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Oil & Gas MIDDLE EAST

NEWS, DATA AND ANALYSIS FOR THE MIDDLE EAST'S ENERGY PROFESSIONALS

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**SPECIAL
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POWER

Oil & Gas Middle East presents its annual showcase of the 50 most powerful professionals working in the region's upstream industry today



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Sultan Ahmed Al Jaber

CEO, ADNOC

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Sultan Al Jaber, the UAE Minister of State, was appointed to lead Abu Dhabi National Oil (ADNOC) in February, replacing Abdullah Nasser Al Suwaidi.

The new man at the helm will oversee the organisation's drive to produce 3.5mn barrels of oil a

day by the end of 2017 from 3mn today, with 1.8mn bpd coming from onshore fields and 1.7mn bpd from offshore. To achieve this, the national oil company is slated to spend \$32.67bn this year, \$32.39bn in 2017, \$19.6bn in 2018 and \$17.96bn in 2019.

It is also developing natural gas

assets to meet domestic energy needs.

Al Jaber is also responsible for Mubadala's oil and gas portfolio as CEO of its energy division, and is chairman of Masdar, Abu Dhabi's renewable energy company.

He was appointed Minister of State in the UAE Cabinet in 2013.





**Saad Sherida
Al-Kaabi**
CEO, Qatar Petroleum

It has been quite the year for Qatar Petroleum (QP), most notably including a significant re-organisation programme, which included the integration of Qatar Petroleum International – a result of a struggling market.

Speaking about the move, Saad Sherida al-Kaabi, explained the reasoning behind the move, saying: “The reorganisation was designed to meet QP’s new strategic objectives to become one of the best NOCs in the world, enabling it to be at par with leading international oil and gas companies,” adding that the vision is to ‘be a world-class oil and gas corporation with its roots in Qatar and a strong international presence’.

“Leading companies frequently re-organise to meet the requirements of the ever-competitive environment and deliver on their strategic objectives, which is exactly what QP did,” Al-Kaabi added.

“We are in a period of oversupply in the industry, and we need to be very efficient. Whilst we have no control over market size and prices, we do have control over our cost and expenditure,” he said.

Away from the restructure, Al-Kaabi has had his hands full with a number of other projects and initiatives, including buying a 30% stake in three deep-water offshore leases in Morocco from Chevron Morocco Exploration, and beginning the evaluation process for the selection of a partner to undertake the future development of the Al Shaheen field, as the current agreement expires in mid-2017.

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TANKCO SOLUTION
with
THE RIGHT PEOPLE

INTERVIEWEE: MATTHEW KURIAN, DIRECTOR OF SALES AND MARKETING, TANKCO

TANKCO

What are the main products/services that you supply to the oil and gas industry?

As a distributor in the Middle East, TANKCO is basically involved in supply of some very innovative firefighting systems like LUF and IFEX to the oil and gas industry. Apart from that our range of product includes ARGO and Centaur all-terrain vehicles for a wide range of services related to oil and gas sector like seismic survey, exploration support, etc.

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Could you name some of your company's major clients and the scope of your work with them?

Our clients include government institutions like border security departments, local fire departments in Kuwait, oil and gas contracting companies like Schlumberger, etc. We have recently launched LUF and IFEX systems for the Middle East market, with an aim to supply them to the oil and gas industry in region.

Could you talk a specific product/service that you think is innovative and stand out from the rest? How has the market response for this been so far?

LUF 60 and 120 are two wireless remotely operated firefighting support machines from LUF family and with their unmatched capacity of 3000 litres/minute for LUF 60 and 12000 litres/minute for LUF 120, with a throwing range of 80-100 metres. Both systems operated at a range of 300 metres with all functions in LUFs operated by a remote controlled unit makes them unique in their category. No other machines



↑ One of TANKCO's range of LUF machines

match with their features and capability which are offered in such compact but powerful machines.

LUF machines compactness, tremendous power, flexibility, mobility and safety makes them a game changer in big fire scenarios. The idea of controlling and extinguishing a fire from a distance of 300 metres wirelessly with a capacity of discharging 3000 litres/minute and 12000 litres/minute up to a distance of 80-100 metres avoiding the risk and safeguarding the precious lives of firefighters makes them different. Usually features which are available with LUF 120 exist only on 40 tonne-trucks with four axles. So far we have received very positive remarks from all over the region.

How was business for your company in 2015? What do you plan to achieve in 2016?

Our project of introducing the LUF and IFEX range of products for the Middle East market was launched in January 2016 and we hope to have a positive year

What is your general opinion of the services sector catering to the regional oil and gas industry? How

is your company is different?

Service sector for the oil and gas industry in particular is one of the biggest and will always be in demand whether it is related to upstream, downstream, heavy equipment, manpower or supply of unique and innovative products like LUF and IFEX. As a distributor of LUF and IFEX products in the Middle East, we believe TANKCO has taken a leap by bringing these proven technologies to the region which makes us different when compared to some existing conventional firefighting systems and machines.

What was the impact of declining oil prices on your company? With oil prices creeping up slightly do you feel that the oil and gas industry can bounce back soon?

For the oil and gas industry 'safety comes first'. Whether oil prices are up or down we don't feel this will make a big difference when we are taking into consideration high value assets like refineries, petrochemical plants, power stations, seaports, airports and other facilities we definitely believe that LUF and IFEX systems will be an asset to have along with other firefighting apparatus.