

Speaker Biographies for EIC Connect Event Programme

Plenary Session

A 10 year look ahead at the global oil & gas industry. What challenges do operators and contractors face and how do they impact on you? Where do they see the new opportunities? Which emerging markets should you be focusing on? Our esteemed panel of presenters will set the scene for the conference sessions and supply chain briefings that follow over the next two days.

Session Chair:



Neil Golding

Head of Oil & Gas

Neil heads up the Oil and Gas Team at The Energy Industries Council. The team's primary responsibility is researching, obtaining and analysing information relating to project intelligence and business opportunities in the global oil and gas market that are relevant to the UK supply chain, whilst also assessing global trends in the market. Neil has 15 years' experience of working for service and data providers in the Oil and Gas sector.

Keynote Speakers:



UK Trade & Investment (UKTI) is the Government Department helping UK-based companies succeed in the global economy. UKTI offers expertise and contacts through its UK and global networks, operating through British embassies and other diplomatic offices. We provide the tools that companies need to be competitive on the world stage.

Lord Livingston

UK Minister for Trade & Investment

Lord Livingston will provide an update following the Wood Review and deliver key messages for UK Companies.

Biography:

Lord Livingston, was appointed Minister of State for Trade and Investment on 11 December 2013 and leads on Foreign and Commonwealth Office relations with British Business.

He was CEO of BT Group from 2008 until 2013. Having joined BT in 2002, he served on the BT Group Board as Group Finance Director and CEO BT Retail.

Prior to this, Lord Livingston was Group Finance Director at Dixons Group and previously worked for 3i, Bank of America and Arthur Andersen. He was previously a non-executive director of Hilton Group and is currently a non-executive director on the board of Celtic plc.



Shell is a global group of energy and petrochemicals companies. With around 92,000 employees in more than 70 countries and territories, Shell helps to meet the world's growing demand for energy in economically, environmentally and socially responsible ways.

Matthias Bichsel

Executive Director, Shell Upstream

Matthias will give Shell's perspective on the long term prospects for UK companies in the UKCS and beyond.

Biography:

Since 1 July 2009, Matthias Bichsel is a Member of the Executive Committee of Royal Dutch Shell plc and Projects and Technology Director. In addition, he has country responsibilities for Australia, New Zealand, Oceania, India, Pakistan. This role combines representing Shell regionally with Governments and other stakeholders with overseeing capital project delivery globally.

As Projects and Technology Director, Matthias is responsible for the delivery of Shell's capital projects. He is also responsible for contracting & procurement activities, as well as Upstream and Downstream technology development & deployment in Shell. In addition, he has oversight of Shell's safety, environmental and social performance. His country responsibilities include representing Shell's interest with Governments and other stakeholders.



Wood Group PSN (WGPSN) is an international energy service company with more than 30,000 employees and operating in more than 40 countries.

WGPSN is the leading global provider of pre-operations, hook-up and commissioning, operations and maintenance, engineering, construction, project management, training and decommissioning services to the energy industry. We offer high integrity, brownfield services that support customers to optimise performance, maintain production, reduce operating costs and provide integrity assurance.

Robin Watson

CEO, Wood Group PSN

Robin will give an overview of Wood Group PSN's UK activities, including challenges in logistics, location and climate to help companies in the supply chain understand where they can offer solutions of future projects.

Biography:

Robin Watson became chief executive of Wood Group PSN in 2012, and was appointed to the board of John Wood Group PLC on January 1, 2013. Prior to this he was UK managing director of Wood Group PSN.

Robin has over 30 years of engineering and industry experience, with the past 24 years spent in a variety of senior leadership, management, business development, project management and operations management roles, within both the operator and the service sectors of the oil and gas industry.

Upstream Conference Session

A look ahead at the global upstream industry. What challenges do operators and contractors face and how do they impact on you? Where do they see the new opportunities? Which emerging markets should you be focusing on? Our esteemed panel of presenters will provide an insight into their activities and operations and give their perspective on where the smaller companies should go next.

Session Chair:



ConocoPhillips is the world's largest independent exploration and production company, based on proved reserves and production of liquids and natural gas. They explore for, develop, and produce crude oil and natural gas globally. A commitment to safety, operating excellence and environmental stewardship guide their operations.

Dave Wallace, Supply Chain Manager, ConocoPhillips

Dave will provide a macro overview of the global upstream sector to set the scene. Attend the session to find out which areas remains dominant and which emerging markets are set to grow to meet global domestic demands.

Dave is presently Supply Chain Manager in the Decommissioning Projects division at ConocoPhillips UK (Ltd.). During his 35 years with the company he has held various project related supply chain positions in Norway and the UK and has worked both in the Upstream and Downstream arenas. Originally from Morayshire in north-east Scotland Dave was educated at University in Aberdeen and has a degree in Mechanical Engineering.



Premier Oil plc is a leading independent FTSE 250 international oil and gas exploration and production company, headquartered in London. We have operations in the North Sea (UK and Norway), Pakistan, the Falkland Islands, South East Asia (Singapore, Vietnam and Indonesia), and Brazil.

Our strategic focus is to grow shareholder value through investment in high quality oil and gas projects within a disciplined financial framework. We seek to maintain the highest standards of corporate responsibility.

Russell Dandie, Head of Supply Chain, Premier Oil plc

An insight into Premier Oil's activities, future challenges they face and signposts to future supply chain opportunities



SNC • LAVALIN

SNC-Lavalin offers end-to-end engineering and construction services across three business groups; Resources, Infrastructure and Power. SNC-Lavalin is one of very few firms with expertise at scale in engineering, construction, procurement, financing, asset management, operations and maintenance. The Resources group combines project expertise from Oil & Gas, Mining & Metallurgy and Environment & Water business units to create long-term value to clients. EIC Connect Oil & Gas is an important event for SNC-Lavalin, providing the business with a platform to engage with clients, suppliers and other interested stakeholders to learn, share and collaborate best practice on existing and future energy projects.

James Compston, Senior Vice President, SNC Lavalin

What is impacting on contractor activities globally? How does this affect their supplier engagement? Which new markets should suppliers focus on?

Biography:

James Compston is Senior Vice President for Business Development and Client Relationships in the Resources Environment & Water group at SNC Lavalin.

Prior to joining SNC Lavalin, James spent 13 years with PwC leading Oil & Gas advisory services serving global customers including international oil companies, oilfield services groups as well as engineering & construction services companies.

Currently, James is leading the global BD integration of Kentz and SNC Lavalin Oil & Gas.



Decom North Sea was established in 2010 in response to the needs of industry. Decom North Sea's purpose is to develop game changing decommissioning solutions for the industry by facilitating member collaboration and thus ensure the maximum business potential for its European member companies.

DNS has grown to have more than 230 members, including operators, major contractors, service specialists and technology developers. With annual decommissioning expenditure in the North Sea set to increase from the current £1billion, DNS is playing a vital role in delivering decommissioning solutions and is the only organisation solely focused on this strategically important sector.

Nigel Jenkins

Chief Executive

Nigel began his role as chief executive of Decom North Sea in July 2014. He is responsible for leading the representative body for the decommissioning industry as it plays a vital role in the efficient decommissioning of oil and gas assets.

Nigel's previous roles include board leadership positions with AMEC and AECOM and most recently as board director with KDC Contractors. He is passionate about the industry's collective responsibility to efficiently manage and deliver end-of-asset life solutions and brings experience from a variety of sectors, including onshore oil, gas and process nuclear, pharmaceuticals and manufacturing.

Nigel previously served as a director with Decom North Sea from 2011 to 2013. He has a first in Mechanical Engineering from Liverpool John Moores University.

Midstream Conference Session

A look ahead at the global midstream industry to understand where the market is heading for the longer term to help SMEs shape their longer term business goals. Particular focus on FLNG, pipelines and storage and LNG liquefaction. With all of the major Australian LNG projects now at EPC stage, where are the new opportunities? What impact will FLNG have on the industry? Discover the potential scope for major pipeline projects across Europe and Russia.

Our esteemed panel of presenters will provide an insight into their activities and operations and give their perspective on where the smaller companies should go next.

Session Chair:



WorleyParsons delivers projects, provides expertise in engineering, procurement and construction and offers a wide range of consulting and advisory services. We cover the full lifecycle, from creating new assets to sustaining and enhancing operating assets, in the hydrocarbons, mineral, metals, chemicals and infrastructure sectors. Our resources and energy are focused on responding to and meeting the needs of our customers over the long term and thereby creating value for our shareholders.

Gianluca Lufino

Vice President, Hydrocarbons – Europe
WorleyParsons

Gianluca is WorleyParsons' Vice President for Europe, Russia and Central Asia. His experience spans from fine chemicals, to midstream projects and up to upstream offshore developments, both in EPC and PMC environments. Though Gianluca started his career as an Instrument Engineer, he has now gained over 20 years of experience in Business Development. Gianluca has worked in Europe, Southeast Asia, Oceania. Gianluca believes in the value created by linking the various elements of project delivery, both in services and equipment, and has already chaired EIC events in the past.



Peter Stewart

Editor

What is influencing global activities? Which markets will provide future opportunities? What are the timescales for these opportunities?



Shell is a global group of energy and petrochemicals companies. With around 92,000 employees in more than 70 countries and territories, Shell helps to meet the world's growing demand for energy in economically, environmentally and socially responsible ways.

Hilary Mercer

Vice President, Integrated Gas Projects

Biography

Hilary Mercer has responsibility for the Shell worldwide portfolio of integrated Gas Projects spanning Onshore and Floating LNG, Regassification and other gas related projects.

Hilary joined Shell in 1987 having completed a degree in Engineering Science at Oxford University. The initial part of her career was spent in downstream manufacturing with a variety of roles in engineering support and maintenance at the Stanlow Manufacturing Complex in the UK.

Her career has taken her to Oman for the construction of the Oman LNG base plant, Russia where she spent some nine years involved with the Sakhalin LNG Project development including six years on Sakhalin Island itself constructing the LNG Plant, Iraq and Qatar. Her most recent position was as Vice President LNG / Project Director for Arrow Energy a Shell / PetroChina Joint Venture aimed at converting unconventional coal seam gas to LNG for export in Queensland Australia.

Downstream Conference Session

With a new energy reforms being implemented in Mexico, the country's energy industry is open to private companies for the first time in more than seven decades. What impact will this have on country's downstream sector? Azerbaijan is continuing to increase both its oil and gas production and is now looking to further monetize these resources by producing end products via the construction of new refineries and petrochemical plants. How many of these new projects will come to fruition? What potential is there for UK companies to get involved in these overseas projects? And at home, how can the UK refining and petrochemical industry evolve?

Our esteemed panel of presenters will provide an insight into their activities and give their steer on where the smaller companies should go next.

Chair:



We are a global leader in commercial intelligence for the energy, metals and mining industries. We use a foundation of proprietary data and models to analyse, value and advise on assets, companies and markets. Our experienced sector teams are based around the world and are closely connected with their clients and markets. We have been a trusted source of knowledge and forward-looking insight for over 40 years. Our insight helps clients to identify new opportunities, define strategy, and improve their performance.

Session Chair:

Alan Gelder

Global Practice Lead for Refining & Marketing

Alan is Global Practice Lead for Wood Mackenzie's Refining and Marketing research and team leader for the EMEARC Refining and Chemicals team. He is responsible for formulating Wood Mackenzie's research outlook and perspectives on this global sector.

Alan Gelder joined Wood Mackenzie's Downstream Consulting team in 2005 and became global head in 2009. Alan has led consulting assignments all over the world, focusing on major transactions (projects and M&A) and their alignment with key success factors for industry players and third parties. Alan is currently based in Wood Mackenzie's London office. He transitioned into research upon his return from Houston in 2011.

Prior to joining Wood Mackenzie, Alan had 10 years of industry consulting after working for ExxonMobil in a variety of project planning and technical process design roles.

Alan has a first class Master Degree in Chemical Engineering from Imperial College, London, supplemented by an MBA from Henley Management College.



The State Oil Company of Azerbaijan Republic (SOCAR) is the state-owned oil and gas corporation headquartered in Baku, Azerbaijan. It is one of the largest oil and gas companies in the world. The company is involved in production of oil and natural gas from both onshore and offshore fields in the Azerbaijani section of the Caspian Sea. In addition, it operates the country's two oil refineries, one gas processing plant and runs several oil and gas export pipelines throughout the country

Rufat Afandiyev

Director



Declan Sealy

Procurement Director

Supply Chain Briefings – Day 1



Bechtel Corporation (Bechtel Group) is the largest construction and engineering company in the United States, ranking as the 4th-largest privately owned company in the United States.

For more than 50 years, Bechtel has been a worldwide leader in chemical, petrochemical, and LNG plant construction. In today's highly competitive market, the company's experience with a broad range of technologies and optimized plant designs sets it apart.

Andrew P Cuniah

Manager of Procurement London Operations

Andrew Cuniah has worked in the Oil, Gas and Petrochemicals Industry since 1988. Andrew has been with Bechtel for more than 17 years, and is currently the Manager of Procurement for London OG&C. Andrew's Bechtel career began as a procurement coordinator on the first Reliance Jamnagar Refinery Project; subsequent Procurement management assignments have seen him placed in Paris, Angola, USA, Thailand and London amongst other locations.



Tengizchevroil



Centrica Energy, one of the leading gas producers on the UK Continental Shelf, has delivered on an ambitious growth agenda in the past three years and increased oil and gas production by 50%. The North Sea will continue to play a key part in our portfolio – across the UK and the Netherlands we operate 42 fields, and have a non-operated interest in a further 33. We want to maximise value from our existing asset hubs, and will continue to invest in the North Sea to help it reach its potential. Internationally, we've established a significant operating portfolio, recently becoming a top ten gas producer on the Western Canadian Sedimentary Basin, and have ambitious plans to grow our production to 275,000 barrels of oil equivalent per day in the next three to five years.

Presentation will provide an overview of Centrica Energy E&P, share its goals, forthcoming projects and Supply Chain opportunities. It will also brief suppliers about working with Centrica Energy.

Mark Haresceugh

Supply Chain Manager – Assets

Mark Haresceugh is the Supply Chain Manager for operating Assets for Centrica Energy's Exploration and Production business. This includes the operating Assets in Morecambe Bay and the North Sea. The Supply Chain Assets team is responsible for working with internal stakeholders and suppliers to deliver high performing, innovative and safe supply solutions to support the company's producing assets. Mark is based at Heysham, which is the support base for the Morecambe Bay Hub. Mark has an MBA from Durham University and is a Chartered Member of the Institute of Purchasing and Supply, having originally trained as a Mechanical Engineer.

Centrica Energy is a member of EIC, and Mark represents Centrica Energy on the EIC Oil & Gas Advisory Group.

John Griffiths

Head of Supply Chain – UK & Netherlands

John Griffiths is the Head of Supply Chain for the UK and Netherlands region of Centrica Energy's Exploration and Production business. John, who previously held the same role for sister company Centrica Storage, has 20 years' experience in the supply chain and procurement sector, both in the UK and around the world. As well as his roles within the oil and gas industry, he has also led contract and procurement teams on high-profile, multibillion-pound projects including the London 2012 Olympics, Crossrail and Abu Dhabi Nuclear New Build.

In his current role, John – who has a law degree from Lancaster University and initially qualified as a solicitor before entering industry – oversees the supply chain for Centrica Energy's oil and gas projects, developments and producing assets in the UK and Netherlands. With his team, John works with internal stakeholders and suppliers to deliver high performing, innovative and safe solutions. John is also a certified project manager and a member of the Chartered Institute of Purchasing and Supply (MCIPS).



EBR is a new offshore yard located at South of Brazil specialized in Engineering, Procurement, Construction, Assemble and Integration of offshore production platform. EBR has in your backlog the FPSO P-74 for Petrobras. The scope comprise Engineering, Procurement, Construction, Commissioning and Integration of the FPSO that will have the capacity to process 150,000 barrels of oil per day and will operate in pre-salt field.

Luiz Felipe Camargo

Commercial Manager

Luiz Felipe Camargo, business administration bachelor, experience with more than 10 years in the oil and gas industry and is currently Commercial & Marketing manager of EBR offshore yard in Brazil, specialized in EPCI (Engineering, Procurement, Construction and Integration) solutions for Offshore Production Platform.

Supply Chain Briefings – Day 2



AMEC is one of the world's leading engineering, project management and consultancy companies. Our goal is to deliver profitable, safe and sustainable projects and services for our customers in the oil and gas, mining, clean energy, environment and infrastructure markets, including sectors that play a vital role in the global and national economies and in people's everyday lives.

We design, deliver and maintain strategic assets for our customers, offering services which extend from environmental and front end engineering design before the start of a project to decommissioning at the end of an asset's life.

Graham Clarke

Supply Chain Manager

Steve Heath

Supply Chain Manager

A Chartered Mechanical Engineer with 25 years in Procurement, Project Management, Engineering and Plant Operations in Petrochemical and Power Plants with ICI, Huntsman and SABIC. Now leading AMEC's Darlington-based Asset Management Supply Chain Team.



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Tony Collins

Tony Collins leads Shell's Category Management organization for all major technical categories related to Projects capex and associated operating assets, covering the Group's third party expenditure in the areas of Project Management, Rotating Equipment & IAE, Fabrication & Construction, Static Equipment and Deep Water categories. He is also responsible for supply chain integration activities for Projects across the Shell Group. His organization is accountable for : the development of category strategies, major contracts, and for ensuring implementation via project, regional and country organizations; and supporting the development of contracting strategies for major projects.

He joined Shell in 1982 and has held a number of Procurement roles across Shell principally in the areas of Upstream Operations and Projects. He started work in the UK and has also worked in Norway, Oman, and The Netherlands over his 32 year career in Procurement in Shell.

One-2-one Appointments:



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Andrew Taylor

Supply Chain Manager – UK Capital Projects

Andrew has recently joined ConocoPhillips UK (Ltd.) as Supply Chain Manager (UK Capital Projects). Andrew is responsible for overseeing and managing a range of projects covering onshore plant modifications, offshore brownfield developments and subsea construction within the UK.

Andrew has been involved in the oil and gas industry for over 20 years and has held various supply chain roles within internationally renowned contracting organisations and has performed Lead Project Supply Chain roles within Operator organisations.



Foster Wheeler AG is a global engineering and construction company and power equipment supplier delivering technically advanced, reliable facilities and equipment. The company employs approximately 13,000 talented professionals with specialized expertise dedicated to serving its clients. The company's Global Engineering and Construction Group designs and constructs leading-edge processing facilities for the upstream oil and gas, LNG and gas-to-liquids, refining, chemicals and petrochemicals, power, minerals and metals, environmental, pharmaceuticals, biotechnology and healthcare industries.

Simon Lawrence, Manager Purchasing

Joined Foster Wheeler in 2007 as a Senior Buyer after spending 25 years in the Valve Industry. 2012, moved into the role of Commodity Purchasing Manager specifically for Valves, mill products and Special piping materials. My time at FW has been split between Reading, FW Asia and Worldwide Suppliers. My current role within Foster Wheeler is Manager Purchasing directly responsible for all of the purchasing activities instigated by the Reading operating unit.



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Dave Stewart

UK Managing Director

Biography:

Dave was appointed into his current role as UK managing director of Wood Group PSN, on 1st November 2012. As UK Managing Director for WGPSN, Dave is responsible for the delivery of existing contracts and future growth in one of our largest operating regions. The UK portfolio includes major integrated services contracts with Taqa, Talisman, Shell and BP and duty holder provision for Ithaca and Centrica.

Prior to this role, Dave held the position as UK business unit director for business stream 3, heading up key UK projects - Taqa, Premier Oil, Hess and Nexen. Dave has over 38 years of oil and gas experience under his belt and has worked with Wood Group for the past 18 years. Throughout his career he has worked in both operator and service roles, onshore and offshore, in several senior management and operational positions.

Cameron Marshall

Global Supply Chain Manager

Cameron has been working within Supply Chain in the Oil & Gas industry for 26 years and has just recently completed 20 years service with Wood Group PSN who are the largest provider of Brownfield Services to the Oil & Gas Industry. With Core values running through the veins of Wood Group, Cameron's key challenges are to incorporate process efficiencies within a Multi Cultural organization and continually challenging his team to find better ways of working in alignment with the Core values. Attracting the best people to work within our organization is paramount but we also endeavor to select the best Suppliers to work with to achieve the best collaborative solution for our business and meet/exceed our clients expectations.

Nigel Lees

Strategy & Growth Director

In his new role as Strategy & Growth Director for the UK, Nigel will be responsible for the development of our business growth and services expansion strategy. He is also responsible for the development of our strategic business development team and driving sales activity across the UK region.



Technip is a world leader in project management, engineering and construction for the energy industry. From the deepest Subsea oil & gas developments to the largest and most complex Offshore and Onshore infrastructures, our 40,000 people are constantly offering the best solutions and most innovative technologies to meet the world's energy challenges. Present in 48 countries, Technip has state-of-the-art industrial assets on all continents and operates a fleet of specialized vessels for pipeline installation and subsea construction.

Technip are looking to raise their profile with the UK supply chain and as such will be carrying out One 2 One meetings with delegates throughout EIC Connect to source new solutions and technologies.

Phil Alldis, Manager of Procurement

Phil is Manager of Procurement in the Milton Keynes office of Technip. He is responsible for all supply chain matters both project and non-project related. Phil has 20+ years' experience in the Oil and Gas/Petro-Chemical industries working on a wide range of projects, both on and offshore including 15+ years in Senior Procurement Management positions both office and site based in the UK and overseas.

Phil's expertise covers worldwide procurement of capital equipment, bulk materials, services and works, field and desk expediting, material control, inspection co-ordination and logistics. Extensive experience of working in Europe, Eastern Europe, Asia, North America and the Middle East.

UKTI Commercial Officers:



UK Trade & Investment (UKTI) is the Government Department helping UK-based companies succeed in the global economy. UKTI offers expertise and contacts through its UK and global networks, operating through British embassies and other diplomatic offices. We provide the tools that companies need to be competitive on the world stage.

Uganda

Eric Olanya

Head, UK Trade and Investment, Kampala, Uganda

Eric Olanya is the Head of UK Trade and Investment at the British High Commission in Kampala, Uganda responsible for providing support to UK companies interested in doing business in Uganda. A section head, he is responsible for UK-Uganda trade development, in particular developing opportunities in the oil and gas sector and leads on strategic partnerships with UK companies in large projects.

Eric holds a Bachelors degree in Engineering, a post graduate diploma in Management and International Trade and is currently studying an MSc in Petroleum Engineering. Over the years he has developed a good understanding of the economic and political climate in Uganda, market trends, and investment opportunities and understands the needs of UK companies in doing business in Uganda.

Mozambique:

Major opportunities are represented by Anadarko's onshore LNG and Eni's FLNG development plans. Other opportunities exist in the provision of distributed and interim power generation solutions to the Mining and Oil & Gas sectors.

Lorenzo Astegiano

Trade and Investment Officer, Mozambique

Five years professional experience in Mozambique of which 3 years in private consultancy and 2 years with UKTI, working on identifying business opportunities and assisting international companies planning their market-entry strategy.

USA:

According to the US Energy Information Agency, over the next 10 years, US domestic crude oil production is expected to be about 6.7 million barrels per day in 2020. Even with a projected decline after 2020, U.S. crude oil production is expected to remain above 6.1 million barrels per day through 2035. This projected production rate is attributed to developments of tight oil and the developments in the Gulf of Mexico.

Regina Johnson

US Energy Sector Lead

Regina Johnson was appointed US Energy Sector Lead in August 2014. She has over five years of experience supporting UK companies in the US market. She holds an MBA and certification in Project Management (PMP).

Brazil:**Renato Cordeiro**

Sector Manager – Oil and Gas

Renato joined the UKTI Team at the British Consulate in Rio de Janeiro in December 2007 as the Sector Manager for Energy. His main job is to assist UK companies doing business in the Oil and Gas sector in Brazil. Before that he worked for 7 years at Brasil Energy - the premier oil & gas trade magazine in Brazil. He worked there as the Journalist covering subjects principally related to the supply chain and new technologies. Prior to that, he worked at O Globo Newspaper (part of the O Globo Media Group – the third largest media group in the world), covering subjects related to Infrastructure and Oil & Gas. Renato has a degree in Social Communication (Journalism) and Post-graduations in Oil & Gas and International Relations.

Kazakhstan:

West of Kazakhstan is associated with a group of oil and gas projects: Tengiz Future Growth project; Kashagan Full Field; Karachaganak/Phase 3.

FEED and EPCM contractors, Fabrication contractors, Second tier service providers, Materials suppliers, Logistics supply chain management, HSE/Training and many others will be able to find excellent opportunities for successful business.

Olga Protassova

Trade and Investment Advisor

Goulnar Gabdulova

Deputy Head of UKTI Kazakhstan

Kenya:

Exploration and appraisal work currently ongoing; opportunities in 2D and 3D seismic work and mapping of hydrocarbons, supplying of well and rig equipment, camp supplies, trained personnel. Farm in opportunities as small operators are looking for investment partners in preparation of enhanced appraisal and eventual production. Consultancy work for design of various infrastructure needed for eminent production i.e. pipeline, storage facilities, heating appliances, refinery etc., environmental and social impact studies. Financing of this projects will present a major opportunity. Partnering with local institutions to boost capacity to comply to Oil and Gas standards, local content compliance i.e. for provision of indirect services (construction of semi-permanent structures, clearing and forwarding, hospitality), training and capacity building of both human resource and local companies.

Greg Gibson

Head of UKTI East Africa

Greg Gibson joined the Foreign and Commonwealth Office in 1999, following which he has served in 4 overseas postings (Sierra Leone, Nepal, Saudi Arabia and now Kenya). Greg has been working with UKTI for over 6 years, since working in Jeddah, Saudi Arabia as Deputy Consul and Head of UKTI from 2008 to 2011. Greg moved from Jeddah to Nairobi, Kenya in 2011 where he has been Head of UKTI for East Africa (Kenya, Uganda, Tanzania and Ethiopia). One of the main focus areas for UKTI in East Africa over the past 3 years has been the development of Oil and Gas opportunities in the region.

Russia:

- Reservoir/seismic solutions (IT & equipment)
- OFS equipment (fixed & mobile drilling rigs, hydraulic fracturing pressure pumps, coil tubing systems, well servicing equipment, cementing units)
- Equipment & technologies for LNG production and transportation
- Pumping and booster stations for pipelines
- Gas engine sector technologies
- Technologies & equipment for refineries upgrading
- Technologies & equipment for petrochemical plants
- Engineering & project management (consideration of concept, pre-FEED, FEED, EPC/EPCM)
- Oil & Gas education & training
- Oil & Gas sector recruitment services

Gary Hunt

Head of Team, Energy

This is my second tour of duty working in Russia. I am currently responsible for promoting British goods and services to Russia for Energy and Consumer goods. Prior to Russia, I worked in the British Embassy in Egypt as the Deputy Director of UKTI Egypt where I was responsible for energy and other sectors. During my working life, I have held a number of public and private positions linked to creative industries.

Nigeria:**Idowu Babalola**

Senior Trade Development Manager

Idowu Babalola is a Senior Trade Development Manager in UKTI Nigeria. His job role covers the Oil & Gas, Environment, Renewable Energy, Climate change, Water, Energy (Power and Engineering) sectors of the Nigerian economy.

He also has responsibilities covering Research & Reporting on UK and Nigeria Bilateral Trade, Management of UKTI Customer Relationship Management database.

Idowu looks out to working with UK companies in identifying business opportunities, building relationships, nurturing partnerships, for UK companies and their interests in the Nigerian market.

Czech Republic:**Dorato Rakowska****Mexico:****Enrique Cornejo**

Head of Energy and Environment

Norway:**Ingrid Aalhom**

Senior Market Adviser

I lead the team within UKTI Norway that covers the offshore sector (oil & gas and marine). The team also works with the UKTI Norway HVO, renewables, power, marine and infrastructure.

Finland:

While currently under-developed, in the next few years, the LNG market in Finland is expected to see significant development, prompted by, among other things, the energy policy objectives of the European Union. The large-scale regional LNG terminal planned for the Baltic Sea region is one of the EU's key energy infrastructure Projects of Common Interest (PCI). Once constructed, an interconnector gas pipeline will be laid, crossing the Baltic Sea and connecting the national gas grids of Estonia and Finland. The Finnish Government is also providing LNG investment support, intended for terminals used in the import or cargo handling of natural gas, as well as in the discharge, storage and supply of such gas, and for the design and construction of related equipment. The planned terminals by AGA, Gasum, Skangass, and the MangaLNG consortium will enable the increased use of LNG-fuelled cargo and passenger vessels in the Gulf of Finland, but also the transportation of natural gas to areas outside the natural gas network, diversifying the energy supply across the country.

Eero-Matti Salminen

Market Adviser

Eero-Matti has been working as a Market Adviser for UKTI in Finland since 2012, providing support to UK businesses in exporting and trade projects, business opportunities and event organising. He has experience from both the public and private sectors, and is specialised engineering, construction and public procurement projects in Finland.

Chris Wall

Business Specialist

A fluent Spanish and Portuguese speaker, Chris is an experienced international trade consultant with a firm focus on the Oil & Gas and related marine construction sectors in Mexico and Brazil. He has held senior positions in export sales and strategic market development for over 25 years, supporting UK companies in market development, mentoring senior management on market entry strategy, and facilitating high level contacts with local partners.

UK Export Finance:

We are the UK's export credit agency. We help UK exporters by providing insurance to exporters and guarantees to banks to share the risks of providing export finance. In addition, we can make loans to overseas buyers of goods and services from the UK. UK Export Finance is the operating name of the Export Credits Guarantee Department (ECGD).

Ali Sherwani

Head of Business

Ali Sherwani is the Head of Business at ECGD (Export Credits Guarantee Department).

Ali's role is to engage with exporters, project sponsors, borrowers and banks to understand their requirements and to work with them so that they make effective use of ECGD support.

ECGD has held various positions within ECGD including Treasury Management, Short and Medium Term Underwriting, Claims and Marketing.