



World  
Refining  
Association

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EVENTS

ABU DHABI, UAE 23-26 MARCH 2009



# THE MIDDLE EAST DOWNSTREAM WEEK 2009

## 10TH ANNIVERSARY MEETING



### KEY PANEL MEMBERS

- Sultan Ahmed Al Mehairi, Director, Marketing and Refining, **ABU DHABI NATIONAL OIL COMPANY (ADNOC)**
- Jasem Ali Al Sayegh, General Manager, **ABU DHABI OIL REFINING COMPANY (TAKREER)**
- Jean Jacques Mosconi, Senior Vice President, Strategy and Development, **TOTAL**
- Abdel Kareem Alawin, Executive Director, Zarka Refinery, **JORDAN PETROLEUM REFINERY**
- Jassim Darwish, Senior Project Development Engineer, Downstream Ventures Directorate, **QATAR PETROLEUM**
- Uthman Al Ghamdi, Engineering Superintendent, Riyadh Refinery, **SAUDI ARAMCO**
- Mohamed Ghazi Al Mutairi, Deputy Managing Director, Mina Abdullah Refinery, **KUWAIT NATIONAL PETROLEUM COMPANY (KNPC)**

### BENEFITS OF ATTENDING

- **MEET** with 180 professionals from major regional and international refineries to build useful contacts and share common business goals over four days covering refining, fuels and a hands-on, practical Refinery Economics Workshop
- **SHARE** the latest market intelligence relevant to your own experiences at the *only* refining conference to cover all the GCC Countries refinery challenges
- **TAKE** your questions and challenges directly to the people who have the answers you need at the **Refinery Roundtable discussions**
- **HEAR** about the challenges facing the production of fuels for the automotive, aviation, marine and bunker sectors in conjunction with the successful operation of a modern refinery
- **DINE** and socialise with your industry peers at the **Gala Dinner** hosted by ADNOC and TAKREER, the social highlight of the 10th Anniversary Meeting

[www.wraconferences.com/medw09](http://www.wraconferences.com/medw09)

CO-HOSTS:



SPONSORED BY:





# MIDDLE EAST DOWNSTREAM WEEK 2009

## 10TH ANNIVERSARY MEETING

### WELCOME

Dear Colleague,

On behalf of the World Refining Association, it gives me great pleasure to welcome you to our 10th Anniversary Middle East Downstream Week, co-hosted with Abu Dhabi National Oil Company (ADNOC) and Abu Dhabi Oil Refining Company (TAKREER).

From the outset, 2009 is set to be a challenging year for many of us and most definitely a time to seek out new and refreshing opportunities to ensure the continued growth of your business.

What better way to do this than to join equally like minded top executives of both the refining and fuels downstream sectors, over the course of four business focused days to address the key issues affecting the whole of the market where you will be guaranteed the opportunity to forge new relationships and consolidate existing friendships.

You will find that in order to fully embrace this highly topical sector, our 2009 agenda has been expanded to cover a full four days on refining and fuels issues. What's more, 2009 will mark a small milestone as we celebrate the 10th Anniversary of our Middle East Refining Conference – we certainly hope you will join us in our celebrations.

High on the agenda of our Refining Conference will be the topic on everyone's mind; the price of oil and the future impact its fluctuation will have on the ongoing development of downstream projects here in the region, particularly in light of the current global economic situation.

To compliment this well established Conference, our new Refinery Economics Workshop will focus upon the importance of ensuring that the refinery 'continues to pay'.

Last but not least, The Middle East Fuels Symposium will address issues facing the production of fuels for the automotive, aviation, marine and bunker sectors from both a strategic planning and technological perspective in conjunction with the successful operation of a modern refinery.

I hope you will agree our Middle East Downstream Week really is **the event in 2009 not to be missed** and I take this opportunity to personally invite you to join us in Abu Dhabi where you will have the opportunity to meet, network and share ideas with your peers.

The past nine years of our Middle East refining series of conferences have been very exciting for us and I look forward to the opportunity of meeting you for what promises to be a very special event.

My kindest regards,

Claire Pallen  
Director, Middle East Operations



PS: The social highlight of the meeting will be a Gala Dinner Evening of fine dining hosted by ADNOC and TAKREER on the evening of Tuesday 24 March. I look forward to catching up with you there!

### ABOUT THE WRA

Since 1997, The World Refining Association has achieved worldwide recognition for the organisation of high level, strategic and technical conferences within the downstream refining and petrochemical sectors. Our industry events are renowned as market leaders in their fields.

Due to our strong and long standing relationships with governments and all of the major oil and gas producers worldwide, we ensure our conferences consistently tap into the key issues affecting the industry and we bring together the principle influencers to share their thoughts, ideas and vision with you, our audience.

Our annual events take place across the globe in Europe, CIS, Russia, Middle East and Asia. They take centre stage in the oil and gas calendar together with our awards which are increasingly becoming a sought after commodity to highlight best practice excellence within the industry.

### TESTIMONIALS FROM OUR CO-HOSTS

"We greatly recognise the importance of the role of the WRA and their Middle Eastern Conferences. They provide a much needed opportunity for top level industry executives to meet and exchange information concerning the region's oil and gas related matters.

On the occasion of the 2009 Middle East Downstream Week and to celebrate the 10th Anniversary Meeting of the Middle East Refining Conference, ADNOC are delighted to be acting as co-hosts alongside TAKREER and we look forward to welcoming industry executives to Abu Dhabi and a successful industry gathering."

**Sultan Al Mehairi, Director, Marketing and Refining, ABU DHABI NATIONAL OIL COMPANY (ADNOC)**












"TAKREER are pleased to be co-hosting for the third consecutive year the WRA's Middle East Refining Conference and delighted that for the special occasion of the 10th Anniversary Meeting we are also joined by ADNOC.

The Conference has proved extremely beneficial over the years providing valuable networking and information gathering opportunities and we very much look forward to the fruitful discussions of the 2009 Meeting."

**Jasem Ali Al Sayegh, General Manager, ABU DHABI OIL REFINING COMPANY (TAKREER)**



## MIDDLE EAST DOWNSTREAM WEEK PROGRAMME AT A GLANCE

REFINERY ECONOMICS WORKSHOP	MIDDLE EAST REFINING CONFERENCE 10TH ANNIVERSARY MEETING		MIDDLE EAST FUELS SYMPOSIUM 3RD ANNUAL MEETING
MONDAY 23 MARCH 2009 MODERNISATION AND UPGRADES: MAKING THE REFINERY PAY!	TUESDAY 24 MARCH 2009 DAY ONE:	WEDNESDAY 25 MARCH 2009 DAY TWO:	THURSDAY 26 MARCH 2009
08:00 Registration and coffee 09:00 Opening address and business card exchange	08:00 Registration and coffee 09:00 Opening address and business card exchange	08:30 Registration and coffee 09:00 Opening and business card exchange	08:00 Registration and coffee 09:00 Opening and business card exchange
09:15 <b>Session one:</b> Overview of the region's refineries	09:15 <b>Keynote presentation</b> <b>Session one:</b> Today and Tomorrow: a look ahead for the future of the Middle East refining sector	09:10 <b>Session five:</b> Meeting the expansion challenge of the Middle East refining sector: Technology innovations – Part 1	09:15 <b>Session one:</b> The Middle East fuels markets: Current and future trends
10:30 Coffee break	11:15 Coffee break 	10:40 Coffee break 	10:30 Coffee break 
11:00 <b>Session two:</b> Successfully operating your refinery	11:45 <b>Session two:</b> Transforming the Middle East refining sector: Overcoming industry and market challenges	11:10 <b>Session six:</b> Meeting the expansion challenge of the Middle East refining sector: Technology innovations – Part 2	11:00 <b>Session two:</b> Tackling the growing regional challenges of the Middle East fuels sector
12:15 Lunch	12:45 Lunch 	12:45 Lunch	12:30 Lunch
13:15 <b>Session three:</b> Refinery modernisation and upgrade	14:15 <b>Session three:</b> Roundtable discussions: Part I	14:15 <b>Session seven:</b> Middle East operator experiences	14:00 <b>Session three:</b> Innovations in meeting the clean fuels challenge within the regions refineries
14:30 Coffee break	15:15 Coffee break 	15:15 Coffee break 	15:30 Coffee break 
15:00 <b>Session four:</b> Technology to aid refinery modernisation and upgrade	15:45 <b>Session four:</b> Roundtable discussions: Part II	15:45 <b>Session eight:</b> 10th Anniversary Meeting panel discussion	16:00 <b>Session four:</b> Clean fuel projects in and around the region
16:00 Close of workshop 19:00 Pre-conference registration and welcome reception	16:45 Close of day one 19:00 Gala Dinner   We Refine Right	16:45 Closing Address of the 10th Anniversary Meeting 19:00 Pre-Symposium registration and welcome reception	17:00 Closing address and close of symposium

### WHO SHOULD ATTEND THE REFINERY ECONOMICS WORKSHOP AND REFINING CONFERENCE?

- Refinery Managers, Superintendents, Supervisors and Engineers
- Refinery Project Managers and Executives
- Downstream Strategic Planning Executives and Managers
- Refinery Project Management Specialists: Strategic and Technological
- Engineering and Technology Manufacturers, Contractors and Providers
- Refining Specialists: Advisors, Industry Analysts and Consultants
- Senior Executive Decision Makers from National and International Oil, Refining, Petrochemical and Gas Majors
- Decision Makers from National and International Governments
- Decision Makers from National and International Refining Associations
- Refinery Managers and Engineers
- Emissions and Environmental Managers
- Financiers: Corporate, Project and Trade Finance Specialists

### WHO SHOULD ATTEND THE MIDDLE EAST FUELS SYMPOSIUM?

- Senior Executives from National and International Oil, Refining and Gas Majors
- National and International Governments
- National and International Fuel Associations: Marine, Aviation, Bunker and Automotive
- Fuel Research Executives
- Alternative Fuel Specialists
- Emissions and Environmental Managers
- Clean Fuel Project Management Specialists
- Fuel Marketers: Marine, Aviation and Automotive
- Fuel Storage, Supply and Distribution Managers
- Engineering and Technology Manufacturers, Contractors and Providers
- Specialist: Advisors, and Industry Analysts and Consultants

## REFINERY ECONOMICS WORKSHOP MONDAY 23 MARCH

### MODERNISATION AND UPGRADES: MAKING THE REFINERY PAY!

08:00 Registration and coffee

09:00 Opening address and business card exchange - meet your fellow attendees

#### 09:15 **Session one: Overview of the region's refineries**

- A look at the region's downstream sector and potential future implications for meeting regional and global refining capacity.
- Integrated refining and petrochemical complex's versus stand alone facilities. The financial benefits of integration.

10:30 Coffee break

#### 11:00 **Session two: Successfully operating your refinery**

- Best practices in developing a successful operation plan.
- Reaching the root of the problem. Saudi Aramco share their experiences of unduly severe catalyst deactivation and the assistance they received in looking for the cause.

12:15 Lunch

#### 13:15 **Session three: Refinery modernisation and upgrade**

- Evaluating the critical tools required to upgrade your refinery within a realistic budget.
- Assessment of refinery modernisation: investment obstacles.

14:30 Coffee break

#### 15:00 **Session four: Technology to aid refinery modernisation and upgrade**

- Successfully managing the long term lifecycles of your refinery technology for continued optimisation and financial reward.
- New technologies on the market for effective modernisation.
- Case study: the upgrade and modernisation of a lube vacuum tower at Saudi Aramco's Luberef Jeddah Refinery.

16:00 Close of workshop

19:00 Pre-conference registration and welcome reception

Workshop speakers and panel members include:

**Ali Abdelal**, Engineering Specialist, **SAUDI ARAMCO**

**Tony Hagan**, Senior Technical Services Manager, Hydrocracking, **CRITERION CATALYST COMPANY**

**Giuseppe Mosca**, Technology Manager, Refinery Applications, **SULZER CHEMTECH**

**Fayez Al Marhumi**, Process Engineering and Quality Superintendent, **SAUDI ARAMCO LUBRICATING OIL REFINING COMPANY (LUBEREF)**

## 10TH ANNIVERSARY MIDDLE EAST REFINING CONFERENCE DAY ONE: TUESDAY 24 MARCH 2009

08:00 Registration and coffee

09:00 Opening address and business card exchange - meet your fellow attendees

#### 09:15 **Keynote presentation**

Celebrating the successful business operations of the downstream sector in the Middle East over the last 10 years, our keynote presentation will provide a review of the regions progress and a snapshot of its calendar highlights, closing with a look ahead to the future growth of the sector in the next 10 years.

**Sultan Ahmed Al Mehairi**, Director, Marketing and Refining, **ABU DHABI NATIONAL OIL COMPANY (ADNOC)**

#### 09:35 **Session one: Today and Tomorrow: a look ahead for the future of the Middle East refining sector**

- Outlook for the refining industry from a Middle Eastern perspective. Key market drivers will be highlighted.
- The changing scope of the Middle East refining industry: evaluation of expansion capacity and limits. Long term strategies of the regional national oil companies.
- Supply and demand. A look at potential regional and worldwide shortfalls and their implications.
- The role of IOC's in the downstream sector. Case study review of Total and Saudi Aramco's strong strategic partnership to construct a 400,000 barrel per day world class full conversation refinery in Jubail, Saudi Arabia.
- Asian, Indian and African refining expansion plans and their significance for the future of the Middle East sector.

**Jasem Ali Al Sayegh**, General Manager, **ABU DHABI OIL REFINING COMPANY (TAKREER)**

**Jean Jacques Mosconi**, Senior Vice President, Strategy and Development, **TOTAL**

**Johannes Benigni**, Managing Director, **JBC ENERGY GMBH**

11:15 Coffee break sponsored by



#### 11:45 **Session two: Transforming the Middle East refining sector: Overcoming industry and market challenges**

- Case study review of Saudi Arabia's Petro Rabigh. A look at how Saudi Aramco's Rabigh refinery has been transformed from a topping refinery to a large fully integrated refinery and petrochemical complex utilising technologies which are amongst the most advanced in the world.
- Case study: a look at TAKREER's Ruwais refinery expansion project. Opportunities and challenges.
- Case study: a look at how KNPC are meeting the challenge of contributing to a global and stable supply of energy through their clean fuel project.
- Qatar Petroleum case study: The current global financial impact on refinery mega projects in Qatar.

**Mohamed Ghazi Al Mutairi**, Deputy Managing Director, Mina Abdullah Refinery, **KUWAIT NATIONAL PETROLEUM COMPANY (KNPC)**

**Jassim Darwish**, Senior Project Development Engineer, Downstream Ventures Directorate, **QATAR PETROLEUM**

**Yasir Al Shaikh**, Staff Engineer, **SAUDI ARAMCO**  
**Mohamed Al Yabhouni**, Engineering and Projects Division Manager, **ABU DHABI OIL REFINING COMPANY (TAKREER)**

12:45 Lunch sponsored by **ConocoPhillips**

Lunch Welcome Address: Nick Spencer, President, **CONOCOPHILLIPS, ABU DHABI**

#### 14:15 **Session three: Roundtable discussions: Middle East refinery directors: Part I**

This session will be devoted to interactive open discussions providing the opportunity for attendees to exchange ideas and information with our panel of senior refining experts on key issues affecting the Middle East refining sector.

Refinery executives leading the discussions will include Directors from Refineries in countries such as: Saudi Arabia, UAE, Bahrain, Oman, Kuwait and Qatar

**Mohamed Ghazi Al Mutairi**, Deputy Managing Director, Mina Abdullah Refinery, **KUWAIT NATIONAL PETROLEUM COMPANY (KNPC)**

**Ali Mohamed Al Jabri**, Manager, Ruwais Refinery, **ABU DHABI OIL REFINING COMPANY (TAKREER)**

15:15 Coffee break sponsored by



#### 15:45 **Session four: Roundtable discussions: Middle East refinery directors: Part II**

Refinery executives leading the discussions will include Directors from Refineries in countries such as: Jordan, Egypt, Iran, Libya, Syria, Yemen and India

**Abdel Kareem Alawin**, Executive Director, Zarka Refinery, **JORDAN PETROLEUM REFINERY**

**Hamid Reza Seyed Jafari**, Head of Research and Development, Shiraz Oil Refinery, **NATIONAL IRANIAN OIL REFINING AND DISTRIBUTION COMPANY (NIORDC)**

**Nouraddin Makhlof**, General Director, **HOMS REFINERY COMPANY**

**Rupam Kr Sarmah**, Deputy Manager Operations, **NUMALIGARH REFINERY LTD**

16:45 Close of day one

19:00 Gala Dinner Hosted by



Do not miss out on the opportunity of participating within the 10th Anniversary Gala Dinner, the main social highlight of the week, hosted by ADNOC and TAKREER.

Sample delicious food whilst capturing the perfect opportunity for interactive and informal socialising with your fellow colleagues.

**10TH ANNIVERSARY MIDDLE EAST REFINING CONFERENCE  
DAY TWO: WEDNESDAY 25 MARCH 2009**

08:30 Registration and coffee

09:00 Opening and business card exchange - meet your fellow attendees

**09:10 Session five: Meeting the expansion challenge of the Middle East refining sector: Technology innovations – Part 1**

- Reducing capital cost and scheduling in the current challenging marketplace at the same time as meeting tighter environmental product specifications.
- Review of the latest iso-cracking technology allowing the refinery to convert heavy crudes into valuable ultra clean fuels.
- With economic pressure to process heavier feeds and increasingly stricter environmental pressures, we look at how to achieve FCC environmental emissions limits using additives.

**Phil Brown**, Global Refining Manager, **FOSTER WHEELER**

**Gerrit Polhaar**, Technology Licensing Manager, **CHEVRON LUMMUS GLOBAL**

**Martin Evans**, Technical Services Director, **INTERCAT**

**Philip Morris**, Marketing Manager Refining, **AIR PRODUCTS**

10:40 Coffee break sponsored by



**11:10 Session six: Meeting the expansion challenge of the Middle East refining sector: Technology innovations – Part 2**

- Mega hydrogen projects in the Middle East: design, experiences and challenges. Due to huge demand for clean fuels worldwide we take a look at how Middle Eastern refineries are expanding their capacity to produce low sulphur products.
- The challenges of project engineering, procurement and construction (EPC). Case study example of an ongoing project.
- How to reduce gasoline benzene through state of the art reformate alkylation catalytic technology.
- Latest developments in catalytic reforming.

**Henrik Olsson**, Technology Sales Manager, **HALDOR TOPSOE**

**Jean Paul Gouzard**, Process Licensing Director, **AXENS**

**El Mekki El Malki**, New Business Development Coordinator, **EXXONMOBIL RESEARCH AND ENGINEERING COMPANY**



12:45 Lunch

**14:15 Session seven: Middle East operator experiences**

- Project case study at Qatar Petroleum. Heavy residue FCC catalyst experiences
- Overcoming obstacles and troubleshooting for successful operations of a refinery.
- Improving energy efficiency within the refinery to enhance the competitive position: financial savings, lower imports and less emissions.
- Case study: Saudi Aramco detail the transformation of a refinery to improve its profitability.
- Pricing challenges for the Middle East refined products. NIORDC highlight how to make strategic decisions based on the refinery margin calculation.

**Stephen Amalraj**, Technical Consultant, Lead Project Engineer, **ALBEMARLE**

**Gollapudi Venkateswar**, Lead Process Engineer, **QATAR PETROLEUM**

**Abdel Kareem Alawin**, Executive Director, Zarka Refinery, **JORDAN PETROLEUM REFINERY**

**Uthman Al Ghamdi**, Engineering Superintendent, Riyadh Refinery, **SAUDI ARAMCO**

**Hamid Reza Seyed Jafari**, Shiraz Oil Refinery, **NATIONAL IRANIAN OIL REFINING AND DISTRIBUTION COMPANY (NIORDC)**

15:15 Coffee break sponsored by



**16:00 Session eight: 10th Anniversary Meeting panel discussion**

A number of our key speakers will provide a summary overview of their key findings and learnings from the presentations and discussions, followed by the opportunity for interactive comments and questions between the audience and speakers.

16:45 Closing Address of the 10th Anniversary Meeting

19:00 Pre-Symposium registration and welcome reception

To stimulate full interaction between speakers and attendees, panel question and answer discussions will follow at the end of each session.

**CO HOSTS**



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## MIDDLE EAST FUELS SYMPOSIUM - 3RD ANNUAL MEETING THURSDAY 26 MARCH 2009

- 08:00 Registration and coffee  
09:00 Opening and business card exchange - meet your fellow attendees

### 09:15 Session one: The Middle East fuels markets: Current and future trends

- National oil company investments in clean fuel projects. What is the latest?
- How much of an impact are the price of oil and European fuel quality rules having on the development of the regions clean fuels agenda?
- European diesel, gasoline and marine markets. How do they compare with Middle Eastern markets?
- Overview of the global automotive clean fuel vehicles market and its relevance on the Middle East.

Jose Paul, Consulting Manager, Automotive and Transportation Practice, Middle East and North Africa, **FROST AND SULLIVAN**

- 10:30 Coffee break sponsored by



### 11:00 Session two: Tackling the growing regional challenges of the Middle East fuels sector

- Clean fuel production in Middle Eastern refineries. New specifications, standards and increased demand. How to remain profitable and keep the products available.
- Improving fuel quality. Fuel quality trends and drivers. Global developments in diesel and opportunities for the Middle Eastern refiner.
- An approach to alternative fuels for commercial aviation.

David Claydon, Marketing Technical Service Manager, **AFTON CHEMICAL**

Nicolas Mouney, Alternative Fuels Project Manager, CoC Powerplant, **AIRBUS**

- 12:30 Lunch



### 14:00 Session three: Innovations in meeting the clean fuels challenge within the regions refineries

- Case study: overview and update on TAKREER's green diesel project.
- A look at catalyst advancements for ultra low sulphur diesel fuels enabling refiners to increase the reliability and profitability of their operations.
- The impact of low sulphur bunkers on refinery configuration. With the International Maritime Organisation recently announcing its support to move to a global sulphur specification on bunkers of 0.5wt% we take a look at the impacts this change would have on a typical refinery configuration and operation.

Abdulla Al Mansouri, Senior Project Manager, Green Diesel Project, **ABU DHABI OIL REFINING COMPANY (TAKREER)**

Pieter Lusse, Supervisor Technical Services, **ALBEMARLE**

Mike Stockle, Technology Leader, Refining, **FOSTER WHEELER**

- 15:30 Coffee break sponsored by



### 16:00 Session four: Clean fuel projects in and around the region

- A look at clean fuels projects in and around the GCC.
- The latest advances in automotive and aviation clean fuel projects.
- Natural gas as a transportation fuel in vehicles. Review of both NGV and CNG and a look at the market drivers for natural gas transportation fuels in Egypt.

Nasser Bader Al Mudhaf, Deputy Chairman and General Manager, **KUWAIT AVIATION FUELLING COMPANY**

Akmal Zaghloul, Business Development General Manager, **TAQA**

- 17:00 Closing address and close of symposium

### CO HOSTS



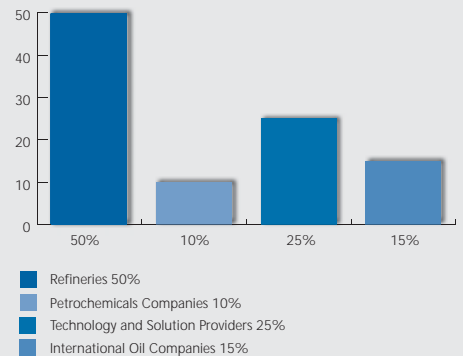
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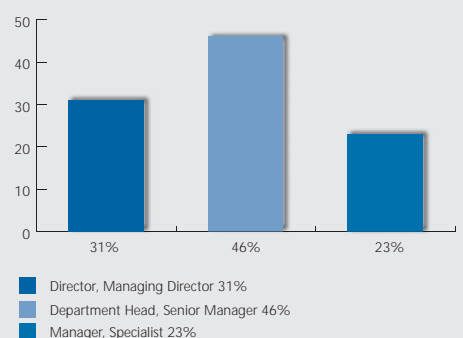
### COMPANIES THAT HAVE PREVIOUSLY ATTENDED INCLUDE:

ADBIC • ADEN REFINERY COMPANY • ADGAS • ADNOC • ADNOC DISTRIBUTION • ADVANCED REFINERIES AND PETROCHEMICAL CO • AFTON CHEMICAL • BAPCO • CHEVRON • CONOCOPHILLIPS • DUBAI PETROLEUM COMPANY • EGYPTIAN GENERAL PETROLEUM • EMIRATES AUTHORITY FOR STANDARDISATION AND METROLOGY • EMIRATES NATIONAL OIL COMPANY • EXXONMOBIL • FOSTER WHEELER • GASCO • JODCO • JORDAN PETROLEUM REFINERY CO • KUWAIT NATIONAL PETROLEUM COMPANY • IPIC • MINISTRY OF ENERGY AND MINING • MINISTRY OF OIL OF KUWAIT • MINISTRY OF OIL OF IRAQ • NAFTEC • OAPEC • OMAN REFINERY COMPANY • OPEC • PETROKEMYA • PETROFAC • PORT OF ROTTERDAM • QATAR PETROLEUM • QATARGAS • RELIANCE • SAFRA COMPANY LIMITED • SAMIR • SAMREF • SAUDI ARAMCO MOBIL • SAUDI ARABIAN LUBE ADDITIVES CO • SAUDI ARAMCO • SAUDI ARAMCO LUBRICATING OIL REFINING CO • SAUDI ARAMCO SHELL REFINERY CO • SHAZAND ARAK OIL REFINING CO • SHIRAZ OIL REFINING COMPANY • SIRTE OIL CO • SOHAR REFINERY COMPANY • TAKREER • TEHRAN OIL REFINING COMPANY • THE ARAB PETROLEUM RESEARCH CENTRE • TOTAL • YEMEN OIL REFINING COMPANY

### EXPECTED INDUSTRY AUDIENCES



### EXPECTED SENIORITY








# REGISTRATION FORM

## MIDDLE EAST DOWNSTREAM WEEK 2009

ABU DHABI, UAE **23-26 MARCH 2009**

### 5 EASY WAYS TO REGISTER

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  World Refining Association, 4th Floor, 86 Hatton Garden, London, EC1N 8QQ

### REGISTRATION FEE

- Middle East Fuels Symposium + Middle East Refining Conference + Workshop, 23 - 26 March 2009, \$4386 / €3060
  - Middle East Refining Conference + Workshop, 23 - 25 March 2009, \$3107 / €2168
  - Middle East Refining Conference, 24 - 25 March 2009, \$2139 / €1493
  - Middle East Fuels Symposium, 26 March 2009, \$1279 / €893
  - Please reserve my attendance at the Gala Dinner on 24 March 2009 (for registered attendees of the Middle East Refining Conference)
- VAT will be charged at the appropriate rate where applicable*

### DELEGATE DETAILS

Title	First Name	Last Name	Job Title	Email

To register more than 3 delegates, please photocopy this booking form. Group discounts are available from more than 3 registrants, please email [c.pallen@theenergyexchange.co.uk](mailto:c.pallen@theenergyexchange.co.uk) for further information.

Company Name \_\_\_\_\_

Nature of Business \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State/County \_\_\_\_\_

Country \_\_\_\_\_ Zip/Postcode \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

**Authorised by** \_\_\_\_\_ **Signature** \_\_\_\_\_

Company CEO \_\_\_\_\_ Refinery Manager \_\_\_\_\_

Downstream Manager \_\_\_\_\_ Fuels Manager \_\_\_\_\_

### ADMINISTRATION DETAILS

Accounts payable contact \_\_\_\_\_

Title \_\_\_\_\_ First Name \_\_\_\_\_ Last Name \_\_\_\_\_

Telephone \_\_\_\_\_ Email \_\_\_\_\_ EU customers VAT number \_\_\_\_\_

### PAYMENT DETAILS - Please tick your chosen method of payment

I will pay by bank transfer/invoice  I will pay by credit card

Visa  Mastercard  Amex Credit  Card Number

Issue No  Expiry Date  IBAN No  Security Code

Name of cardholder \_\_\_\_\_ Address \_\_\_\_\_

Signature of cardholder: \_\_\_\_\_

#### PAYMENT – TERMS AND CONDITIONS CONFIRMATION:

Our official confirmation, invoice and hotel booking details will be emailed to you within 3 days of receiving your registration.

#### PAYMENT:

Payment of the full registration fee is due 14 days after the invoice date, or immediately, if the registration is made within one month of the event. Our invoice will show your registration fee in Pounds. Our full bank account details are on the invoice.

Please note your booking is valid only after full payment is received. We recommend you check with your Finance Department that payment has been made before traveling to the Conference.

#### CANCELLATIONS:

Made one month prior to the start of the conference will be refunded less a 50% administrative charge.

Refund will be made after the conference.

Made within one month of the start date of the conference will receive no refund. Substitutes are acceptable at any time.

#### FORCE MAJEURE:

Please note that in case of force majeure The World Refining Association is relieved of all obligations. Force majeure includes any circumstances beyond the will of The World Refining Association, that impedes permanent or temporary compliance with the obligations, such as 'acts of god' including war, danger of war, government regulations, revolts, strikes, transportation difficulties, fire or severe disturbances affecting the conference organisation or its suppliers.

#### ADMINISTRATION – TERMS AND CONDITIONS

##### OFFICIAL VENUE AND HOTEL ACCOMMODATION

Le Royal Meridien Hotel, PO Box 45505, Abu Dhabi, UAE tel: +971 (0)2 674 2020, fax: +971 (0)2 695 0445. The cost of the hotel accommodation is not included in the conference fee. The World Refining Association has negotiated preferential rates at the hotel (Classic rooms AED 1650.00 +10% service charge +6% tourism fee per night per person) for delegates attending the event. Please contact Natasha Harwood via email [n.harwood@theenergyexchange.co.uk](mailto:n.harwood@theenergyexchange.co.uk) for a hotel booking form and for any accommodation related queries.

##### REGISTRATION FEE

The registration fee covers attendance at all sessions, refreshments, lunches, receptions and documentation containing the speaker presentations. Please note it may be necessary to alter the content or timing of the programme or its speakers.

Please note that VAT is not included and will be added at the appropriate rate where applicable.

##### LANGUAGE

The official conference language will be English.

##### CUSTOMER SERVICES

For questions concerning your registration, attendance, visa support and invoice payments, please contact our Customer Services Department, Tel: +44 (0)1242 529 090, Fax: +44 (0)1242 582 157.

BOOKING CODE

**W**

## Why you should attend the 10th Anniversary Meeting

Following the tremendous success of our Middle East refining series of conferences, we are proud that this event has become the annual meeting place for senior decision makers of the regions leading companies.

With an agenda designed in conjunction with the market in mind, our expert panel members will keep you right up to date with the latest developments happening right here within the region, guaranteeing that this really is the only business and networking event in 2009 that you need to attend.

The agenda will not only look ahead and evaluate the future growth of the regions refining and fuels sectors, in this the 10th Anniversary Meeting, we will also take the opportunity to celebrate the regions successful downstream business operations of the last 10 years.



By bringing together over 180 major GCC regional and international refinery and fuels executives, The Middle East Downstream Week provides outstanding networking opportunities for you to influence, impress and increase your credibility as an industry specialist and showcase your company's thought leadership objectives.

### EVENT HIGHLIGHTS

- Refinery Economics Workshop
- 10th Anniversary Middle East Refining Conference
- 3rd Annual Middle East Fuels Symposium

## SPONSORSHIP OPPORTUNITIES

### Not to be missed, guaranteed exposure through sponsorship!

Do not miss this unique opportunity to raise your corporate profile in the Middle East downstream sector.

With 2009 set to be a year when we all need to ensure our budgets are being spent in the right place and we are gaining value for money and maximum effective exposure, our custom made packages are guaranteed to meet your specific requirements.



Whether you are looking to promote your thought leadership expertise, technological developments or company position within the market, contact us today to discuss how we can help.

### TAKE THIS UNIQUE OPPORTUNITY TO JOIN OUR CORPORATE SPONSORS AND PLACE YOUR BUSINESS DIRECTLY IN THE DOWNSTREAM INDUSTRY ARENA

If you are interested in receiving further details concerning our sponsorship opportunities, please contact:

**Claire Pallen, Director, Middle East Operations, on**  
**Tel:** +44 (0)1242 529 090 / **Fax:** +44 (0)1242 529 060  
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## Forthcoming Middle Eastern conferences



- **Sour Gas 2009** – 2nd Annual Meeting, 10 February 2009, Abu Dhabi, UAE
- **Gas Arabia 2009** – 4th Annual Meeting, 11-12 February, 2009, Abu Dhabi, UAE
- **The Middle East Fertilizer Symposium** – 2nd Annual Meeting, 2-5 March 2009, Abu Dhabi, UAE
- **The Middle East Downstream Week** – 10th Anniversary Meeting, 23-26 March 2009, Abu Dhabi, UAE
- **Middle East Pipeline Rehabilitation Procedures and Methodology Workshop**, 4 May 2009, Abu Dhabi, UAE
- **Oil and Gas Pipelines in the Middle East** – 9th Annual Meeting, 5-6 May 2009, Abu Dhabi, UAE
- **Refinery and Petrochemical Plant Integration Workshop**, 12 October 2009, Abu Dhabi, UAE
- **Petchem Arabia** – 4th Annual Meeting, 13-14 October 2009, Abu Dhabi, UAE
- **Plant Maintenance in the Middle East** – 3rd Annual Meeting, 11-13 January 2010, Abu Dhabi, UAE