

# 3<sup>rd</sup> UAE France Oil and Gas Connecting days 2018

Abu Dhabi – the 25<sup>th</sup> and 26<sup>th</sup> of June 2018

*An opportunity to strengthen business relationships with ADNOC, its subsidiaries and partners, in the fields of Oil & Gas, Refining, Petrochemicals, Energy and new technologies*

Under the patronage of His Excellency Sultan Ahmed Al Jaber, Chief Executive Officer of ADNOC and His Excellency Ludovic Pouille, Ambassador of France to the United Arab Emirates



**BUSINESS France**, **EVOLEN**, and the French Emirian chamber of commerce of Abu Dhabi (**FRENCH BUSINESS GROUP**) invite you to participate in a two days meetings in Abu-Dhabi and Ruwais City with **ADNOC subsidiaries**, as well as several ADNOC partners active in the development of the country such as **Mubadala Petroleum**.

This edition follows the successful meetings organized in 2015 and 2017 with ADNOC and within the framework of the strategic UAE France dialog.

The meetings will highlight the strong innovative capabilities of the French industry in Energy and Oil and Gas sectors.

The topics shall cover Oil & Gas industry, Upstream, Midstream and Downstream. **A specific focus is required on Downstream, Refining, Petrochemical, Fertilizer, Gas Processing, Water Treatment and Waste Management.**

Eligible French companies must showcase their know-how in terms of **innovation, artificial intelligence and digital technologies** designed to improve automation process and operational efficiency in Oil & Gas processing.



This 3rd edition is an opportunity for ADNOC subsidiaries and French Companies to strengthen their relationships and to develop their collaboration. The French Companies will discover the new strategies of ADNOC in term of projects and investment and will understand how contractors need to adapt to the “In Country Value” program of ADNOC.

## General context – ADNOC’s expansion and growth in the downstream

ADNOC is making rapid progress on its journey to become a leading global downstream player. Firstly, the group-wide transformation program is maximizing operational efficiency, capturing site synergies via physical integration, strengthening overall performance, and fostering a commercially-focused culture. Secondly, ADNOC has realigned its financial resources and assets to create a new, expanded partnership and investment model. This is enhancing returns on assets and capital employed and enabling the business to invest and grow in the most attractive parts of the value chain.

The new ADNOC downstream strategy is primarily focused around two key pillars:

1. **Improve and expand domestic refining and petrochemical capabilities at Ruwais Industrial Complex, the 4<sup>th</sup> largest refinery complex globally**
2. **Strategic international and initiatives that will reinforce further ADNOC’s position as a more internationally-oriented downstream company.**

### General key factors:

ADNOC plans to:

- ✓ Expand production capacity to reach 3.5 million barrels per day by the end of 2018
- ✓ **Invest around 45 billion \$ on downstream** over the next five years, the majority of which will be used to build the world’s largest integrated refining and petrochemicals complex at Ruwais.
- ✓ **Double the crude refining capacity by 2025** at ADNOC Refining
- ✓ **Triple the petrochemical production capacity** from 4.5 million metric tons per annum (Mtpa) in 2016 to 14.4 million Mtpa by 2025.

## 3<sup>rd</sup> UAE France Oil and Gas Connecting days 2018 – Expected Program:

### Day 1 (Monday 25<sup>th</sup> of June 2018)

**Location:** Abu-Dhabi – ADNOC premises or Sofitel Corniche (TBC)

**Purpose:** general meetings with executives, financial and project managers, engineering managers and decision makers of ADNOC’s subsidiaries and partners. \*

*\*The purpose of this first day is to develop a comprehensive insight into business opportunities with ADNOC, in the context of the newly developed “In Country Value Program” and highlight the positive investment climate within UAE.*

*Several ADNOC subsidiaries are expected to attend the meeting: ADNOC Refining (ex-TAKREER), ADNOC Fertilizers (ex-FERTIL), ADNOC Gas Processing (ex-GASCO), ADNOC Industrial Gases (ex-ELEIXIER), BOROUGE. There will be also ADNOC’s partners such as MUBADALA Petroleum Investment.*



## **Expected Program:**

**8:00-8:20:** Opening Ceremony - introduction by **HE Dr. Sultan Al Jaber & HE Ludovic Pouille**

**8:20-9:30:** Presentations of **ADNOC of its future projects, investments, partnerships, and the In-Country Value Program.**

**9:30-13:00:** Introduction by **French Companies of Innovative Solutions** meeting ADNOC's requirements

*Around 10 min per company (max 15 min per sponsor) – 2 Coffee breaks (2x20 min break to forecast)*

*Selection shall be made by ADNOC prior to the event.*

-----  
**13:00-14:00:** Lunch and Networking  
-----

**14:00-16:00:** BtoB meetings with representatives of ADNOC subsidiaries & Mubadala Petroleum (20 min per meeting)

**17:30:** Departure to Ruwais by bus

**20:30:** Arrival at Ruwais (Danat Hotel).

## **Day 2 (Tuesday 26<sup>th</sup> of June 2018)**

**Location:** Ruwais City (West region of the UAE) – Danat Hotel

**Purpose:** operational meetings with ADNOC's operation and maintenance engineers and technicians.

*The purpose of this second day is to introduce the operational managers and engineers of a wide range of French industrial makers, suppliers, service providers, dedicated to Oil & Gas operations and maintenance, directly with the End Users, Managers and Engineers on sites, from all the concerned departments and disciplines of ADNOC subsidiaries. The focus will be on **electrical and mechanical maintenance** in the downstream processes and activities.*

*This initiative aims at keeping closer the participants, in the view to bring with utmost care adequate response and prompt interventions to urgent requests or technical matters, with the best efficient service.*

*Several ADNOC subsidiaries are expected to attend the meeting: ADNOC Refining (ex-TAKREER), ADNOC Fertilizers (ex-FERTIL), ADNOC Gas Processing (ex-GASCO), ADNOC Industrial Gases (ex-ELEIXIER), BOROUGE.*

## **Expected Program:**

**9:00-10:00:** Pitch of each company (products and services)

**10:00-13:30:** BtoB meetings  
-----

**13:30-15:30:** Lunch and networking  
-----

**16:00:** Departure by bus to Abu Dhabi

**19:00:** Arrival at Abu Dhabi (Sofitel Corniche)

Coffee breaks and lunch with all the participants will give networking opportunities.

*No site visit is planned in the program.*

## Focal point contact details

Helene Daniel – FBG - Director

[director@fbgabudhabi.com](mailto:director@fbgabudhabi.com)

Romain Provost - Evolen - General Delegate Middle East & Renewables

[r.provost@evolen.org](mailto:r.provost@evolen.org)

Sidi Achouchi – Business France Dubai – Head of Department, Industries & Cleantech

[sidi.achouchi@businessfrance.fr](mailto:sidi.achouchi@businessfrance.fr)

## Pricing

**Participation** at this event: **2 850 € HT or 12 825 AED per Company.**

**Complementary participants from** the same Company (**2 max**): **300 € HT or 1 350 AED per person** (within the limit of available seats). *The second subscription only is free for the Members of EVOLEN or FBG.*

For registration and payment	
<b>In AED</b> Please contact: <a href="mailto:info@fbgabudhabi.com">info@fbgabudhabi.com</a>	<b>In EUR</b> Please use the following link: <a href="https://www.evolen.org/en/association/eventmtasso-fiche.php?id=3173">https://www.evolen.org/en/association/eventmtasso-fiche.php?id=3173</a>

## Sponsoring Offer – Please contact us

**Gold Offer: 9 000 € HT**

**Silver Offer: 5 500 € HT**

*Recommended accommodations: the hotel names during the stay will be soon communicated, based on negotiated rate for standard room.*