

Inviting Canadian Companies to the Egypt Petroleum Show

The Governments of Alberta and Canada are supporting a trade mission to Cairo, Egypt on February 14 – 16, 2017.

Organized with the support of DMG events, producers of ADIPEC and Global Petroleum Show. The mission will support 10 - 15 companies representing the entire supply chain from Alberta.

This three day mission is directed to companies with specialized technologies and expertise in the oil and gas sector, and in general to Alberta companies and investors interested in learning more about the oil and gas opportunities in Egypt and North Africa.

Egypt Petroleum Show

EGYPT 2017 brings together Egyptian and North African government representatives, key project owners, NOCs and IOCs, international service providers, EPC contracts, consultants and financiers to address the evolving opportunities in the Egyptian and North Africa energy arena.

The event, held under the high patronage of His Excellency Abdel Fatah El Sisi, President of The Arab Republic of Egypt, will help you identify Egypt's future project requirements, the country's short and long term plans, strategic priorities and master plans and gain insights into the wider North African oil and gas sector.

Program for Participants

Participants on the mission will have the opportunity to participate in the following elements:

- The companies to exhibit at EGYPS at a Canada Booth or individually;
- Country pavilion engagement programme – Egyptian NOC's to visit country pavilion and meet with exhibitors;
- Access to Egypt Petroleum Club for high networking opportunities;
- Roundtable dinner/discussion with the Minister of Petroleum on doing business with Canada attended by senior Egyptian industry and government representatives coordinated by the Government of Canada. This will be an opportunity to present Canada to a selective audience.
- A one-on-one meetings based on pre-defined areas of interest for the participants with Egyptian companies coordinated with the Egypt Canada Business Council and/or other stakeholders.

This value-added program will provide participants with a better understanding of commercial and technical opportunities in Egypt's oil and gas sector. The program will also provide an overview on critical factors such as upcoming Projects for the next 5 years, Key Contractors and what Egyptian players need and what International Investors can offer.

What types of Companies should participate

Based on feedback from the Ministry of Petroleum, they are looking for exploration companies, consultants in operation optimization, enhanced recovery, safety and security, equipment (such as well heads/Xmas trees) and transportation infrastructure.

Who will attend?

Egyptian and North African operators, service companies and supply chain companies will be invited to attend, complimentary, to network and interact with the best that Alberta has to offer.

Mission Details and Expression of Interest

Below please find an outline of the Mission opportunities, costs and benefits. Please provide your expression of interest, if you wish to participate, by Thursday, December 15th, 2016. Space is limited to 10 - 15 companies.

Investment/Options of Participation

Option 1	Option 11	Option 111
Kiosk Display at Canada/Alberta Pavilion	Kiosk Display at Canada/Alberta Pavilion	Kiosk Display (9 sq. meters) at Booth Space (Separate from Pavilion).
4-6 one-to-one meetings	4-6 one-to-one meetings 1 Conference Pass	4-6 one-to-one meetings
Investment: \$3,995 USD	Investment: \$4795 USD	Investment: \$5,445 USD

Benefits of Participating:

Canadian companies participating will receive:

- 1) Roundtable discussion with key players/Minister of Petroleum
- 2) Media coverage and/or interviews
- 3) Meeting with regional players from the MENA region
- 4) Country pavilion engagement programme – Egyptian NOC's to visit country pavilion and meet with exhibitors.
- 5) Country Briefing Breakfast
- 6) 4-6 one-to-one meetings with potential joint venture (JV) partners, agents, new clients, etc.
- 7) Canadian delegation access to Egypt Petroleum Club for high networking opportunities (1 per exhibitor).
- 8) Turnkey kiosk display opportunity to showcase your technologies (Option 1 & 11 limited space).
- 9) Company profile listings (50 words) in the official show catalogue.

Please note that each option of participation is limited.

Optional Mission to Algeria

There may be opportunity for stopover in Algeria, still one of largest O&G market already known by a number of Alberta companies. In spite of current conjuncture, NOC Sonatrach still has ambitious plans for exploration and production, knowing that O&G output is key to the country. Its announced capex for 2014 -2018 is US\$100 billion, from which 42 b is for upstream. It primarily aims at expanding the reserve base and increases the group's production capacity. Important shale gas projects that had been announced are said to be maintained, but likely timed as per gas price perspectives.

Of particular interests, as per Sonatrach list, are completion and maintenance of pipelines and facilities, fixed and mobile drilling equipment (including maintenance), seismic data interpretation software, heavy and special transport equipment, tools to wellheads, treatment of liquid waste, spare parts for pumps, valves, compressors, turbines ... etc.; and training.

Two options for visit:

- A quick one and a half day stopover in Algiers for Sonatrach head office briefing and some one to one sessions (Indicative approx. budget of \$ 800**)
- or a two and half day more field oriented visit to Hassi Messaoud ,for briefings by Sonatrach and Sonatrach JV's , visit of installations(s),reception , and one to one with E&P field officials and expat field communities(approx. budget of \$ 2 500 **)

** Budget at this stage is indicative and covers all local expenses including internal flights (Algiers-Hassi), and transport, lodging, meals, and mission organisation.

Alberta Export Expansion Program (AEEP)

As you are making the necessary preparations for this mission/trade show, I wanted to make you aware of a program designed to ease the cost of exporting. The Government of Alberta's Export Support Fund reimburses eligible companies between \$2,000 and \$20,000 per year for a select range of approved export activities. To check if your company is eligible and to apply, visit: <http://www.alberta.ca/export-support-fund.aspx>. Note: the approval process can take up to 6 weeks so always best to get your applications in early.

Please provide your expression of interest, to participate, by Thursday, December 15th to:

Shane Jaffer

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