

The Gulf Intelligence Energy Markets Forum 2017

Under the Patronage of His Highness Sheikh Hamad Bin Mohammed Al Sharqi
Member of the Supreme Council and The Ruler of Fujairah, UAE

Tuesday September 19th | Novotel | Fujairah

#GIForum



Port of Fujairah



Port of Fujairah
United Arab Emirates

S&P Global
Platts



SOCAR AURORA
FUJAIRAH TERMINAL



Thegulfintelligence.com Middle East Energy Series



In the Presence of

His Highness

Sheikh Mohammed Bin Hamad Bin Mohammed Al Sharqi
Crown Prince of Fujairah



Welcome Note by Forum Chairman

The Year of the Rooster, but is Anyone Listening...?

Each year is related to a Chinese zodiac animal according to the 12-year cycle – 2017 is the Year of the Rooster. The Rooster in Chinese culture is almost the epitome of fidelity and punctuality – for ancestors who had no alarm clocks, the crowing was significant, as it could awaken people to get up and start to work. Another symbolic meaning the chicken carries is exorcising evil spirits.

We could perhaps do with a bit of those powers given the level of “fire & fury” that has been rocking the world since the alarms started ringing to get us off the beaches and back into the office with the end of summer.

In the last few weeks alone we have had the threat of Nuclear War surface in Asia, alongside once in a lifetime earthquakes and hurricanes the size of France ripping through the Americas and drowning the 4th largest city in the US. Quietly in the background, grabbing few headlines, more than a thousand people were killed by flooding and landslides in northern India, Nepal and Bangladesh, which itself is trying to absorb hundreds of thousands of refugees fleeing genocide in Myanmar.

And yet few bells are ringing.

The stock markets globally still want to dance to the music of double-digit leaps to new records, and while increasingly more voices are warning that the band resembles the orchestra on the Titanic, most Central Banks refuse to take away the punch bowl of free money and just keep on printing.

In a parallel corridor, crude oil sits like a bored child in the back seat of a \$50 car on the way home from the seaside oblivious to the biblical images blasting across the iPhone with Armageddon geopolitical subtitles wandering across the screen as the North Korean hydrogen bomb blast test sends waves around the world 3 times.

People born in the Year of the Rooster according to the Chinese zodiac, have many excellent characteristics, such as being honest, bright, communicative and ambitious. Most of them they say, are born pretty or handsome and have a preference for dressing up. In daily life, it is believed they seldom rely on others, they might be enthusiastic about something quickly, but soon be impassive.

In either case, it strikes me that we need the proverbial Rooster to crow a lot louder, or for hearing aids to be distributed to those in need. There is help around the corner as 2018 is the year of the *Earth Dog* and its characteristic word is ACTION!



Sean Evers
Managing Partner, Gulf Intelligence

Mr. Evers is founder and Managing Partner of Gulf Intelligence. 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 was recruited by Bloomberg to open up the Middle East commencing in the UAE and over the following decade he built-out the U.S. media company's regional network of bureaus from Cairo to Tehran, culminating in 2008 in Dubai being designated as the firm's fourth global hub. He attained a BA in Politics & Economics from the University of Notre Dame in Indiana in 1988, and went on to secure his LLB law degree at the National University of Galway, Ireland.



Title Partner



Port of Fujairah is situated on the Eastern Seaboard of the UAE, approximately 70 nautical miles from the Straits of Hormuz. It holds a strategic position which has attracted a range of users and activities. A general purpose Port covers a variety of activities including:

- Bunkering and Maritime supply through Fujairah Anchorage
- Oil
- General and Project cargo
- Container
- Bulk cargo
- Cruise

Medical facilities are available at Fujairah Port Medical Centre.

Port of Fujairah hosts the Abu Dhabi Crude Oil Pipeline which is a strategically important facility that allows Abu Dhabi to export its premium crude oil directly to the world via Fujairah.

Demand prompted Private Oil Tank Storage which developed rapidly. In 2016, Fujairah's Oil Storage Capacity exceeded 9 million cubic metres (mcm) and to exceed 13 million cubic metres (mcm) by the end of 2018.

Initial construction of the Port started in 1978 as part of the economic development of the UAE. Full operations commenced in 1983. Since then, the Port has embarked on a continuing process of enhancement to both its facilities and its comprehensive range of services.

Port of Fujairah constructed a berth for the usage of VLCCs (Very Large Crude Carrier) in 2016. The berth enable the Port's customers to load or discharge up to 2,000,000 barrels of crude oil and can facilitate tankers up to 344 meters long and up to a dead weight tonnage of 363,000 tonnes. This expansion has strengthened Fujairah as a global hub for crude and oil products.

On June 2017, Abu Dhabi Ports and Port of Fujairah signed a 35 year concession agreement. As part of the agreement, the entities have announced the establishment of "Fujairah Terminals", a new operational arm wholly owned by Abu Dhabi Ports.

Through the establishment of 'Fujairah Terminals', the agreement will grant Abu Dhabi Ports the exclusivity to enhance existing infrastructure in addition to managing all Container, General Cargo, RoRo and Cruise Ships in the Port.

The Port's capacity is expected to reach 1 million TEUs and 700,000 tons of general cargo by 2030.

In the Presence of



His Highness
Sheikh Saleh Bin Mohammed Bin Hamad Al Sharqi
Chairman of Department of Industry and Economy, Fujairah
Chairman of the Board of Port of Fujairah

His Highness Sheikh Saleh Bin Mohammed Bin Hamad Al Sharqi is a well-known Royal figure that has been recognized as the driving force behind the strategic achievements of Fujairah's economy.

He has held the following positions within the largest economic and industrial institutions of the Emirate of Fujairah since 1981: Chairman, Department of Industry and Economy; Chairman, Port of Fujairah and the Department of Customs; Chairman, Fujairah Petroleum Company, Fujairah National Group and Fujairah National Bank.

Furthermore, among His Highness' achievements, is the successful supervision of several economic projects in the Emirate of Fujairah: Fujairah Free Zone Authority, Fujairah Civil Aviation Authority, Fujairah International Airport, Fujairah Building Industries, Fujairah Rockwool Factory, Emirates Ceramic Factory, Fujairah Cement Industry and many other projects.

His Highness graduated from The Royal Military Academy at Sandhurst, UK, in 1981.

Supporting Partners





Feature Guest



H.E. Dr. Sun Xiansheng
Secretary General, International Energy Forum

Dr Sun Xiansheng took up post as IEF Secretary General on 1 August 2016.

Prior to his election Dr Sun was the President of China National Petroleum Corporation's (CNPC) Economics and Technology Research Institute (ETRI) where he led a team of over 370 staff members. Reporting to the Chinese leadership on energy policy decision making, including energy security strategies, "3E" (Energy, Environment, Economy) program development, low-carbon energy mix optimization, "three steps" of Chinese gas pricing reforms, and international energy cooperation. Dr Sun was deeply involved in the Chinese energy five-year planning process and many other major policies. Dr Sun also served as chief editor of ETRI's "Oil & Gas Industry Development Report" and the first "China Energy Data & Statistics" reports.

With more than 30 years of experience in the oil & gas industry, Dr Sun has accumulated practical industry experience in oil & gas production, trading and pipeline construction. In previous roles he has served as Director of the Legal & Contract Department of CNPC International Cooperation Bureau, Vice President of CNODC (China National Exploration and Development Company), Chairman of JOC and President of Greater Nile Petroleum Operating Company CNPC and also President of PetroDar company (during which the company found and developed Phalouge Oilfield, one of the largest oilfields in South Sudan). As Chairman of Saining Corporation CNPC, Dr Sun was in charge of CNPC petroleum trading in London. Dr Sun also served as Chairman of the CNPC subsidiary companies in Azerbaijan and Uzbekistan, and as Chairman and Chief Negotiator of China Kazakhstan Oil Pipeline Co. Moreover, as a representative of the Chinese government, Dr Sun participated in the dialogue with OPEC and worked as chief coordinator in setting and revising production sharing contracts both for crude oil and unconventional gas for CNPC, and participated in three bidding rounds for CNPC onshore blocks.

Dr Sun holds an LL.M and Ph.D from the Centre for Energy, Petroleum and Mineral Law and Policy (CEPMLP), University of Dundee, UK.

Feature Guest



H.E. Jabbar Al Luiebi
Minister of Oil, Federal Government of Iraq

H.E. Jabbar Ali Hussein Al-Luiebi was born in Iraq, 1944. He holds a B.Sc. degree in chemical engineering from Wales University, U.K. in 1973.

Mr. Al-Luiebi joined South Oil Company in Basra in 1973 and was engaged in senior posts in the Iraqi upstream oil industry.

He was Director General of the South Oil Company in Basra (2003-2008), which is responsible for more than 80% of Iraq's oil production.

H.E. Al-Luiebi became the Oil Minister's Advisor in 2009.

In August 2016, he held the portfolio of Minister of Oil - Iraq Government, professional upstream staff. He has participated as a speaker in various national and international conferences.

The latest conferences where he participated as a speaker include:

- The 18th Paris International Oil Summit, 27 April 2017
- World Economic Forum on Middle East and North Africa 19-21 May 2017, Dead Sea, Jordan



Feature Guest



H.E. Dr. Amani Abou-Zeid

Commissioner of Infrastructure & Energy, African Union

Dr. Amani Abou-Zeid is the newly elected Commissioner for Infrastructure and Energy at the African Union Commission (AUC). She is in charge of sectors covering Energy, Transport, Tourism and ICT. Prior to joining the AUC, Dr. Abou-Zeid has served for more than 30 years in leadership roles at top-tier international organisations, such as the African Development Bank (AfDB), UNDP and USAID, with a focus on infrastructure and energy programmes.

Over her career, Dr. Abou-Zeid has amassed a rare mix of experience from across Africa, France, UK and Canada. She has managed large and complex development programmes, including the largest operations portfolio of the African Development Bank (AfDB).

An Egyptian national, Dr. Abou-Zeid speaks French, English, Arabic and Spanish. She is a trained telecommunications engineer with an MBA in project management from the French University for African Development (Université Senghor), a Masters of Public Administration from Harvard University and a Ph.D. in Social and Economic Development from University of Manchester, UK. She also has a degree in Arts from Université Sorbonne-Paris IV.

Dr. Abou-Zeid has received numerous international awards and recognition for her leadership and excellence, including the honour of "Officier de l'Ordre de Wissam Alaouite" from His Majesty King Mohamed VI of Morocco and being recognised as a World Young Leader by the European Union.

Feature Guest



H.E. Dr. Matar Al Neyadi

Undersecretary, Ministry of Energy, United Arab Emirates

Dr. Matar Al Neyadi, Undersecretary of the UAE Ministry of Energy, holds a Ph.D. in international law from the University of Edinburgh (1997). He has professional experience in leadership, international cooperation, international maritime law, management of international negotiations, climate change, rationalization of energy and water consumption, impact of the prices of unconventional sources on oil and gas prices, the State's sovereignty on its natural sources and drafting legislations.

In May 2014, Dr. Matar assumed the position of Chairperson of the Board of Directors of the Gulf Cooperation Council Interconnection Authority (GCCIA). Dr. Matar is also the UAE's Executive Member in the Gas Exporting Countries Forum (GECF), member of the Executive Office of the Organization of Arab Petroleum Exporting Countries (OAPEC), member of the National Emergency Crisis and Disaster Management Authority (NCEMA) and member of the Board of Trustees of H.E. the Minister of Interior's Award for Scientific Research.

Al Neyadi is also the Chair of the Gasoline and Diesel Prices Follow-up Committee; Deputy Chair of UAE's National Committee at the WEC (World Energy Council); Chair of the CDM (Clean Development Mechanism) Executive Committee; member of the Emirates Green Development Council; member of the Steering Committee of the UAE Ecological Footprint Initiative and a member of the Advisory Board of the College of Law.

Dr. Matar Hamed Al Neyadi has authored a number of legal books, which notably include 'Maritime Zones of the UAE', the 'Rules of International Treaties in Public International Law' and 'Documents in Public International Law'.



Premier Partner



The Vitol Group is a global energy and commodities company.

Physical trading, logistics and distribution are at the core of the business, complemented by refining, shipping, terminals, exploration and production, power generation and retail businesses.

Founded in Rotterdam in 1966, today the company has almost 40 offices worldwide, with its largest operations in Geneva, Houston, London, Singapore and Bahrain. The Group's turnover in 2016 was USD 152 billion.

Vitol is a leading participant in global energy markets and trades or ships over 6 million barrels of crude oil and petroleum products per day. The Group's clients include major national oil companies, the integrated oil majors as well as independent producers, refiners and traders. It has over 250 vessels at sea at any one time and supplies over 3.4 million barrels per day of crude oil and feedstock to the refining industry globally.

In addition to crude oil and products, the company's portfolio includes natural gas, LNG, LPG, coal, power, bunkering and agricultural products.

Vitol is also invested in a range of assets in the energy and commodities sector.

These assets include 15.9 million m³ of storage capacity across six continents; refining capacity of over 390,000 bpd; a growing downstream business, including Vivo Energy, which distributes Shell branded fuels and lubricants in 16 African countries; Viva Energy, formerly Shell's downstream business in Australia; Petro Ofisi Turkey's largest retail and distribution company; OVH in Nigeria: a refining, storage and distribution network in Germany, Switzerland and Austria; and a 1,240 MW power plant in the UK.

In addition Vitol is an active partner in a number of Upstream developments worldwide.



Christopher Bake Member of the Executive Committee, Vitol

Christopher Bake is a member of the Executive Committee at Vitol. He is also Chairman of VTTI, a global provider of storage services for crude oil, refined petroleum products and LPG, and Chairman of Vivo Energy, the Shell licensee operating 1800 retail sites in 16 countries in Africa. Mr. Bake has also been appointed to the Board of Petro Ofisi. From 2006-2012 Mr. Bake established and ran the Vitol office in Dubai. During this time, he established a partnership with the Oman Oil Company to create Oman Trading International (OTI) and oversaw the acquisition of Fujairah Refinery Company Limited, one of Vitol's key assets in the region. Since joining Vitol in 1995 Mr. Bake has held several global leadership positions and served in Vitol's offices in Bahrain, Buenos Aires, Dubai, Houston and London. Mr. Bake graduated from the University of Texas in 1987 with a BBA in International Business and Marketing.

Premier Partner



S&P Global Platts is the leading independent provider of information and benchmark prices for the commodities and energy markets. Customers in over 150 countries look to our expertise in news, pricing and analytics to deliver greater transparency and efficiency to markets.

Founded in 1909, Platts' coverage includes oil and gas, power, petrochemicals, metals, agriculture and shipping. A division of S&P Global, Platts is headquartered in London and employs over 1,000 people in more than 15 offices worldwide.

These include global business centers such as New York, Shanghai and Sao Paulo, and major energy centers such as Houston, Singapore, Dubai and London, where Platts is based.



Stuart Wood Vice President Commercial Products, S&P Global Platts

As Vice President of Commercial Products at S&P Global Platts, Stuart brings over 28 years of diverse experience in the Strategy and Information management industry, having worked in Business Insight, Information, Research, Advisory Analytics, Digital Publishing and Energy Trading arenas in Energy Upstream, E&P and Maritime sectors. Prior to Platts, Stuart was most recently responsible for the Global Maritime Business Strategy at IHS. Working as part of the senior leadership team, he was successful in creating and driving significant top and bottom line growth. An excellent communicator, Wood is adept at creating simple solutions to complex issues, he's commercially focused and result driven, with strong leadership skills and the ability to be an orchestrator enabling collaboration. Wood has also served as Head of the Information Division of ICE. Wood has spent much of his business learning development in recent years at Cranfield University Business School, being an alumnus of the General Managers program, Developing Strategic Deliverables and Exploiting E-business.



Industry Partners



Incorporated in 1982, National Bank of Fujairah PJSC (NBF) is a full services corporate bank with strong corporate and commercial banking, treasury and trade finance expertise as well as an expanding suite of personal banking options and Shari'a compliant services. Leveraging its deep banking experience and market insight within Fujairah and the UAE, NBF is well-positioned to build lasting relationships with its clients and help them achieve their business goals. NBF's key shareholders include the Government of Fujairah, Easa Saleh Al Gurg LLC and Investment Corporation of Dubai. Rated Baal/Prime-2 for deposits and A3 for counterparty risk assessment by Moody's and BBB+/A-2 by Standard & Poor's, both with a stable outlook, the bank is listed on the Abu Dhabi Securities Exchange under the symbol "NBF". It has a branch network of 16 across the UAE.

Vince Cook **Chief Executive Officer, National Bank of Fujairah PJSC**

Vince joined National Bank of Fujairah in 2009 as the bank's Chief Executive Officer. Since then, he has led its transformational growth as one of the fastest growing banks in the UAE, with a specialised focus in trade finance, treasury and corporate banking. Under his leadership, NBF ranked 4th in the GCC and 1st in the UAE in Mediaquest's Top CEO Awards in 2017. He has spent the majority of his 35+ years in banking, in the Middle East. This included senior positions in Barclays Bank Plc's Corporate Banking and Middle East Group divisions and a stint as Managing Director, Gulf, of Barclays Capital. Vince served as the General Manager, Corporate Banking and Capital Markets of Qatar National Bank from 2003 to 2007. Prior to his current appointment, he was Chief Executive Officer of The Islamic Bank of Asia, a joint venture between GCC investors and Singapore's DBS Bank, from 2007 to 2009.



IL&FS PRIME TERMINALS FZC (IPTF) is one the star performing Terminals in Fujairah in terms of operational excellence and customer satisfaction. IPTF was recently conferred with two International Awards, by Tank Storage, Rotterdam and Global Ports Forum, Singapore. With capacity of 773,484 cbm (Operational 333,484 cbm + Planned 440,000 cbm), 14 Nos. of operational tanks (6 black & 8 white), 3 utility (slope, fire water & diesel) & 18 Nos. of planned tanks, IPTF is capable of handling wide range of product portfolio covering Heavy Fuel Oil, Fuel Oil, Gasoline, Gas Oil/Diesel, Jet Fuel, Naptha, MTBE, Ethanol and other compatible products. The Terminal is located outside the Strait of Hormuz (approx. 70 nautical miles). It is 150 kms from Dubai and 2.2 kms from OT1 and OT2 at Port of Fujairah (POF). Its Strategic Advantages include its access to all POF berths from Berth 2 to 9 with 6 dedicated piggable lines (2 x 30", 2 x 24" & 2 x 16") connecting the terminal to both the Matrix Manifolds (MM1 & 2). IPTF's facilities are best suited for customized services like blending, heating, dozing, truck lorry loading/unloading, additivition, etc. The terminal meets the highest norms of safety features as per NFPA standards, being accredited to the latest Integrated Management System (IMS 2015) standards and also bestowed "Letter of Appreciation" from Civil Defence, Fujairah for its fire fighting and safety systems.

Saibal De **Director & CEO, IL&FS Maritime Infrastructure Company Limited**

Mr. Saibal De, a chemical engineer from IIT, Kharagpur and has completed courses in Infrastructure Development & Financing from IIM, Ahmedabad and Project Management course from IIM, Bangalore. He is a member of CII and FCI Infrastructure/ Ports Committee in India and Committee Member for amendment of Model Concession Agreement for Ports, as well as Task force on 'Blue Economy'. Mr. Saibal has over 30 years' experience in infrastructure development related work across India and overseas, incl. senior management role in maritime infrastructure development. Mr. De is heading IL&FS Maritime Infrastructure Company Limited and has been with IL&FS Group since 1998. Mr. Saibal is one of directors on IPTF Board as well. Mr. De always focuses on opportunities and the positives, not on problems. This is his winning mantra. Together with this, trust, mutual respect and appreciation for the team members paves way for a solid foundation of an organization that is vibrant and delivers! Saibal is recently conferred with the prestigious title by Global Ports Forum, Singapore as the "Port/Terminal CEO of the Year 2017".



Industry Partners



SOCAR AURORA Fujairah Terminal FZC is a joint venture between SOCAR, the State Oil Company of Azerbaijan Republic, AURORA Progress, the Swiss based commodity trading house, and the Government of Fujairah. The terminal has established an integrated management system (IMS) and is certified to international standards of ISO 9001, ISO 14001 and OHSAS 18001.

The terminal has a current capacity of 352,000 cubic metres, and a total planned capacity of more than 1.4 million cubic metres across 27 tanks. SOCAR AURORA Fujairah Terminal can handle crude oil, fuel oils, gasolines, naphthas and middle distillates (diesel, gasoil & jet kerosene) and is equipped with both tank-to-tank and in-line blending facilities. SOCAR AURORA is an independent terminal operator offering storage capacity to third parties. The Port of Fujairah has constructed a multi berth facility for the receipt and loading of oil tanker.

- 352,000 cubic metres operational
- Plan to expand to 1.4 million cubic metres across 27 tanks
- State-of-the-art engineering
- Independent storage facility
- Use of a multi-berth facility for discharge & loading
- Located in the strategic oil trading hub of Fujairah

Ammar Kutait **Chief Executive Officer, Aurora Progress SA.**

Mr Kutait started his career in commodity trading and oil and gas project development in Middle East & North Africa. He founded Aurora Progress SA, a Swiss group of companies involved in the trading, supply, storage and transportation of petroleum products, projects related to oil and gas infrastructure as well as aircraft management and aviation services in Europe, Middle East and Africa. He has extensive experience in commodity trading, corporate management and oil and gas engineering projects. Mr. Kutait has also been Chief Executive Officer of SOCAR Aurora Fujairah Terminal FZC since its foundation in 2009. He holds a Bachelor of Science in Industrial Engineering from the University of Texas.



GE is the world's Digital Industrial Company, transforming industry with software-defined machines and solutions that are connected, responsive and predictive. GE Power is a world leader in power generation with deep domain expertise to help customers deliver electricity from a wide spectrum of fuel sources. We are transforming the electricity industry with the digital power plant, the world's largest and most efficient gas turbine, full balance of plant, upgrade and service solutions as well as our data-leveraging software. Our innovative technologies and digital offerings help make power more affordable, reliable, accessible and sustainable. GE has been a partner in the Middle East, North Africa and Turkey for over 80 years, committed to the region's progress and prosperity, through its waves of change and growth. GE works with governments and customers to build capacities, train talent, provide the advanced technologies and co-create innovative solutions that will fuel the region's socio-economic growth.



NEW SILK ROAD CEO OF THE YEAR 2017 AWARDS



TRADING

Ibrahim Al-Buainain
President & CEO
Saudi Aramco Trading
Company



REFINING

Bakheet Al-Rashidi
President & CEO
Kuwait Petroleum
International (Q8)



STORAGE

Eelco Hoekstra
Chairman & CEO
Royal Vopak



PORTS

Capt. Mousa Morad
General Manager
Port of Fujairah





Breakfast Briefings



1. U.S Energy Policy: The First 250 Days of Trump's Energy Policy: U.S. Energy Policies and Impact on Global Oil Markets

Alan Eyre
 Director, Office of Middle East and Asia Bureau of Energy Resources, U.S. Department of State

Since 2016 Mr. Eyre has been the Director of the Office of Middle East and Asia for the State Department's Bureau of Energy Resources. In this role he directs U.S. energy diplomacy to ensure energy resources are used to promote global economic growth and stability and strengthen U.S. national security. Mr. Eyre, a career member of the Senior Foreign Service, joined the State Department in 1998. He has served overseas in Nigeria, Syria, Azerbaijan, U.A.E. (twice) and the United Kingdom. In addition to energy issues, much of Mr. Eyre's major professional focus has been on the Middle East. He is a fluent Persian linguist, is considered one of the U.S. Government's foremost experts on Iran, and from 2010 to 2015 was a member of the U.S. Government team that helped negotiate the July 2015 nuclear agreement with Iran. He received a B.A. from Dartmouth College. Mr. Eyre speaks Persian-Farsi, Persian-Dari, Azeri and some Arabic.



2. China: The One Belt One Road Initiative and the Potential for the Middle East Energy Sector

Victor Gao
 Chairman, China Energy Security Institute

Victor Zhikai Gao is Chairman of China Energy Security Institute and Vice Chairman of China Beidou Industrial Promotion Organization. He is also an advisor and board member of a number of major corporations in China and abroad. Victor Gao formerly worked for the Chinese Ministry of Foreign Affairs and was an English Interpreter for Deng Xiaoping and other Chinese leaders in the 1980s. His previous work experience includes senior positions with Morgan Stanley, CICC, Daiwa Securities, Henderson Group of Hong Kong, PCCW of Hong Kong, and CNOOC. Mr. Gao was also the first Secretary General of the China Private Equity Association. Victor Gao holds a J.D. from Yale Law School, an M.A. in Political Science from the Graduate School of Yale University, a M.A. in English Literature from Beijing University of Foreign Studies, and a B.A. in English Literature from Suzhou University. Victor Gao is licensed as an attorney-at-law in the State of New York.



Gulf Intelligence

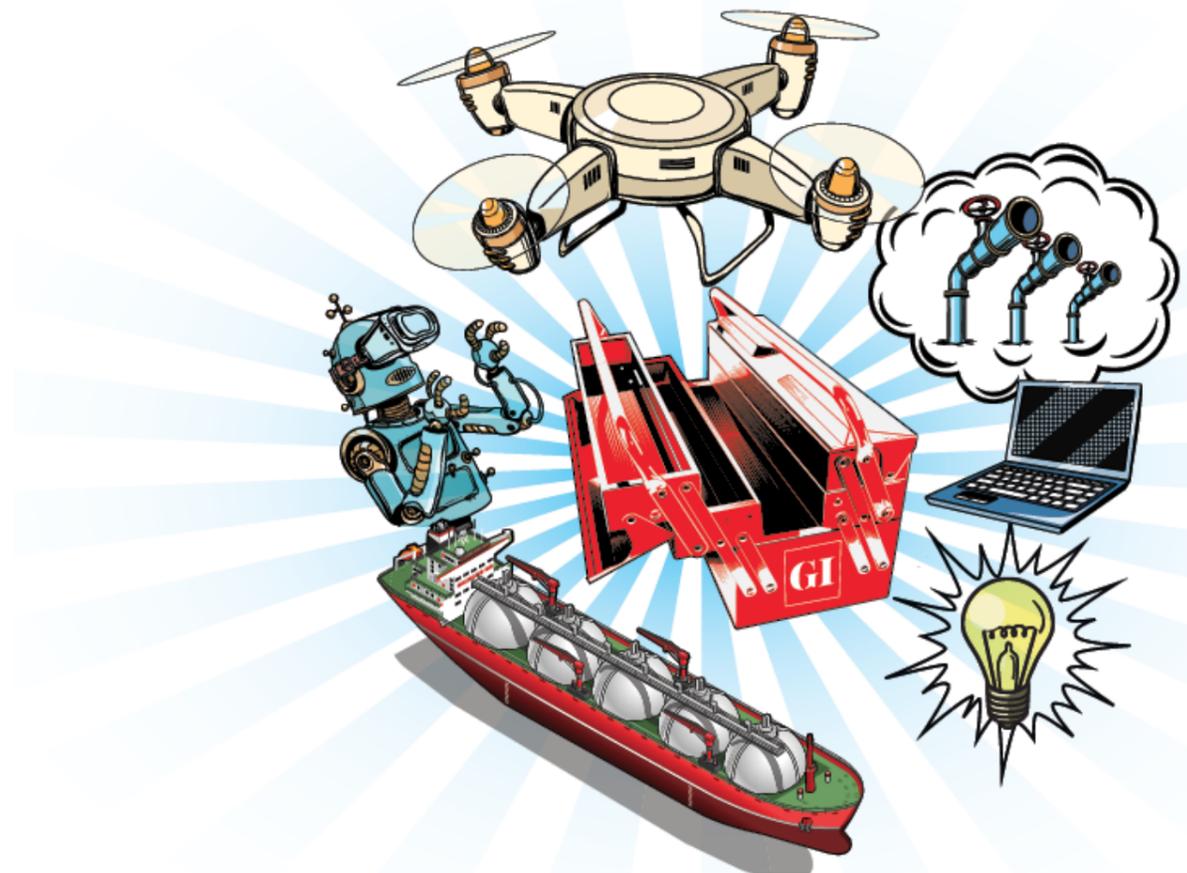
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DEBATE SESSION

MOTION:

“India Will Overtake China as the New Partner of Choice for the Middle East Energy Sector?”



FOR THE MOTION



Rakesh Mehra
 Strategic Advisor, Gulf Petrochem

Prior to being appointed at Gulf Petrochem Group, he held a number of executive positions most notably as Executive Director at Bharat Petroleum Corporation Ltd, a state owned oil company in India and a Fortune 500 company. He also served as a board member of Matrix Bharat, a joint venture of Bharat Petroleum and Matrix Marine of Germany. In his previous role, Rakesh Mehra oversaw the import of roughly 28m tonnes of crude oil for Bharat Petroleum’s group of refineries. This also included export of all petroleum products, commodity hedging across international markets and independent shipping chartering. With over 35 years experience in the oil industry encompassing refinery operations, marketing, inbound and outbound logistics, bio-fuels, international trading and commodity risk management, Mehra will oversee Gulf Petrochem Group’s strategic expansion plans while improving profitability along with the group’s global brand.



David Worrall
 Independent Energy Consultant

David Worrall is a Petroleum Engineer with over 25 years of technical and management experience including particular knowledge of the Middle East oil and gas industry in the UAE, Qatar, Iran, Iraq & Yemen where he has advised commercial and government entities on energy industry issues. In 2003 he was pivotal in developing Dubai’s energy management strategy by redesigning the Margham gas field into the regions only gas storage facility to combine with their LNG imports and he is currently assisting SNOOC in a similar project to enhance energy supplies and security to the Northern Emirates. He is currently involved in a number of energy related ventures including upstream and downstream oil and gas, LNG supply and Energy from Waste.

CHAIRMAN



Dr. Marat Terterov
 Principal Coordinator of the Knowledge Centre, International Energy Charter

Dr Marat Terterov is the head of an internal unit at the Energy Charter Secretariat: the Knowledge Centre. The Energy Charter is an international energy security organisation created during the early 1990s for the purpose of promoting trade and investment in the energy sectors of some 50 countries in Eurasia. Based on the legally binding Energy Charter Treaty of 1994, today the Energy Charter strives to become an organisation with a more global reach, predominantly working to promote and protect energy investments in the territories of its member states and beyond. Dr Terterov’s work at the Secretariat is predominantly educational in nature, where he works steadfastly to inform and educate all relevant stakeholders about the core mission and principles of the Energy Charter and its role in global energy security. Dr Terterov received his education in Australia, the United States and the United Kingdom, and holds a D.Phil. (PhD) in Middle Eastern politics from St. Antony’s College, Oxford University (obtained in 2002). He has well over 20 years professional experience working with Russia, the former-Soviet Union and the Middle East in the domains of energy, investment, business development, security, geopolitics and government relations. He has written widely on the target region and is a frequent contributor to international conferences, roundtables and other public meetings. He speaks English and Russian fluently, while also being conversational in Egyptian Arabic and having very basic knowledge of French.

AGAINST THE MOTION



Irina Heaver
 Partner, Fichte & Co

Irina is Partner and Head of Commercial at Fichte & Co. With over 14 years of experience, she specialises in the broad spectrum of commercial and corporate work including M&A, disposals, corporate restructurings and governance issues, as well as complex joint ventures and strategic alliances. Having spent over 12 years in-house in senior legal roles with multinationals in oil & gas, construction and maritime industries, Irina has developed a thorough expertise in the heavy industrial sector, such as energy, oil & gas, EPC and engineering, capital projects and infrastructure enterprises. Over the last 5 years, Irina started focusing on the emerging technology being introduced or developed alongside the traditional business models. She regularly advises in relation to all aspects of emerging businesses, including regulatory framework, intellectual property rights, funding matters, as well as general matters relating to contractual arrangements. Irina is an Australian qualified lawyer and holds Juris Doctor and Master of Laws degrees from Monash University.



Victor Gao
 Chairman, China Energy Security Institute

Victor Zhikai Gao is Chairman of China Energy Security Institute and Vice Chairman of China Beidou Industrial Promotion Organization. He is also an advisor and board member of a number of major corporations in China and abroad. Victor Gao formerly worked for the Chinese Ministry of Foreign Affairs and was an English Interpreter for Deng Xiaoping and other Chinese leaders in the 1980s. His previous work experience includes senior positions with Morgan Stanley, CICC, Daiwa Securities, Henderson Group of Hong Kong, PCCW of Hong Kong, and CNOOC. Mr. Gao was also the first Secretary General of the China Private Equity Association. Victor Gao holds a J.D. from Yale Law School, an M.A. in Political Science from the Graduate School of Yale University, a M.A. in English Literature from Beijing University of Foreign Studies, and a B.A. in English Literature from Suzhou University. Victor Gao is licensed as an attorney-at-law in the State of New York.



INDUSTRY ROUNDTABLE – C1

HOSTED BY:

Port of Fujairah



PORT OF FUJAIRAH BEYOND 2025: Strategies to Counter Flourishing Competition Along the New Silk Road?

What is the key ingredient of an energy and trading hub's ability to become a global hub? Location, location, location. Lying 70 nautical miles south of the Strait of Hormuz, the Port of Fujairah has certainly ticked that box. The US Energy Information Administration (EIA) estimates that 18.5 million barrels of oil per day passed through the Strait last year, which at around one fifth of global oil supplies makes it the world's most important oil transit chokepoint. But location is just one ingredient. **How can the port guarantee its alpha position amidst an ambitious pack of ports in the Gulf and beyond?**

HOST



Dr. Salem Abdo Khalil
Technical Advisor, Government of Fujairah

Dr Salem Abdo Khalil graduated from Egypt and awarded the Post Graduation from Reading University, UK. In his capacity as Technical Advisor of the Government of Fujairah, Dr. Salem Khalil is a Committee Member of Fujairah Oil Industry Zone (FOIZ), Member of the Executive Committee of Port of Fujairah, Board Member of Fujairah Refinery Company Limited; VTTI Fujairah Terminal Ltd; VTTI Emirates Companies; IPTF Terminal; Fujairah Insurance Company. He is also Secretary of the Board of National Bank of Fujairah, Board Member of Fujairah Transport Corporation, Member of the Board of Fujairah Natural Resources Corporation, Board Member of Fujairah Education Council & Honourable Member of Fujairah Welfare Association.



FEATURED SPEAKERS



Zahid Muzaffar
Advisor to the Minister of Petroleum & Chairman, Oil and Gas Development Co. Ltd, Pakistan

Zahid Muzaffar is Chairman of the Board of the Oil and Gas Development Company (OGDCL) Pakistan, Advisor to the Ministry of Petroleum and Natural Resources and an Executive Committee Member of the Prime Minister's Office Board of Investment in Pakistan. With over 36 years of experience in upstream and downstream operations he has served on the Board of the London and Scottish Marine Oil plc Pakistan and Libyan Emirates Oil Refinery Company among others. He headed the acquisition of LANUF Refinery in Libya and played a seminal role in the JV consortium between Spanish and Turkish energy companies for a cross country border pipeline, and in setting up an LNG terminal in Turkey. Zahid holds a Bachelor's Degree in Economics from the University of Punjab, Pakistan and has attended the College of Petroleum Studies, St. Catherine's College, Wentworth Consultants in U.K., Edwin H. Cox School of Business at Southern Methodist University, U.S.A. and IMD "High Performance Boards" Seminar in Switzerland.



Andrew Laven
Managing Director, Bomin Oil DMCC

Andy has worked in the oil industry for over 30 years and is the Managing Director for Bomin Oil DMCC and Bomin (Mauritius) Ltd. He joined Bomin in 2015 and covers a key growth region, the Middle East and Africa for both Bomin & Mabanaf. Having been present in the market for 40 years, Bomin is one of the top ten bunker companies worldwide and supplies bunkers and lubricants through its global network of relationships and physical positions. Mabanaf is the trading arm of Marquard & Bahls its parent company based in Hamburg, Germany. Based in Dubai for over 11 years, initially as VP for BP's Middle East trading business Andy was responsible for key internal and external relationships, business origination and trading activities for the region. He has been involved across the oil business in the upstream as well as trading.



Robin Mills
Chief Executive Officer, Qamar Energy

Robin Mills established Qamar Energy in 2015 to meet the need for regionally-based Middle East energy insight and project delivery. He is an expert on energy strategy and economics, described by Foreign Policy Magazine as "one of the energy world's great minds" Prior to this, he led major consulting assignments for the EU in Iraq, and for a variety of international oil companies on Middle East business development, integrated gas and power generation and renewable energy. Robin worked for a decade for Shell, concentrating on new business development in the UAE, Qatar, Iraq, Iran and other Middle Eastern countries. He subsequently worked for six years with Dubai Holding and the Emirates National Oil Company (ENOC), where he advanced business development efforts in the Middle East energy sector. He is the author of two books, The Myth of the Oil Crisis, and Capturing Carbon, the first comprehensive overview of carbon capture and storage for the non-specialist. He holds a first-class degree in Geology from the University of Cambridge, and speaks Arabic, Farsi, Dutch and Norwegian.

MODERATOR



Dyala Sabbagh
Partner & COO, Gulf Intelligence

Dyala is a founding partner of Gulf Intelligence. Formerly Mideast Bureau Chief for Dow Jones Newswires and an international broadcast journalist who has presented the BBC and CNBC signature Middle East business programs, Dyala is a much sought after Moderator and Master of Ceremonies for government, corporate and charity events across the region, that have included special guests U.S. President Bill Clinton, Queen Rania of Jordan and Sir Bob Geldof. During her print and broadcast career, Dyala has interviewed a cross-section of business and political leaders. Dyala started her career in banking with CSFB, and moved onto media. She has a BSc. in Economics and History from the University of London and an MA in Arab Studies from the School of Foreign Service, Georgetown University, Washington D.C.



INDUSTRY ROUNDTABLE – C2

HOSTED BY:

S&P Global
Platts

PETROCHEMICALS: What are the Top 5 Strategies for the Gulf to Align with Asia's Competitive Appetite?

The GCC – one of Asia's largest suppliers of petrochemicals – is undergoing a significant transformation with its plans for economic restructuring amidst the backdrop of the new reality of lower oil prices. It is having to contend with an increasingly self-sufficient Asia and aggressive USA with its growing production capacity of ethylene and polymers. On the one hand, China is heavily focusing on securing maritime lanes of demand and supply – in line with its One Belt, One Road Initiative, but it is also ramping up its domestic petrochemical infrastructure to lessen its dependence on the Gulf. **With China and India leading the emerging economies' future global demand for ethylene-based products, it is critical for the Gulf to align with Asia's ambitions and expansion. What should its next moves be?**

FEATURED SPEAKERS



H.E. Dr. Sun Xiansheng
Secretary General, International Energy Forum

Dr Sun Xiansheng took up post as IEF Secretary General on 1 August 2016. Prior to his election Dr Sun was the President of China National Petroleum Corporation's (CNPC) Economics and Technology Research Institute (ETRI) where he lead a team of over 370 staff members. Reporting to the Chinese leadership on energy policy decision making, including energy security strategies, "3E" (Energy, Environment, Economy) program development, low-carbon energy mix optimization, "three steps" of Chinese gas pricing reforms, and international energy cooperation. Dr Sun was deeply involved in the Chinese energy five-year planning process and many other major policies. Dr Sun also served as chief editor of ETRI's "Oil & Gas Industry Development Report" and the first "China Energy Data & Statistics" reports. With more than 30 years of experience in the oil & gas industry, Dr Sun has accumulated practical industry experience in oil & gas production, trading and pipeline construction. In previous roles he has served as Director of the Legal & Contract Department of CNPC International Cooperation Bureau, Vice President of CNODC (China National Exploration and Development Company), Chairman of JOC and President of Greater Nile Petroleum Operating Company CNPC and also President of PetroDar company (during which the company found and developed Phalouge Oilfield, one of the largest oilfields in South Sudan). As Chairman of Saining Corporation CNPC, Dr Sun was in charge of CNPC petroleum trading in London. Dr Sun also served as Chairman of the CNPC subsidiary companies in Azerbaijan and Uzbekistan, and as Chairman and Chief Negotiator of China Kazakhstan Oil Pipeline Co. Moreover, as a representative of the Chinese government, Dr Sun participated in the dialogue with OPEC and worked as chief coordinator in setting and revising production sharing contracts both for crude oil and unconventional gas for CNPC, and participated in three bidding rounds for CNPC onshore blocks. Dr Sun holds an LLM and Ph.D from the Centre for Energy, Petroleum and Mineral Law and Policy (CEPMLP), University of Dundee, UK.

HOST



Hetain Mistry
Managing Analyst – Platts Petrochemical Analytics, S&P Global Platts

Hetain manages Platts' petrochemical analytics team. He is responsible for the Global market analysis and weekly, monthly and quarterly polyolefins and aromatics publications. Hetain has close to 15 years' experience within the oil and petrochemical consulting and analytics industry, working on various multi-client and single client market studies across refinery and various petrochemical value chains. Prior to Platts, Hetain worked within consulting and market advisory for oil, gas and petrochemicals.



Ernest Rubondo
Executive Director, Petroleum Authority of Uganda

Mr. Rubondo is the Executive Director of the Petroleum Authority of Uganda. He was Commissioner for Uganda's Petroleum Exploration and Production Department (PEPD) between 2008 – 2014 and Director for Petroleum in the Ministry of Energy and Mineral Development between 2015–2016. He was appointed to lead Uganda's newly created Petroleum Authority of Uganda in September 2016. He chaired the working group, which coordinated the formulation of a draft National Oil and Gas Policy for Uganda, which was approved in 2008. He was also a key participant in the formulation of Uganda's new petroleum laws, which were passed in 2013. A member of the American Association of Petroleum Geologist (AAPG), the Society of Petroleum Engineers (SPE) and the Geological Society of Uganda. He is a recipient of the Global Pacific Award for Distinguished Contribution to the African Oil and Gas Industry, 2007. Mr. Rubondo completed an MSc in Petroleum Reservoir Geology at the Imperial College of Science, Technology and Medicine in London in 1990.

MODERATOR



Gaurav Sharma
Oil Analyst & Business Editor, IBTimes UK

Gaurav Sharma is a London, UK-based oil market analyst and news editor. At present, he officiates as the business editor of International Business Times UK and writes regularly for Forbes alongside his industry blog 'Oilholics Synonymous'. Gaurav is also a regular and lively commentator on oil markets at industry forums, academic events, trading portals, OPEC conference streams, and for broadcasting outlets including CNBC, BBC, TRT World and CGTN. He has reported from Asia, Europe, Middle East and the Americas for over 15 years, with a specialisation in macroeconomics and commodities. Over the last decade, Gaurav has also interviewed several leading figures from the world of international finance, business, law and politics. While the oil futures market remains Gaurav's core area of interest, as a supply-side analyst he is equally intrigued by the physical crude market. He has also extensively covered oil and gas project finance, emerging industry technologies and process efficiencies in the past.





INDUSTRY ROUNDTABLE – C3

HOSTED BY:



IMO'S LOW-SULPHUR DEADLINE: Strategies to Ready the Gulf's Refiners by 2020?

In October 2016, the IMO set sulphur limits for bunker fuels worldwide to be reduced from 3.5% to 0.5% by 2020. It concluded that the refining sector would be able to produce sufficient 0.5% sulphur product to meet the industry's needs but the move forces a major shakeup in the blend stocks used for bunker fuel by refiners. An estimated 3mn b/d of high sulphur residual fuel oil will be replaced by marine gas oil and various blends of gasoil/residual fuel. **Refiners do have options at their disposal to meet the IMO 2020 low-sulphur fuel oil requirement but what are the key strategies they should focus on to achieve compliance?**



HOST



Paul Himsworth
Managing Director, Vitol Dubai Limited

Paul Himsworth is Managing Director of Vitol Dubai having transferred from Ghana in 2015 where he was responsible for both Upstream and Downstream commercial activities. He has over 30 years' experience in the oil business. He joined Vitol in 2010 to manage their business in Ghana, based in Accra. Prior to joining Vitol he worked for ConocoPhillips for over 26 years initially in their UK commercial division before moving to the crude oil trading group. After a number of years trading North Sea, Mediterranean and Dubai crude oil he was transferred to Houston to manage US Gulf Coast, South America and domestic crude trading and supply. He returned to London in 2002 to manage the crude oil trading desk and worked closely with Upstream to develop both the operational and marketing strategies for new discoveries in Russia, Caspian and Africa.

FEATURED SPEAKERS



Emad Abdulkarim Al-Abd Al-Karim
Deputy Managing Director, Marketing Operations, Kuwait Petroleum Corporation

Mr. Alabdulkarim has been working for KPC International Marketing for 31 years: 18 years in the Supply Operations Department; 4 years in the Planning Department; 5 years in the Sales Department; 4 years in an Executive role as Deputy Managing Director for Sales, and currently looking after Marketing Operations. He is a Board member at KPC Holdings (Aruba) and in KPC Finance (Aruba). Mr. Alabdulkarim holds a B.C. Chemical Engineering (Kuwait University - 1986)



Ghassan Alakwaa
Energy Analyst, APICORP

Mr. Alakwaa is an Energy Analyst in the newly founded Energy Research Department at the Arab Petroleum Investment Corporation (APICORP). His areas of research include MENA geopolitics, trade strategies, renewable energy, energy policies and the refining sector. Prior to joining APICORP, he spent two years in Saudi Aramco's Corporate Planning as a policy analyst. Mr. Alakwaa holds a Master's degree in International Energy Studies from SciencesPo Paris and a Bachelor degree in Business Economics from York University.

MODERATOR



Oliver Klaus
Dubai Bureau Chief, Energy Intelligence

Oliver Klaus is a media professional with more than 15 years of experience in business journalism and communication. He is presently the Dubai Bureau Chief for Energy Intelligence, an independent provider of objective insight, unbiased analysis and reliable data for the energy industry for over 60 years. He was previously an associate editor with strategic consultancy Gulf Intelligence and prior to that the head of media relations in the Middle East at Germany's Siemens, where he managed the engineering and electronic giant's press work across the 16-country-spanning Siemens Middle East region. Before joining Siemens, Oliver worked as acting managing editor and assistant managing editor for the Middle East at the Dow Jones Newswires bureau in Dubai, managing a regional team of journalists and correspondents. He also worked as Dubai-based energy correspondent for Dow Jones Newswires, covering OPEC as well as regional energy affairs. Oliver started his career with the esteemed Middle East Economic Digest (MEED) in 2000 in London, where he held the roles of staff writer, Gulf correspondent and news editor. Oliver was educated at London's School of Oriental & African Studies (SOAS), the University of Alexandria in Egypt and Germany's University of Cologne (Köln).



INDUSTRY ROUNDTABLE – C4

HOSTED BY:



OIL STORAGE: Whats The Impact of Lower-for-longer Oil prices & Changing Demand Flows?

The increased oil production from the US, OPEC not cutting enough production and motorists around the world not driving enough have all caused crude and gasoline inventories to plateau and cause the price of oil to sink further. In a low oil price era, many view storage flexibility as key. The increase in floating storage can be seen as a clear reflection of traders acting within a depressed market. Although inventories had declined in Q1 and early Q2, they shot up due to the OPEC production cut. The low oil price has led to the sharp fall in the cost of crude for delivery in the near future and provides an enhanced incentive to buy and store excess oil which has helped the market carry a higher level of storage inventories. **The question then begs will the current storage capacity be able to reach the next phase of world demand?**



HOST



Bora Bariman
Head of Energy & Marine, National Bank of Fujairah

Bora Bariman is Segment Head responsible for National Bank of Fujairah's Energy & Marine sector coverage – focused on arranging finance for energy infrastructure, oil trading and bunkering, energy-related marine assets. Previously he was an oil and gas banker in London with Lloyds Bank and Bank of Scotland - active in arranging project finance, reserve based lending, and structured commodity finance. He started his career in finance with natural gas production and distribution companies in the US. Mr. Bariman received a Master of Public Policy degree from Harvard University's Kennedy School of Government where his work focused on development and regulation of large scale infrastructure.

FEATURED SPEAKERS



Dave Ernsberger
Global Head of Energy, S&P Global Platts

Dave Ernsberger is Global Head of Energy Pricing and Co-Head of Content for S&P Global Platts, a division of S&P Global and the leading global provider of information and benchmarks for the energy and commodity markets. Based in London, Dave assumed overall responsibility for Platts Western hemisphere energy news and pricing across oil, generating fuels and petrochemicals in November 2016 and is a member of the Platts Executive Committee. Prior to this role, Dave was Global Head of Oil Content, responsible for Platts news, pricing and analytics for two years. Before relocating to London in 2010, Dave was Senior Editorial Director for Asia, managing Platts' editorial and analytical groups in Singapore, Japan, Australia, the Philippines, and China. Dave joined Platts in 1996 as a metals reporter, and, in 1999, took on responsibility for Platts new European power start-up ventures as editor-in-chief, launching coverage of the deregulating electricity and natural gas markets in the European Union. Dave relocated to Houston in 2001 as bureau chief, before moving to Singapore in November 2003. Dave holds a bachelor's degree in philosophy and politics from Warwick University, and a master's degree in international relations from Southampton University, England.



Dick Richelle
President, Vopak Asia

Dick Richelle is President of Vopak Asia effective July 2016. Based in Singapore, Mr. Richelle brings with him over 20 years of experience in storage business with Vopak. In his current role, Mr. Richelle heads the Asia region for Vopak which stretches from India to South Korea to Australia, across eight countries excluding China. In 2009, Mr. Richelle became President for Vopak North America which later merged with Vopak Latin America into Vopak Americas in 2013. Mr. Richelle began his professional career in 1995 at one of the predecessors of Vopak. He has held several management roles during his tenure including in Brazil, Mexico and in the Netherlands, with the last role as the Managing Director for Vopak Oil Rotterdam. Mr. Richelle holds a degree in Business Economics from Erasmus University, Rotterdam.

MODERATOR



Paul Young
Head of Energy Products, Dubai Mercantile Exchange

Paul joined the Dubai Mercantile Exchange in February 2013 as the Head of Energy Products, bringing his extensive knowledge and experience amassed from over 20 years covering energy markets. Prior to the DME Paul spent his career at Platts and Dow Jones/Telerate, rising to a number of senior positions that included London, Dubai and Singapore.



INDUSTRY ROUNDTABLE – D1

CIRCULAR ECONOMY: Why should the Energy Markets Care?

Circular economy seeks to replace today's linear, 'take-make-dispose' approach to resources. Whereas previously, materials are made into products, products are used and then thrown out, circular economy seeks to ensure materials are constantly cycled back through the value chain for re-use; resulting in less resource and energy consumption. **Change within the energy sector is still lagging - It is time for the industry with one of the world's highest rates of emission to catch up.**

FEATURED SPEAKERS



Ivano Ianelli
Chief Executive Officer, Dubai Carbon

Ivano is currently managing Dubai Carbon Centre of Excellence, the Dubai-based environmental economics think-tank in partnership with United Nations and World Bank. He has 20 years of experience in development economics of which half in the region. He currently oversees the UAE's green house gases inventory and strategies for numerous government entities and industries, including private sector companies. Ivano has special expertise in: CO₂ abatement strategies, management processes, monitoring and reporting; Development economics modelling, at micro and macro level; Environmental Finance, investment, funds, and funding mechanism; UAE specific knowledge of energy and CO₂. He holds an MBA from Coventry (UK), a Master degree in Development Economics from University of Western cape (South Africa). He is also lecturer at various universities in the field of Sustainability and Carbon Emission Management, as well as a Board Member of the International Project Management Association (IPMA) and in the Green Project Management Association.



Edward Bell
Director, Commodities Research, Emirates NBD

Edward Bell leads Emirates NBD's analysis of global commodity markets with a particular focus on the critical commodities for the economies of the UAE and wider Middle East. Edward is responsible for the bank's view on markets, including price forecasting, supply and demand and industry trends. Prior to joining Emirates NBD, Edward served as senior commodities analyst—covering energy, metals and agricultural markets—and as a Middle East economist for a leading independent economics consultancy in both Hong Kong and London. He is a regular speaker at energy events in the region and frequently sought out for commentary on market developments. Edward holds a Master's Degree from the School of Oriental and African Studies in London, a Bachelor's Degree from the University of Toronto and the IMC awarded by the CFA Society of the UK.

MODERATOR



LeAnne Graves
Energy Reporter, The National

LeAnne Graves is the energy correspondent for The National's business desk, a daily English-language newspaper based out of the UAE. She has been in the region covering energy for a decade from oil and gas to renewable energy. Prior to moving to Abu Dhabi, LeAnne was based in Cairo for seven years where she reported on the energy sector throughout the African continent with Petroleum Africa and Alternative Energy Africa magazines. LeAnne is originally from Mississippi where she graduated from the University of Southern Mississippi with a degree in broadcast journalism in 2004.

MODERATOR SESSION A INTERACTIVE SURVEY



Matt Stanley
Fuel Oil Broker, Freight Investor Services (FIS)

Matt leads the oil broking team in the Freight Investor Services office in Dubai. He works closely with clients providing advice and support on managing their requirements, travelling frequently to Singapore working from the local FIS office. Matt joined FIS 2014 from Alpine Energy Trading after roles in London for Nigerian energy company Oando plc and in Switzerland and Singapore for energy trading house Trafigura. Most recently, Matt was instrumental in supporting the launch of the AG fuel oil derivative contract with the Dubai Mercantile Exchange. Matt is a regular published commentator on the oil markets, drawing on his background of more than 16 years' experience in the oil industry.

INDUSTRY ROUNDTABLE – D2

THE 4TH INDUSTRIAL REVOLUTION: What are the Future 5 Disruptive Downstream Technologies that the Energy Industry Needs to Take Note of?

Disruptive technologies are forcing their way into the downstream Industry: **drones, advanced commodities mapping, blockchain and VR & AR are just a few examples, but with these new technologies evolving on a daily basis, which should the downstream oil industry really focus on?**

FEATURED SPEAKERS



Salman Yusuf
Managing Director, TAKELEAP

Salman holds a Bachelor Degree in Visual Effects from the University of Wales. After working on various projects like VFX for movies, gaming and shooting video advertisements, he moved to Dubai in 2010. He always felt the future will be in Virtual and Augmented Reality so he couldn't resist his impulse for launching his own venture TAKELEAP. Starting with 2 employees in 2013, now his venture reaches more than 60 employees with 1000% growth. Being the best technology agency in the Middle East, he has won several awards from the Dubai and Abu Dhabi Governments including the "Most Innovative Technology Award" for Real Estate sales using VR. In the last 2 years, his work was also recognized by multinational brands like; Henkel, Samsung, MasterCard, Marvel Comics, for AR and VR experiences. He currently consults many Government entities in the region with adopting AR and VR within their businesses.



Irina Heaver
Partner, Fichte & Co

Irina is Partner and Head of Commercial at Fichte & Co. With over 14 years of experience, she specialises in the broad spectrum of commercial and corporate work including M&A, disposals, corporate restructurings and governance issues, as well as complex joint ventures and strategic alliances. Having spent over 12 years in-house in senior legal roles with multinationals in oil & gas, construction and maritime industries, Irina has developed a thorough expertise in the heavy industrial sector, such as energy, oil & gas, EPC and engineering, capital projects and infrastructure enterprises. Over the last 5 years, Irina started focusing on the emerging technology being introduced or developed alongside the traditional business models. She regularly advises in relation to all aspects of emerging businesses, including regulatory framework, intellectual property rights, funding matters, as well as general matters relating to contractual arrangements. Irina is an Australian qualified lawyer and holds Juris Doctor and Master of Laws degrees from Monash University.



Rabih Bou Rashid
Chief Executive Officer, Falcon Eye Drones

Rabih is an entrepreneur with a passion for technology. He started Falcon Eye Drones over three years ago in the UAE, making it the first company of its kind in the Middle East to provide drone services to Oil and Gas and Infrastructure companies. Rabih is very knowledgeable on drone rules and regulations in the UAE and is a vocal part of the community for the betterment of these regulations. Rabih is completely convinced that soon drones will be as much part of our daily lives as the phone is today, being used for everything, from doing our groceries to taking our kids to school.

MODERATOR



Gaurav Sharma
Oil Analyst & Business Editor, IBTimes UK

Gaurav Sharma is a London, UK-based oil market analyst and news editor. At present, he officiates as the business editor of International Business Times UK and writes regularly for Forbes alongside his industry blog 'Oilholics Synonymous'. Gaurav is also a regular and lively commentator on oil markets at industry forums, academic events, trading portals, OPEC conference streams, and for broadcasting outlets including CNBC, BBC, TRT World and CGTN. He has reported from Asia, Europe, Middle East and the Americas for over 15 years, with a specialisation in macroeconomics and commodities. Over the last decade, Gaurav has also interviewed several leading figures from the world of international finance, business, law and politics. While the oil futures market remains Gaurav's core area of interest, as a supply-side analyst he is equally intrigued by the physical crude market. He has also extensively covered oil and gas project finance, emerging industry technologies and process efficiencies in the past.

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