

# NORTH AFRICA OIL & GAS SUMMIT

Minimising risk. Maximising potential.

*“This is a useful forum for bringing private industry and NOC representatives together to discuss and progress agendas of mutual interest. Well worth the time if you are part of the North Africa energy mix.”*

Joseph Quinlan, General Manager, Chevron Libya

## Summit Highlights 2010

- A ground-breaking shale and tight gas workshop that sold out with 90 participants covering the latest developments and technology advances in the region
- A unique mix of leading NOCs and IOCs at the only event that covers all of North Africa, year after year, in thought-provoking debate and enhanced business opportunities
- The gala dinner at the Neue Burg Museum was a huge success with not one seat left free where participants could network in a beautiful and sophisticated setting

### 2010 SPONSORS:

Co-Host



Gold Sponsor



Sponsors



MANAGING RISK





# NORTH AFRICA OIL & GAS SUMMIT 2011 MADRID

*“Good vibe, positive noises all around, open dialogue - just what is needed.”*

Graeme Lamont, Gas Business Manager, Europe, Middle East & Africa, Honeywell Process Solutions

## Introduction

The 2010 North Africa Oil & Gas Summit, held in Vienna from 2-4 November, brought together over 250 of the region’s Ministerial Representatives, CEOs, Country Managers, Regional Directors and more to discuss and debate the key issues facing the industry.

Attendees to the event benefited from comprehensive insight into medium and long term market trends from the International Energy Agency and OPEC, insight into NOC strategies from NOC Libya, Algeria’s ALNAFT, Egyptian Ministry of Petroleum and ETAP.

North Africa VPs from OMV, Eni, Repsol and Total amongst others shared their experiences of successes and challenges of E&P activities in the region generating healthy audience debate on fiscal and contractual terms in the region.

The Gala Dinner, held in the splendid Neue Burg Museum and hosted by OMV, was sold out and saw attendees enjoying some fine dining, while getting to know their fellow colleagues from the industry.

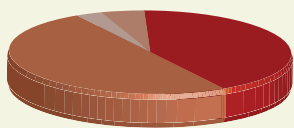
The introduction of dedicated “speed networking” sessions saw attendees walking away with contacts and business cards from across the delegate audience. The 2010 Summit was our most successful yet, thanks to our sponsors, speakers and delegates and we are looking forward to welcoming you in 2011 to Madrid.

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**Joseph Quinlan, General Manager, Chevron Libya**

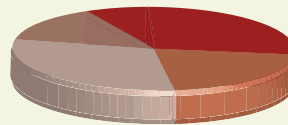
## Key Statistics

The North Africa Oil & Gas Summit continues to grow while maintaining its unique attendee profile. In 2010 the event looked like:



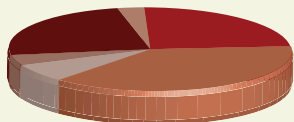
### Geographic breakdown

Europe	47%
North Africa	43%
Middle East	6%
ROW	4%



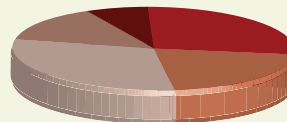
### North Africa breakdown

Algeria	20%
Tunisia	16%
Egypt	20%
Libya	43%



### Industry breakdown

NOC	20%
IOC	38%
Financial/Lawyers/Consultants	7%
Government Authority	4%
Contractors/Service Providers	28%



### Job Title breakdown

CEO, Chairman, VP, SVP	27%
Head of New Ventures and Business Development	21%
Country & Regional Managers, Presidents & General Managers	30%
Technical/Engineers	14%
Other	7%



## The Energy Exchange

The Energy Exchange’s experience in high level oil and gas events, over the last 14 years, means that we can call upon a vast number of contacts drawn from the highest level of government and industry in order to put our conference programmes together. Extensive research and continual communication with our speakers, advisors and industry leaders means that our programmes reflect the most important and relevant issues facing the oil and gas community today. [www.theenergyexchange.co.uk](http://www.theenergyexchange.co.uk)

To discuss your sponsorship requirements contact:

**Monika Gonda**

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For the latest confirmed speakers and programme updates visit [www.northafricasummit.com](http://www.northafricasummit.com)

## 2010 KEY SPEAKERS INCLUDED



**Guido Michelotti**,  
Executive Vice President  
North Africa and  
Middle East Region  
ENI E&P DIVISION



**Arno Dettlinger**,  
Vice President NW Europe,  
North Africa & Latin  
America E&P International  
OMV EXPLORATION &  
PRODUCTION



**Eng. Mohamed  
Abul Wafa**  
Chairman of the Board  
GULF OF SUEZ  
PETROLEUM COMPANY



**Khaled Becheikh**  
President & Chief  
Executive Officer  
ETAP (Entreprise  
Tunisienne  
D'Activités  
Petrolières)



**Jaap Huijskes**  
Member of the  
Executive Board,  
Head of E&P  
OMV  
Aktiengesellschaft



**Rt. Hon. Lord Howell  
of Guildford**  
Minister of State at the  
UK Foreign and  
Commonwealth  
Office



**Ferdinando Rigardo**,  
Regional Executive  
Director Europe,  
Asia & Africa, Upstream,  
REPSOL



**Jan Willem Eggink**,  
Country Chair,  
SHELL LIBYA



**Jean-Francois Arrighi  
de Casanova**,  
Senior Vice President  
North Africa E&P,  
TOTAL SA



**Leo W. Ehrhard III**,  
President  
CONOCOPHILLIPS  
ALGERIA



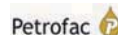
**Jennifer Coolidge**  
Executive Director  
CMX CASPIAN AND  
GULF CONSULTANTS



**Tom Voytovich**  
Vice President and  
General Manager  
APACHE EGYPT  
COMPANIES



## SPONSORS AND EXHIBITORS HAVE INCLUDED



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## Looking Forward to the Next Stage of a Hugely Successful and Growing Event – Madrid 2011

Sponsoring the North Africa Oil & Gas Summit is an excellent way to capture the entire region and raise your company's profile. This is the only pan-North African event and your unique opportunity to reach top decision makers and position your company as a leader in the industry. Maximise your time and investment today by securing your place in the North Africa Oil & Gas Summit 2011.

Join us in the beautiful city of Madrid, Spain's cultural and shopping destination, with its great monuments and medieval center, the Prado museum and unique selection of the best restaurants in the country.



## Sponsorship & Exhibition Opportunities

Early confirmed sponsors for 2011:



Profile your company as a sponsor at the leading gathering for North Africa oil and gas and enjoy the following benefits:

### Sponsorship benefits include

#### RAISING YOUR PROFILE ON-SITE

- Exhibition spaces
- Banners in the exhibition area
- Opportunity to:
  - Distribute promotional material in the conference
  - Have your key industry leader to present on the conference program
  - Chair a session
  - Be an expert panelist on the interactive panel discussion sessions
  - Host and moderate a round table discussion
  - Reserve VIP tables to host key delegates during the conference luncheon
  - Complimentary delegate passes for your staff or clients
  - Additional discounted delegate passes for the conference

We can tailor packages for your business and your needs. Contact us to work out the best way for your business to get involved.



*“Thank you very much for the outstanding organisation of this summit. In general, the summit provides a very good understanding of the relations between IOCs and North African countries and will have a very good impact on our future strategies. Thanks a lot!”*

Ahmed Darwish,  
President,  
Kuwait Energy Egypt

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## Get Involved

### Why confirm your sponsorship package now?

- 1 Ensure you secure the topic that will best differentiate you and keep you ahead of your competitors. Take your place in the agenda, key speaking opportunities will again be limited.
- 2 Play a role in shaping the future of the North African industry by taking a seat on our elite Advisory Board. This will raise awareness that you are an essential partner to the industry by displaying your thought leadership.
- 3 Demand for exhibition space was overwhelming this year, with a sell out floor plan. Exhibition space will be allocated on a first come, first served basis. Prime positions have already been chosen for your peers following the excellent results they had at this year's event. In addition we have new sponsors coming on board and we welcome them as we build success in partnership.
- 4 2010 prices have been frozen until 31st January but will increase thereafter. Join our 365 day commercial partnership which is designed to generate demand for your solution all year round and save budget.
- 5 Benefit from brand exposure throughout the year. We run a 365 day marketing plan and are already actively influencing your customers via external partners and our internal database. You will have a dedicated Marketing Manager to extend your market reach.

## Call for Papers

### Present your project updates at North Africa's premiere oil & gas event.

North Africa Oil & Gas Summit 2011 is developed to provide a high value platform for the stakeholders to share experiences, get insights and be informed of the latest case studies, projects and successes in the region and beyond.

Top level speakers representing the North African region will present their views through studies presentations, roundtable discussions and panel discussions. If you are interested in sharing your innovative approach, breakthrough technology or successful project updates, we invite you to submit an abstract.

### Request Abstract Template

Early submission is strongly encouraged. Applicants will be notified of their status by email. By submitting an abstract, authors are agreeing to provide a copyright release and final publication of their presentation for publication in the conference proceedings.

### Selection criteria

Abstracts will be reviewed and judged on the basis of the following criteria:

- Relevance to the conference theme and theme of individual sessions
- Significance of the work/projects to a target audience
- Originality of work/project, including new concept, innovations or data
- The completeness of the work/project

Please visit [www.northafricasummit.com](http://www.northafricasummit.com) for latest event updates and developments  
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