

Abu Dhabi International Petroleum Exhibition & Conference - ADIPEC 2020-Canada Virtual Programme

(draft version: 20201018)

Day 1, Monday 2nd November

2nd Nov: 19:00 – 22:00 UAE timings

19:00

Introduction to the Program

Opening remarks

Alex George, Commercial Counsellor, Embassy of Canada to UAE

- 19:15 Session 1 - Market Briefing**
UAE Oil & Gas Sector Brief - Updates within the Industry in the UAE.
Sally Koornneef, Trade Commissioner, Embassy of Canada to UAE
- 19:45 Session 2 - GCC Business Overview**
A high level introduction into how business is conducted in the region with a strong overview of the Oil & Gas industry. Excellent for those exploring the region for the first time or those who need an update.
Tamer M Nassar, Managing Director Eternal Energy
- 20:15 Session 3 - Export Café: introduction to regional TCS opportunities**
Introduction to regional support teams, (Canada Business Council and Trade Team) (10 min presentations each)
- 20:15 Saudi Arabia – *Maya El Khoury*
 - 20:30 Kuwait – *Raed Bishara*
 - 20:45 Pakistan – *Zohaib Khan*
 - 21:00 Algeria - *Nasreddien Gouami*
 - 21:15 Egypt – *Joseph Tadros*
- 21:15 Session 4 - The Role of the Canadian Business Council in the UAE**
Gregory Zoughbi - Chairperson

Day 2, Tuesday 3rd November

*3rd Nov: 18:00 – 21:00***18:00 Session 5 - Working with ADNOC - Abu Dhabi National Oil Company**

Learning how partnership with ADNOC works – How best to approach it and what you need to know beforehand. This session is a must if you are planning to enter the UAE market.

- Introduction – Mr. Naser AlYafei - VP Stakeholder Management Division
- Overview of the “In Country Value” program - Ms. Mona Balalaa, ICV Execution Manager, ADNOC
- Procurement process - Ms. Al Yazi Al Mehairbi, Commercial Team, ADNOC

19:00 Session 6 - A Legal Perspective of doing business in the UAE

An overview of the legalities involved in setting up a business in the UAE and the various routes to market that you can consider.

Craig Hughson, Dentons & Co, UAE

20:00 Session 7 - Canadian Export, How it works in reality?

A fireside chat with those who have set up their business successfully in the UAE. A view of their “do’s and don’t” and advice that they wish they’d known beforehand.

- *Norman Lentsch – PASON*
- *Malcolm Milne – Total Solutions*
- *John Gill/ Roy Dabbous – Hatch*
- Q&A

Day 3, Wednesday 4th November

*4th Nov: 18:00 – 21:00***18:00 Session 8 - SNC Lavalin Exclusive Digital Pitch event – Partnered with Al Yasat – ADNOC**

By Invitation only – Please apply to attend the session. You will be presenting to the SNC Lavalin Board who are working with ADNOC (Al Yasat) on the Panoramic Digital centre and are seeking partnerships from Canada that will fit requirements for the project and Vision. Please email ADIPEC@cbcabudhabi.com to apply.

19:30 Session 9 - Meet the Partner Event

For you to meet prospective partners and to learn about how they work and specifically what sectors within the industry they are focused on. A number of UAE partners will present.

Q&A

5-13th November

Networking space – Coordinated by the Trade Commissioner Service

Business to Business Virtual Meetings

Pre-scheduled via ADIPEC@cbcabudhabi.com over a period of 8 days, connecting buyers from local and visiting markets - supported by your Trade Commissioners.

Export Café

Connect to Global Markets with the Trade Commissioner Service

Trade commissioners from Middle East missions and the UAE will be available during this time as well. You can schedule dedicated time with visiting Trade Commissioners at the Canada Pavilion to maximise your global market outreach capabilities.

Contact ADIPEC@cbcabudhabi.com to participate in this tailored programme and to be included in the **program** used to promote matchmaking for buyers with Canadian capabilities.

Key Contacts at ADIPEC 2020

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CANADA B2B MATCHMAKING

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