V: Horizons & Obstacles of Investment in GCC Petroleum Projects (Panel Discussion)**

- Infrastructure of GCC Joint Petroleum Industry – Reality & Challenges
- Joint investment opportunities in GCC Petroleum Projects
- Financing risks of GCC joint petroleum projects
- Public & Private Partnership (PPP) in petroleum projects
- Role of GCC banks in encouraging Petroleum Industries
- To what extent are the applicable laws & legislations on conducive for encouraging the promising GCC Petroleum Industries?

## EXHIBITOR PROFILE

### OIL & GAS (EXPLORATION - PRODUCTION) PETROLEUM REFINING - PETROCHEMICALS

#### Exploration & production operators.

- Control & safety systems.
- Corrosion protection.
- Distribution & Transportation.
- Environmental services.
- Field service providers.
- Fire & explosion safety closing & equipment.
- Gas processing.
- Generators.
- Geology.
- Geophysics.
- Instrumentation.

#### Subsea production systems & equipment.

- Gas & system turbines.
- Boilers.
- Burners.
- Generators & Co-generators.
- Heat recovery.
- Power plant construction & equipment.
- Heat exchange.
- Cooling towers.
- Radiators & systems.
- Thermal insulation & fire protection.
- Energy saving systems.

#### Testing equipment.

- Catalysts and catalysts manufacturing.
- Petrochemicals manufactures.
- Plastics compounders.
- Technology providers & licensors.
- Environment protection.
- Additives producers.

#### - Fuel transportation.

- Liquid & solid waste management.
- Emission control.
- Analysis monitoring & inspecting equipment

#### Construction services.

- Drilling & pipe laying.
- Heavy oil.
- Insurance, finance & banking.
- Oil field operations & maintenance services.
- Petroleum engineering.
- Project development.
- Reservoir characterization.
- Reservoir management.
- Resource assessment.
- Seismic operators.
- Unconventional oil.
- International trade association.
- LNG production, transportation & storage.
- Marine services & equipment.
- Measurement systems.
- Offshore operations.
- Pipe drilling, fitting & laying.
- Platforms.
- Pumps.
- Service companies.
- Software developments.
- Business & IT systems.
- Storage.



2<sup>nd</sup>  
Gulf Petroleum Forum  
2014

# REGIONAL GL

## SPONSORSHIP



### PLATINUM

- Company logo mainly on all media tools (TV – Newspaper – Radio – Prints).
- 27 sqm exhibition space with option to select a distinctive location.
- Special location at the VIP lounge.
- Special press statements for the Sponsor.
- Special invitations in name of sponsor.
- Two page ads in the Special forum guide.
- One year major ad on the event website with a link to the special site of the sponsor.
- Participating in the forum's press conference.
- Company banners in the forum room and exhibition.
- prints in name of sponsor in VIP and speakers room.
- VIP cars with the sponsor logo to receive the VIP visitors.
- %20 discount for extra exhibition space.
- 15 Complementary passes.
- Membership in the steering committee of the forum.
- Review of the VIP visitor registers to arrange especial for encounters.

**Cost for Platinum sponsorship: US\$ 95,000**



### GOLD

- Company logo in the event media tools.
- 18 sqm exhibition space with option to select a distinctive location.
- Special location at the VIP lounge.
- Special press statements for the Sponsor.
- Special invitations in name of sponsor.
- Two page ads in the Special forum guide.
- One year major ad on the web site with a link to the special site of the sponsor.
- %15 discount for extra exhibition space.
- 10 Complementary passes.
- Review of the VIP visitor registers to arrange especial for encounters.

**Cost for Gold sponsorship: US\$ 70,000**



### SILVER

- Company logo on event media Tools.
- 9 sqm exhibition space.
- Special press statements for the company.
- Ad page in the Special forum Guide.
- Banner ad (6 months) in the event website with a link to the company website.
- %10 discount for extra exhibition space.
- 5 Complementary passes.

**Cost for Participation: US\$ 45,000**



## STANDARD **BOOTH PACKAGE**

US\$ 750 per square meter (Minimum space 9 sqm SPACE ONLY) Includes:

- Company Name
- Free Listing in the Official Catalogue
- 2 Complementary passes
- Cleaning & Security

## Visitor Campaign **GPF 2014**

2<sup>nd</sup> GPF 2014 is an excellent platform for specialists to network and communicate. The targeted groups on:

- Oil & Gas company senior management.
- Petroleum engineers and managers.
- Corrosion control engineers.
- Refinery managers & engineers.
- Chemical engineers.
- Research & development specialists.
- Petrochemical plant managers.
- Pollution control specialists.
- Project construction managers.
- Economists.

## Visitor Promotion **Activities Include**

- The possibility of arranging meetings with the leaders of Gulf oil sector companies.
- Mail campaigns to our extensively researched customer database.
- Media campaign incorporating, daily and weekly advertising and editorial coverage.
- Social events will be arranged to allow the members and guests to interact in a friendly manner.

#### Delegate Details

If invoice address is different from below, please input additional details in "notes" section

Name: .....

Job Title: .....

Company: .....

Address: .....

Address (2): .....

Town/City: ..... Postcode : .....

Tel: ..... Fax: .....

Email: .....

#### Organizer



Mob: +965 50886201

Tel: +965 22654465 / ext. 114

Fax: +965 22633929

Email: rg@gpforum.net

Website: www.gpforum.net

Al Shaab Al Bahri, Arabian Gulf road, Dana plaza,  
4<sup>th</sup> floor, Office (403)

#### Visa Regulations

Kuwait will grant the following 34 nationalities entry visas upon arrival:

USA, UK, France, Italy, Germany, Canada, Australia, New Zealand, Japan, The Netherlands, Belgium, Luxembourg, Switzerland, Austria, Sweden, Norway, Denmark, Ireland, Greece, Finland, Spain, Monaco, The Vatican, Iceland, Andorra, San Marino, Liechtenstein, Brunei, Singapore, Malaysia, Hong Kong, South Korea, China, Portugal.

Having a residency permit in the gulf area: in this case, visitors / exhibitors will obtain visas upon arrival to Kuwait, with the exception of Iranian & Palestinian document holders.

- Nationalities not mentioned above, may contact Jumeirah Messilah Beach Hotel & Spa (jmbreservations@jumeirah.com) to issuing visa, please note issuing visa is related to hotel booking
- Incase of emergency, Kindly contact the organizer.

#### Payment Details

Attendance fee per person :

K.D. 300/ \$ 1050

Bank Transfer

Investors Group CO.

Kuwait Finance house

IBAN: KW09KFHO00000000000011010557785

Kuwait

Kindly email or fax a copy of money transfer to the organizer contacts.

#### Terms and Conditions

Delegates may be substituted at any time. Investors Group does not provide refunds for cancellations. For cancellations received in writing more than three (3) weeks prior to the conference you will receive a 100% credit note to be used at another Investors Group conference for up to 12 months from the date of issue. In the event that Investors Group conference cancels a conference, payments received at the cancellation date will be a credited towards attendance at a future Investors Group conference or, in the event of a postponement by Investors Group, a rescheduled date. If the delegate is unable to attend the rescheduled event, the delegate will receive a 100% credit representing payments made towards a future event. Investors Group is not responsible for any loss or damage as a result of a substitution, alteration, postponement or cancellation of an event due to causes beyond its control including, without limitation, natural disasters, sabotage, accident, trade or industrial disputes or hostilities. Please note that speakers and topics were confirmed at the time of publishing, however, circumstances beyond the control of the organizers may necessitate substitutions, alterations or cancellations of the speakers and/or topics. As such, Investors Group, reserves the right to alter or modify the advertised speakers and/or topics if necessary. Any substitutions or alterations will be updated on our web page as soon as possible.

Date / /

I agree to GPF Terms and conditions.

Signature:

Please keep a Copy for Your Record



# Steering Committee / GPF 2014



Jasem M. Besharah



Ahmad A. Al-Ebrahim



Riyadh I. Al-Saleh



Mohammad H. Al-Salem



Ali Hassan Murad



previous **FORUM**



# LOCAL CHALLENGES REGIONAL OPPORTUNITIES GLOBAL DIMENSIONS

## how to book **your space**

For special buildup booths and other special requirements kindly contact the organizer

Please download the application, complete and fax it back to the below fax number or email

Hotline : +965 5088 6201  
Telephone : +965 2265 4465  
Fax : +965 2263 3929  
Email : [info@gpforum.net](mailto:info@gpforum.net)  
Twitter : [@Gulf\\_Petroleum](https://twitter.com/Gulf_Petroleum)  
Website: [www.gpforum.net](http://www.gpforum.net)

