

# **GI Publishing Energy Markets Series** PROFILE 2024



#### SOCIAL MEDIA PUBLISHING

## **DAILY ENERGY MARKETS PODCAST**

#### LIVE ON X, LINKEDIN & YOUTUBE

You lacksquareTube

The DAILY ENERGY MARKETS Live Video Podcast is an opportunity every morning for market actors to garner insights on the pressing issues impacting the energy markets each day, with particular focus on the supply-demand dynamics on the trading routes connecting the Middle East to Asia. The live-event hosts three expert speakers from around the world and has an audience capacity of 100.



### **80+ PODCAST COMMENTATORS**















Robin M CEO









CEO



Ali Al Riyami sultant & Former I eral of Marketing,



Mehmet Oğütçü roup CEO, Global Reso



Yesar Al-Maleki Gulf Analyst

Liz Bossley CEO









Marc Howson Head of Asia



Omar Najia Globa Head Deriva BB Enerry













Jamie Ingram Senior Editor

Brian Pieri Founding Member









Rachel Ziemba der, Ziemba Insi Adjunct Fellow



Yuriy Humber Founder, Japan NRG &







Nur Azlin Ahmad Editor, Crude Oil





David Rundell Former Chief of Mission, American Embassy in Riyadh & Author - Vision or Mirage, Saudi Arbia at the Coorsecot



Mukesh Sahdev SVP, Head of wnstream/Oil Tra



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CEO Atrix Global H









Dr. Charles Ellinas CEO, Cyprus Natural lydrocarbons Co. & Ser



























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#### SOCIAL MEDIA PUBLISHING

#### DAILY NEWS DIGEST

The GI Top 10 Daily News Digest is delivered to our stakeholders early each morning to provide insights and context on what's at stake and where energy markets may move through the trading day. Gulf Intelligence distributes the Daily Digest in an email to our network of 1,000 energy market actors across the Middle East and beyond. It is also posted on all our relevant social media channels, reaching a wider circle of 200,000+ viewers.



#### 60-SECOND VIDEO SOUNDBITES x 3 DAILY



#### DAILY MARKET COMMENTARY SOUNDINGS x 3 DAILY

The Industry Soundings deliver key messages from each speaker on thedaily podcast -- with a limited number of words that deliver concise and understandable insights. Gulf Intelligence publishes these short-form opinion editorials on Linkedin and Twitter, where they reach over 500,000 viewers per month. The best in the series are published each week in the Fujairah Newsletter that reaches over 100,000 readers per month.



#### **"HALF-TIME TALK" PODCAST** WEEKLY FEATURE INTERVIEW SERIES

This HALF TIME TALK feature interview series is conducted weekly with energy market stakeholders from across the world, with the objective of securing a deeper understanding of specific trends affecting the international oil and gas markets. Gulf Intelligence distributes the weekly interview across multiple media platforms, including a video podcast posted on social media that reaches 100.000+ followers, and it is also published as the lead article in the weekly Fujairah New Silk Road Newsletter, which reaches 40,000 readers worldwide per week.

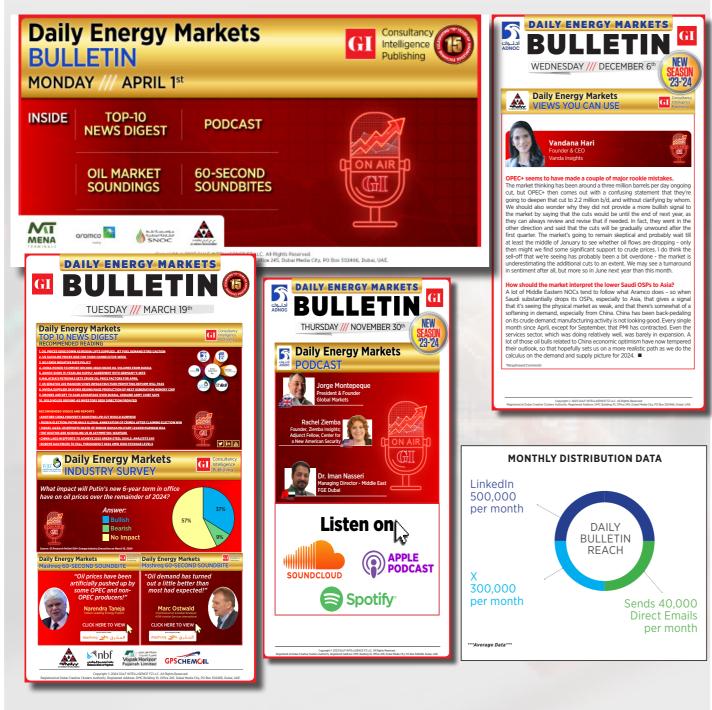


- Half-Time Talk Promo Flyer Infograph
- Half-Time Talk Video Podcast
- Feature Interview Top 3 Takeaways Flyer Infograph
- Daily Energy Markets Bulletin Direct Mail Distribution
- Fujairah Weekly Newsletter Front Page Interview



## **DAILY ENERGY MARKETS BULLETIN**

The DAILY ENERGY MARKETS BULLETIN provides a wrap-up of the Asia and Middle East trading day as markets prepare for the opening hours in Europe. The daily newsletter includes specialist oil market commentary, a Daily News Digest and a PODCAST of 'why it matters' insights and 'what's at stake' analysis from international experts located all over the world. Gulf Intelligence distributes the Bulletin in direct email to its network of 2,000+ market actors across the Middle East and beyond. It is also published on all our social media channels, reaching a wider circle of 2million+ viewers per month.



### **FUJAIRAH NEW SILK ROAD** WEEKLY NEWSLETTER

The Fujairah New Silk Road Weekly Newsletter emerged from the annual Gulf Intelligence Energy Markets Forum, now in its 11th year, and the commercial ecosystem that delivered the New Silk Road CEO of the Year Awards. The Newsletter, which now reaches some 40,000 readers per week, was created to keep Fujairah's international stakeholders across the downstream value-chain (Trading – Storage – Refining – Ports – Shipping) abreast of timely & relevant developments taking place in the emirate each week and across the world. The intelligence, data, and insights captured in the newsletter are shared to help businesses make better decisions as they seek to bolster connections across the New Silk Road energy trading corridor between the Middle East and Asia.





## EMAIL DISTRIBUTION

## **STAKEHOLDER PROFILES**

## **NOC SUBSCRIPTION SERVICE**

Gulf Intelligence will provide a full profile of all the Gulf National Oil Companies and associated Energy Ministries, with a complete organizational chart of the leadership and their biographies, with monthly updates to ensure they always reflect the current state of affairs.



## **GULF NOCS & ENERGY MINISTRIES PROFILE SERIES - SUBSCRIPTION**

Gulf Intelligence is a Strategic **Communications Consultancy & Publisher** engaged across the full value-chain of the Middle East Energy Sector, with an unparalleled last mile of connectivity in the region. We facilitate critical knowledge exchange and networking between National and International energy stakeholders tasked with leading the development of the physical energy markets East of Suez.







## ANNUAL LIVE EVENT

#### The 14<sup>th</sup> GLOBAL ENERGY OUTLOOK FORUM

The Global Energy Outlook Forum was founded 14 years ago in the UAE for the purpose of convening the country's leading energy stakeholders in Abu Dhabi at the start of each year to look into the crystal ball for an Outlook on the opportunities & challenges likely to face the oil and gas industry over the Year ahead. On the occasion of the 14th edition of the Forum, we are navigating the unique lessons learnt during the Covid-19 pandemic on how to produce a truly global event without leaving home. In the past, we would ask thought leaders from around the world to travel to the UAE to share their insights on site at NYU Abu Dhabi. But now, on Jan. 10th, we will leverage technology to travel virtually around the globe for an on-the-ground perspective of the critical issues shaping the Energy Outlook in 2024 and beyond.



### **Global Energy Outlook** Content Publishing



**Top 50 End Market Anal** A Message in a From Around the





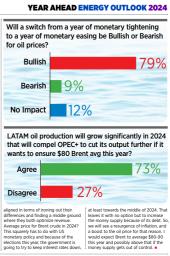
		to 7:30pm (UAE TIME)	
JAE TIME FORM	S&P Global Joins the IEA in Forecasting Peak	SPEAKERS Paul McConnell. Executive Director. Climate & Sustainability.	ZOOM LINK
	Oil Demand to Arrive as Early as 2030: What, Where, When & Why?	S&P Global Commodity Insights	http://tinyurl.com/s2t9xvht
	Can OPEC+ Rely on Chinese Oil Demand to Save the Day in 2024?	Victor Yang, Senior Analyst, JLC Network Technology	http://tinyurl.com/2snbfsd4
gy		Serena Huang, Head of APAC Analysis, Vortexa Clyde Russell, Asia Commodities & Energy Columnist, Reuters	
	What is the Appetite Across Asia for the Russian Oil Gift that Keeps on Giving in 2024?	Narendra Taneja, India's Leading Energy Expert Vandana Hari, Founder & CEO, Vanda Insiohts	http://tinyurl.com/5ztbztbv
		Osama Rizvi, Energy & Economic Analyst, Primary Vision Network	
StS	What is the Outlook for Asian LNG Demand to Reclaim its Global Supremacy in 2024?	Ylyong He, Founder and CEO, LNG Easy Yuriy Humber, Founder, Japan NRG & President, Yuri Group	http://tinyurl.com/3nhk65de
	to Reclaim its Global Supremacy in 2024?	Marc Howson, Head of Asia, Welligence Energy Analytics Peter McGuire, CEO, XM Australia	
ottle	What is the Outlook for Asian Energy Demand in 2024 as China's Economy Appears Stuck in the Doldrums?	Vibhuti Garg, Director - South Asia, IEEFA	http://tinyurl.com/6893kwy
ottie		Ram Narayanan, Director/ VP - Strategic Market & Business Development, Vedanta	
<b>orld</b>	What possible Risks are we Not seeing in 2024 for MENA Energy Exports as Old Foes try maintain New Rapproachments?	Laury Haytayan, MENA Director, NRG Institute	http://tinyurl.com/3dszspy6
Unu		Danial Rahmat, Senior Energy Security Consultant, Iran Kate Dourian, FEI, MEES Contributing Editor & Non-Resident	
	Why have OPEC+ Supply "Meetings" Gone from Lasting Minutes to Lasting Weeks What's at Stake in 2024 for Workd's Largest "Voluntary' Oil Exporting Group?	Fellow, AGSIW Yousef Alshammari, CEO & Head of Energy Research, CMarkits	http://tinyurl.com/93eyntcv
		&Senior Research Fellow, Imperial College London Amena Bakr, Chief OPEC Correspondent & Deputy Bureau Chief	
		Dubai, Energy Intelligence	
	"Think Global Act Local": The Gulf	Paul Hickin, Editor in Chief, Petroleum Economist Peter Zeilinger, SVP, Middle East and Africa, OMV	
	Economies & their National Energy Industries are Focused on Reversing this old North Star	Kieran Gallagher, Managing Director, Vitol Bahrain E.C. Robin Mills, CEO, Qamar Energy	http://tinyurl.com/yk4jmxnb
	- Outlook for 2024 and Beyond?	Simon Williams, Chief Economist – MENA, HSBC	
	What Impact will end of rate tightening cycle have on East-of-Suez Oil Storage Industry in 2024 and Beyond – Winners & Losers?	Michiel Gilsing, Member of Executive Board & CFO, VOPAK	http://tinyurl.com/23a8hc6a
	Sell in May and Go Away: Where does one Find certainty in the oil markets to Buy at all in 2024?	Dr. Amrita Sen, Co-Founder & Head of Research, Energy Aspects	http://tinyurl.com/ax9wcx3a
	Oil Markets Remained Relatively Immune to 2023 Black Swans: What are your Top	Christof Rühl, Senior Research Scholar, Center on	http://tinyurl.com/yeykswh8
	3 Trends / Events -Black or Grey- that will determine the direction of oil markets in	Global Energy Policy, Columbia University Mike Muller, Head of Asia, Vitol	
		Dr. Adi Imsirovic, Surrey Clean Energy & Senior Associate, CSIS	http://tinyurl.com/58szkvzz http://tinyurl.com/yc43bznb
	How are market fundamentals changing and what will meet the grade in 2024? How long will the EU's southern neighbours wat for Europe to make strategic energy infrastructure investment before they look elsewhere to develop their economies?	Nell Atkinson, Former Head of Oil Markets Division, International Energy Agency	
		Dr. Iman Nasseri, Managing Director - Middle East, FGE Dubai	
		Mehmet Öğütçü, Group CEO, Global Resources Partnership & Chairman, London Energy Club	
		Dr. Carole Nakhle, CEO, Crystol Energy Gulmira Rzayeva, Founder & Managing Director, Eurasia Analytics	
	What's at stake for energy markets in 2024 as Central Bankers and Markets misread	Ole Hansen, Head - Commodity Strategy, Saxo Bank Marc Ostwald, Chief Economist & Global Strategist, ADM Investor	
	the signals on the easing side of the Rates	Services International	http://tinyuri.com/4yaphtot
	mountain as they did on the tightening side? Outlook for US LNG in '24: Is Europe Swapping	Maleeha Bengali, Founder, MB Commodity Corner Martin Houston, Chairman & CEO	http://tinyurl.com/mvz5trja
	one Dependency for another?	Clay Seigle, Director of Oil Service, Rapidan Energy Group	
	What Impact will the US Oil Majors' Mega- Shale Mergers in 2023 have on Capex Spending to Reach Even Greater Record Output Levels in 2024?	Brian Pieri, Founding Member, Energy Rogue	http://binyurl.com/mr2nwca2
		Mike McGlone, Senior Macro Strategist, Bloomberg Intelligence James McCallum, CEO & Chairman, Xergy Group &	
		Professor of Energy, Strathclyde University	
	How do we overcome the main challenges facing the launch of voluntary carbon markets lack of standardization, integrity and transparency?	Michael Curran, Head of Carbon, VITOL	
	It's the Gasoline Price "Stupid": Biden, Energy	Rachel Ziemba, Founder, Ziemba Insights & Adjunct Fellow,	http://tinyurl.com/m6ez8z4
		Center for a New American Security Dr. Raad Alkadiri, Managing Director – Energy, Climate &	
	& Re-Election – What's at Stake?	Resources, Eurasia Group Dr. Karen Young, Senior Research Scholar, Center on Global	
		Energy Policy, Columbia University	
	Will the Real America Please Stand Up: US OII & LNG Output Hit Records in the Year of	Rob Barnett, Senior Global Energy and Commodity Analyst, Bloomberg Intelligence	http://tinyurl.com/4f2wr2y4
	the IRA & COP28 – What's Next for Green Washing'ton?	Bill Spindle, Senior Global Correspondent, Cipher News Richard Redoglia, CEO, Matrix Global Holdings	mappy unyurcomparizett294
		Aldo Flores-Quiroga, Former Deputy Secretary of Energy for	
OPM - 7:30PM Panel	LATAM Oil Supply: Will 2024 be the year that sees the Latino Golden Goose finally Return to its Natural Cruising Altitude?	Hydrocarbons, Mexico's Ministry of Energy & Senior Advisor, FTI Consulting	http://tinyurl.com/3j9w2xz5
		Carlos Garibaldi, Executive Secretary, Association of Oil, Gas & Renewable Energy Companies of LATAM & the Caribbean	
		Jose Chalhoub, LATAM Consultant, Azur Global Consulting	

den to its population per yard to two security yara. The world is resetting major way and its unstoppable. We expect Chinese demand to lead the weight Chinese demand to lead the security of the security of the tas is not being seen as the big iour or big driver of demand. Its momy has topped out and is htting the biffers. The entruminents by the momentum two tog they need to et and liberatilies to but it can have momentum to move alread. As for er parts of North Aska, papen is in doing any and Sauth Yotaes is look in the and Bendies its help honoreals. As the oil world, the focus now needs to on those countries in Asia, on Africa, on Middle East and on Latin America.

beginning of 2024? disc Eastem producers will continue to at the center of global supply. Other as, such as Guyana, will take many ris for new supply to come in, so that ric change the dial. Russia is drilling at for new oil, and despite sanctions, year had its highest rates, but it's also rking within OPEC- So, what OPEC dist do do is manage the seasonal acts for demand, and any geopolitaj nutions to things like shipping.

#### he Saudi- Russia alliance within EC+ secure?

val is focusing on price and Russia on oduction. The sanctions have had an pact in that the tendency for Russia is produce as much as it can. And if that mages price, it will cause friction with udi Arabia. But the two are overall





## ANNUAL LIVE EVENT

#### LONDON IEWEEK THE GI MIDDLE EAST ENERGY SUMMIT







## ANNUAL LIVE EVENT

#### THE 12<sup>th</sup> FUJAIRAH #EMFWEEK ENERGY MARKETS FORUM 2024

The Annual gathering in Fujairah convenes the senior executives, regulators and policy makers tasked with leading the Middle East's Trading, Storage, Marketing and Shipping of oil and gas across the East of Suez markets, to exchange knowledge and insights on relevant and timely trends impacting their industry.







Consultancy Intelligence Publishing

### ANNUAL PROJECT

#### THE ARAMCO TRADING AWARDS NEW SILK ROAD CEO OF THE YEAR 2024

The New Silk Road CEO of the Year Awards were conceived to celebrate the pioneering industry leaders who are spearheading the transformation of energy markets across this ancient trading route connecting Asia with the Middle East & Africa, which is literally changing the direction of international energy flows. Given that Fujairah has been an active participant across these oceans for 500 years, it is only fitting for this celebration of industry leaders to take place outside the Straits of Hormuz in one of the world's top 3 energy hubs. China's Belt Road Initiative is set to be the world's largest platform for economic cooperation, trade and financing collaboration. Reaching more than 60 countries across Asia to the Middle East, and 4.4 billion people with a combined GDP of \$21 trillion, the BRI is redrawing the global energy map through investment in new infrastructure that underpins the reemergence of ancient trading routes. The rise of the Arab world, China and India are part of the same story, once historic partners along the Old Silk Road. It isn't a coincidence that Arab traders have returned to Asia at the same time that China is leading an Asian wave of nations that are fast regaining their share of the global economy. Much of this economic reintegration from the Arabian Peninsula to the massive populations of Asia is built on a foundation of physical energy: Trading – Refining – Ports – Storage - Shipping.



#### Vision

#### Celebrate Excellence & Impact of Current Leaders



aramco 🖉

trading

Aramco Trading was established as Saudi Aramco's trading arm in 2011 under the approval of Saudi Aramco's Board of Directors. It established its headquarters in Al-Midra Tower in Dhahran, Saudi Arabia. The wholly owned subsidiary began operations in January 2012, focusing on the trading of refined products, blending components, bulk petrochemicals, and polyolefins. The company subsequently developed chartering operations, to expand the business and satisfy its customer needs by selling products delivered to its clients. In order to reach out to a wider customer base and capture trading opportunities, Aramco Trading leased storage and blending facilities in major trading hubs, customizing product specs to meet customer demand. The company continued to grow the business, adding Crude and LNG to the product portfolio, thereby increasing market outreach and trading volumes. It expanded its role from balancing Saudi Aramco's local system to the supply and trading integrator of Saudi Aramco's global downstream assets. Aramco Trading established global offices in Fujairah, London, and Singapore to support this integration model. With four offices currently operating worldwide, Aramco Trading has broader access to markets, a wider client base, a more talented and diversified workforce, and a more sophisticated and integrated global business model. Today, the company is recognized globally as a critical trading partner for refiners, shipping companies, financial institutions, end-users, and other product-trading companies.



#### Mission

#### Motivate & Inspire Next Generation of Industry Leaders

#### THE MENA TERMINALS AWARDS INTERNATIONAL ENERGY JOURNALISM 2024

The International Energy Journalism Awards (IEJA) were founded to celebrate excellence in reporting on the most important industry in the Middle East, if not the world. The IEJA recognize and honor professional journalists who are either based in the Middle East or cover the regional energy sector from afar, and who produced outstanding work covering the industry over the previous year – whether focused on OPEC or National and International Oil Companies (NOCs/ IOCs), the water, power and renewables sector, and new low-carbon energy fuels.





MENA Terminals Fujairah is an independently owned and operated storage terminal located within the Fujairah Oil Industry Zone at the Port of Fujairah. Established in 2012, the terminal has been effectively catering to the storage requirements of major trading houses, multinational corporations, and medium-sized traders. The terminal comprised of 14 tanks with a total capacity of 352,000 cbm, is capable of handling Class I, Class II, and Class III products ranging from light distillates like Gasoline all the way up to Middle and Heavy distillates like Gas Oils and Fuel Oils, respectively. Equipped with the state-of-the-art technologies, the terminal can accomplish operations such as vessels and bunker barges loading and discharge, pipeline transfers with other terminals, inter-tank transfers, additive blending, cargo heating, circulation, and truck loading services. MENA Terminals Fujairah is part of the Mercantile & Maritime Group, which specializes in oil and gas marketing & trading, shipping, logistics and consultancy services. The group offers a comprehensive range of services across the oil and gas value chain. MENA Terminals Fujairah has a sizable landbank with the potential to add more than 1 million cbm of new storage capacity to its existing infrastructure. Anticipated developments within the Port of Fujairah and region are expected to create substantial storage demand going forward.

