



Egypt Advanced Technologies for Onshore Exploration and Production Reverse Trade Mission



BUSINESS BRIEFING

Thursday, February 20, 2020
Hilton Post Oak by Galleria, Houston, TX

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U.S. TRADE AND DEVELOPMENT AGENCY

Business Briefing to U.S. Industry

“Egypt Advanced Technologies for Onshore Exploration and Production Reverse Trade Mission”

Thursday, February 20, 2020

9:00 - 9:30 a.m.	Registration
9:25 - 9:30 a.m.	<i>Administrative Remarks – KEA</i>
9:30 - 9:40 a.m.	Welcome and Introductions by Ms. Gretchen Krantz Evans, Country Manager for the Middle East – U.S. Trade and Development Agency (USTDA)
9:40 - 9:50 a.m.	Remarks by Hon. Khaled Rizk, Egyptian Consul General in Houston
9:50 - 11:10 a.m.	Delegate Presentations: Egyptian Ministry of Petroleum and Mineral Resources <ul style="list-style-type: none">• Eng. Mohamed Fahmy - Head of Production Department• Mr. Mohamed Radwan - General Manager for Exploration Affairs• Eng. Mohamed Wesam Emara - General Manager for Gas Affairs Egyptian General Petroleum Corporation
11:10 - 11:25 a.m.	<i>Networking Break</i>
11:25 a.m. - 12:25 p.m.	Delegate Presentations: General Petroleum Company Egyptian Natural Gas Holding Company
12:25 - 12:55 p.m.	U.S. Government Panel <ul style="list-style-type: none">• Ms. Gretchen Krantz Evans - Country Manager, Middle East - U.S. Trade and Development Agency (USTDA)• Ms. Dina Bissada - Commercial Assistant - U.S. Commercial Service, U.S. Embassy, Cairo• Mr. Brendan Kelly - Senior International Trade Specialist - U.S. Commercial Service, Houston• Ms. Paula Swain - Managing Director Global Energy, Project Finance Division - Export-Import Bank of the U.S.• Mr. Eric Miller - Regional Director, Office of Small Business - Export-Import Bank of the U.S.
12:55 - 1:00 p.m.	Introduction of U.S. Companies present
1:00 - 1:45 p.m.	<i>Networking Luncheon - Ballroom A</i>
2:00 - 4:30 p.m.	One-on-One Meetings between Egyptian delegates and U.S. Industry representatives
4:30 p.m.	End of program



“Egypt Advanced Technologies for Onshore Exploration and Production”

February 15 - 28, 2020

LIST of DELEGATES

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EGYPT



ENERGY EXPORT RESOURCE GUIDE



COUNTRY: Egypt

Sub-Sector: Oil and Gas

Completed by: Dina Bissada

Executive Summary:

Oil and Gas is one of the most dynamic industries in Egypt, and hydrocarbon production is by far the largest single industrial activity in the country.

Egypt has significant energy resources, both in traditional fossil fuels and in renewable energy. Egypt's proven hydrocarbon reserves stood at 3.3 billion barrels of oil and 62.8 trillion cubic feet (tcf) of natural gas at the end of 2017. The Government of Egypt encourages international oil companies (IOC) to participate in the oil and gas sector, and currently more than fifty IOCs are operating in Egypt.

Egypt plays a vital role in international energy markets through the operations of the two Suez Canal transit points and the Suez-Mediterranean (SUMED) pipeline. Expanded in 2015, the Suez Canal is an important transit route for oil and liquefied natural gas (LNG) shipments travelling southbound from North Africa and along the Mediterranean Sea to Asia. Fees collected from the operation of these two transit points are significant sources of revenue for the Egyptian government.

Egypt plans to invest around \$38 billion developing its petrochemicals sector over the next five years. The petrochemical sector represents about 12% of industrial production and generates revenues totaling USD 7 billion, equivalent to nearly 3% of GDP. Egypt has the largest refinery capacity in Africa at a nominal 840,000 barrels per day, although it operates well below this capacity, with 508,000 barrels per day processed in 2017. Currently, the government is updating existing refineries, and a new private-sector refinery is also set to begin production.

The petroleum industry in Egypt is managed by the Ministry of Petroleum and Mineral Resources, under which five state owned companies operate.

- 1- The Egyptian General Petroleum Corporation (EGPC)
- 2- The Egyptian Natural Gas Holding Company (EGAS)
- 3- The Egyptian Petrochemicals Holding Company (ECHEM)
- 4- The Ganoub El-Wadi Holding Company (GANOPE)
- 5- The Egyptian Geological Survey and Mining Authority (EMRA)

The Egyptian General Petroleum Corporation (EGPC) concludes concession agreements in cooperation with IOCs in the form of production sharing agreements (PSA). Egypt grants concessions in specific areas through the promulgation of a “special law” by the Egyptian Parliament.

Since the 1990s, the Egyptian government has enacted laws aimed at attracting international, regional and domestic investment. These laws seek to address the regulations and procedures that hindered production and in ward facilitated investment.

One of the challenges that continue to hamper international investors in Egypt’s oil and gas sector is the long history of delayed payments from EGPC. While the government has made efforts to pay out the remaining backlog of arrears to IOCs to encourage more foreign partners to invest in exploration and development activities, the government still lags behind in making payments. The government has reduced arrears to USD 1.2 billion (from what amount?) as of June 2018 and planning to repay all of it by the end of 2019.

Egypt has signed around 83 oil and gas exploration deals with IOCs between November 2013 and December 2017, worth about USD 15.5 billion. It has also offered signing bonuses of more than USD 1 billion for the drilling of 319 wells. In 2018, a new international bidding round was announced, including for nine blocks in the Gulf of Suez and Western Desert.

GOE investment in natural gas was expanded by 25% in FY 2017, adding to an expansion of 33% from the previous fiscal year. Crude oil projects did not see a similar favorable return on investment, but several multinational firms announced commitments to increase their investment to total USD 10 billion in fiscal year 2018/2019.

In December 2017, Egypt’s Zohr gas field started production. The Zohr field is considered the largest discovery ever made in the Mediterranean Sea. Production is estimated at 30 trillion cubic feet (tcf). There is also the Nooros Gas Field in the Nile Delta that produces

32 million cubic meters per day. Atoll is another gas field in the East Delta that produces 350 million cubic meters per day and 10,000 barrels of condensate.

- **Current Market Needs:**

The Ministry of Petroleum and Mineral Resources has announced in 2016 a five years modernization plan for the sector. The objective is to design and implement a program to enhance the contribution of the oil and gas sector to the economic growth of the country and to be a leader that other sectors can follow. This modernization plan is divided into seven different programs: Investment Attraction, Sector Structural Reform, HR Management, Downstream Performance, Upstream Performance, Hub Strategy, and Decision Support and Data Flow.

Downstream Performance and Energy Efficiency:

- More than 20 projects have been identified to improve their performance. The ministry has started the feasibility study of around six projects, expected to result in more than \$120 million in savings
- Initiatives for energy consumption reduction by 5%: identified low cost opportunities, Waste Heat Recovery, and Flare Gas Recovery.

Upstream Performance

- Increasing oil & gas production and pipeline of proven reserves and improve recovery rates and cost performance.

Oil and Gas Hub Strategy

- Outlining how Egypt can grow its role in the regional energy sector.
- Hub strategy expected to be released in 2019.

Decision Support and Data Flow

- Increase digitalization of reporting and decision-making processes across the sector.

- **Competitive Landscape:**

There is competition, and the procurement system is done through open tenders. Decision makers evaluate the proposals according to the technical and commercial merits of the proposals.

- **Best Prospects for U.S. Exporters:**

There are opportunities for U.S. companies in exploration activities, services, sub-contracting, procurement and engineering services, as well as in the petrochemical sector.

- **Market Entry:**
 - The Ministry of Petroleum and Mineral resources is open for suggestions and recommendations, new technologies and processes.
 - Tenders: The ministry will announce tenders if they are requesting consultants for feasibility studies, EPCs, new concessions, upgrade of refineries, licensing for petrochemicals and all other related projects.

- **Technical Barriers & Tariffs:**

There is a free trade agreement with Europe which makes products from European suppliers very competitive as there are no customs applied. Customs and shipping fees of American products makes the comparison challenging.

- **Procurement & Tenders**

Tenders are announced on the Ministry of Petroleum and Mineral Resources website: <http://www.petroleum.gov.eg/en/Investment/Bids/Pages/default.aspx>

- **Getting Paid / Trade Finance:**

The projects by the Ministry of Petroleum and Mineral Resources are financed by the government and they go through a process of approval at different government bodies before the tender is announced. However, because of financing limitations the government has, it is always preferred to get payment facilitation from such as: EXIM, OPIC, EBR and others. Proposals that come with financial facilities have a better chance of winning.

- **Upcoming Trade Events:**
 - Mediterranean Offshore Conference (MOC)
 - EGYPS Petroleum Show 2020

- **Local Industry Resources:**
 - [U.S. Commercial Service in Egypt](#)
 - [U.S. Embassy](#)
 - [The Egyptian Ministry of Petroleum & Mineral Resources](#)
 - [BP Statistical Review of World Energy 2018](#)
 - [Ministry of Investment](#)
 - [General Authority for Investment and Free Zones](#)
 - [Egypt State Information Service](#)
 - [Egypt Oil and Gas Newspaper](#)
 - [American Chamber of Commerce in Egypt](#)
 - [Egyptian Government Web Portal](#)

- **U.S. Commercial Service Information:**

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- **Best Prospects:**

- Compressed Natural Gas (CNG) Technology and Peripherals
- Drilling Rigs and Related Equipment and Accessories
- Hi-tech Test and Measuring Equipment
- Liquefied National Gas (LNG) Related Technology
- Natural Gas Vehicles (NGV) Technology and Peripherals
- Exploration activities
- Engineering, Procurement, and Contracting (EPCs)
- Petrochemical projects
- Refineries upgrade
- Energy efficiency
- Ports upgrade
- Safety (HSE)

Delegate Bios, Profiles and Expectations

Eng. Mohamed Alaaeldin Farouk Mahmoud Fahmy
Production Engineer and Section Head - Central Production Department
Ministry of Petroleum and Mineral Resources



Mohamed has more than 10 years of experience in oil and gas production operation; He has held several positions in Qarun Petroleum Company (Apache joint venture) and Ministry of Petroleum through 2010.

Education: B.Sc. of Petroleum Engineering - 2010.

Work Experience: 10 Years of Petroleum Engineering.

2010 to 2011:

Company: Qarun Petroleum Company - Apache Corporation JV.

Position: Field Petroleum Engineer (Engineering Department).

Assignment: Supervise the following rig and rigless jobs for +/- 750 Producer and Injector wells.

2011 to 2012:

Company: Qarun Petroleum Company - Apache Corporation JV.

Position: Completion and stimulation Application Engineer (Engineering Department).

Assignment: Create the completion and re-completion programs.

2012 to 2014:

Company: Qarun Petroleum Company - Apache Corporation JV.

Position: Beam Pumping Application Engineer (Engineering Department).

Assignment: Daily monitoring of +/- 150 SR producing wells.

2014 to 2020:

Company: Ministry of Petroleum and Mineral Resources.

Position: Petroleum Engineer, Production Central Department.

Assignment: Follow-up daily reports on operations and production of oil and gas for 43 oil and gas companies, Follow-up drilling reports, Prepare weekly, monthly and annual reports for all oil



and gas companies in Egypt, Prepare reports and follow up the Egyptian oil and gas fields development projects.

AGENCY PROFILE:

The Ministry of Petroleum is the Egyptian authority that supervises exploration, production, marketing and distribution of oil, gas and other natural resources. The ministry was established in 1972. The current minister is H.E. Tarek El-Molla.

The petroleum sector in Egypt consists of 5 state-owned entities. These are: Egyptian General Petroleum Corporation (EGPC), Egyptian Natural Gas Holding Company (EGAS), Egyptian Petrochemicals Holding Company (ECHEM), Ganoub El Wadi Petroleum Holding Company (GANOPE), and Egyptian General Authority for Mineral Resources.

Objectives of our department in the Ministry of Petroleum and Mineral Resources:
Securing oil and natural gas supplies through expanding upstream activities. EOR technologies interest us most, LOSAL and Thermal EOR.

Our duties:

Supervise and follow up; production and drilling operation for more than 43 NOCs and IOCs, oil and gas field's development projects, establishing production and drilling plans, national gas grid operation, providing housing units with natural gas, implementing an integrated work plan to expand the use of natural gas as vehicle fuel.

EXPECTATIONS:

To gain knowledge that will help with developing the best and most cost-effective technologies to enhance the value of brownfields (including EOR technologies), as oil production from brownfields in Egypt comprises a huge percentage.

Mr. Mohamed Said Radwan Mohamed Radwan
General Manager for Exploration Affairs
Ministry of Petroleum and Mineral Resources



I am an exploration specialist with Geophysics background and I graduated from Cairo University 2006 with a Masters' degree in Geophysics. I have more than 13 years working in different E&P entities. Working for international oil Companies for almost 10 years where I started my career in September 2006 in Schlumberger as borehole Seismic geophysicist and then joined BG Group (Shell) from 2007 until July 2016 as lead Geophysicist.

2016 - 2017 - I worked at Halliburton (Landmark) as a Technical consultant.

2017 - I joined the petroleum governmental sector of EGAS Holding Company. Leading a regional studies team was very beneficial focusing on promoting the exploration potential in the Mediterranean.

I am currently working as Exploration General Manger in the Ministry of Petroleum and Mineral Resources supporting the First Undersecretary for different exploration activities that helps attracting more business to Egypt.

AGENCY PROFILE:

The Ministry of Petroleum is the Egyptian authority that supervises exploration, production, marketing and distribution of oil, gas and other natural resources. The ministry was established in 1972. The petroleum sector in Egypt consists of 6 state-owned entities. These are: Egyptian General Petroleum Corporation (EGPC), Egyptian Natural Gas Holding Company (EGAS), Egyptian Petrochemicals Holding Company (ECHEM), Ganoub El Wadi Petroleum Holding Company (GANOPE), and Egyptian General Authority for Mineral Resources.

As part of the central Exploration team, we are working on attracting new business and entries to the Egyptian market addressing the exploration potential and investment opportunities in different Geologic basins. The Ministry is currently establishing its first digital National data repository called (Egypt's Upstream Gateway) to store, data management and promoting different opportunities through International Bid rounds.



EXPECTATIONS:

It will be a great to meet with different E&P companies understanding from them the key exploration opportunities they are keen to focus on in Egypt, Business Environment and state of the art technologies in E&P Business.

Eng. Mohamed Wesam Reda Shaban Ahmed Emara
General Manager for Gas Affairs
Ministry of Petroleum and Mineral Resources



Eng. Mohamed Wesam is currently the General Manager for Gas Affairs and he supervises the Gas and Production Departments in Ministry of Petroleum and Mineral Resources. The mandate of the Gas Affairs and Production Departments is to follow up daily Production, Drilling operation and gas projects for NOCs and IOCs working in Egypt, and supervising the Egyptian National Gas Grid through ESCADA systems for ensuring the supply of gas to the end user (electricity stations, housing units, factories,... etc.).

He works as a team member in Egyptian national holding company in completing the national infrastructure project the for the Gas grid for the greater Cairo area as phase 1 and Upper Egypt as a second phase.

Prior to being appointed as General Manager for gas affairs, he worked as a project engineer in the Egyptian national gas company in the planning and projects department.

Eng. Mohamed Wesam earned a Bachelor of Science in Electric Engineering.

AGENCY PROFILE:

Egyptian Ministry of Petroleum and Mineral Resources supervise of 5 state-owned entities which are:

- Egyptian General Petroleum Corporation (EGPC)
- Egyptian Natural Gas Holding Company (EGAS)
- Egyptian Petrochemicals Holding Company (ECHEM)
- Ganoub El Wadi Petroleum Holding Company (GANOPE)
- Egyptian General Authority for Mineral Resources.

Objectives of Gas and Production Departments in the Ministry of Petroleum and Mineral Resources is Securing oil and natural gas supplies for all end user (households, factories, electricity stations) through expanding upstream activities.

Our duties include:

Supervise and follow up production and drilling operation for more than 43 NOCs and IOCs, oil and gas field's development projects, national gas grid operation, providing housing units with



natural gas, implementing an integrated work plan to expand the use of natural gas as vehicle fuel. We are interested LOSAL EOR technologies.

EXPECTATIONS:

To learn about new technology applied for enhancing the value of brownfields (including EOR technologies), that helps increase oil production from brownfields in Egypt.

Geo. Mahmoud Mohamed Abdelshaheed Rashed Ali
Head of Exploration Studies Department
Egyptian General Petroleum Corporation (EGPC)



I am an Egyptian Geologist, Working for Egyptian General Petroleum Corporation in Exploration Department. I have 12+ years of experience in the Egyptian petroleum sector, working, dealing and cooperating on daily basis with several organizations and multi-national companies basically in the areas of Exploration, Agreements, Research and International-Governmental Cooperation.

I have a Bachelor Degree (B.Sc.) in Geology, as I graduated from Faculty of Science in 2006. Since then, I have always been excited to work in oil & gas sector. Not only because it is one of the most important work fields worldwide, but because the nature of the work makes me a better person by applying my academic knowledge in the right place and by providing me the opportunity to learn and gain international experiences from other professionals in my work network.

I also think that working in the oil and gas field requires knowledge of different types of science such as business administration, which will help a lot - besides technical knowledge - in understanding how the industry is running, which will positively reflect on the quality of the work that I do, therefore I am currently enrolled in a French business school (ESLSCA) to study for a master degree in business administration (MBA) which will be accomplished soon.

Moreover, I believe in the importance of voluntary work and activities, especially those that help in serving the community or large sectors of society such as women and youth. Therefore, I volunteer to work as a member of the World Youth Forum's organization committee since 2017 till now.

COMPANY PROFILE:

EGPC is an economic State Corporation affiliated to the Ministry of Petroleum.

It was established under the law no. 135 of 1956 which was amended by law no. 167 of 1958, then by law no. 20 of 1976. EGPC main Objectives are as follows:

- Satisfy local demand of petroleum products.
- Enhance exploration activities and search for extra oil potentialities.
- Maximize oil production and enhance oil reserves development.
- Maximize petroleum exports revenues.



- Apply the international HSE standard measures.

EGPC affiliated companies are 12 Public Sector Companies, 41 Joint Venture Companies, & 87 Investment Law Companies; in which EGPC is a shareholder, either by itself or through other affiliated companies. The main activities of these affiliated companies are Exploration, Development, Production, Refining, Processing, Transportation, Distribution, Drilling, Engineering, Construction, Fabrication, Maintenance, & Training.

EXPECTATIONS:

I am proud to participate in such event by helping my team in building the content of several sessions that contain important topics for a large segment of the global youth, especially in the Mediterranean region.

All these experiences in academic study, professional career, and voluntary work were an important factor in shaping my personality today which I strive to develop continuously. Accordingly, I am also very grateful for my participation in this work visit to the United States, which will undoubtedly give me a lot of experiences at both work as well as at the personal levels.



Eng. Ahmed Mohamed Mahmoud Moustafa
Assistant Chairman of Operations - Board Member
General Petroleum Company (GPC)



Experience

1966 - Graduated from the Faculty of Engineering (Petroleum and Mining), Cairo University

1997 - Joined BADR Petroleum Company (Shell JV) and worked as a production engineer for 8 years in the field.

Production Planner for 2 years

2006 - Chosen as one of SAP Implementation Team from the legacy system to Go Live and trained more than 300 BAPETCO employees.

Moved to Petroleum Engineering as Reservoir Head and then Petroleum Engineering Manager.

2018 - Appointed Operations Manager at GPC

COMPANY PROFILE:

GPC is an exploration & production company developing different fields in the Gulf of Suez, Western Desert and Sini. We are producing 55,000 bbls/day of oil and 30 mmscfd of gas from classic and carbonate formations. We are applying water and gas injection and using steam injection in one of our heavy oil reservoirs.

EXPECTATIONS:

My expectation is to see more technologies to enhance the production of heavy oil and unconventional oil reservoirs, the most recent production processing plants including high standard HAS applications and the best in class cases for using non-damage mud while drilling, and more advanced logging tools.

Eng. Marwa Ahmed Mohamed Ibrahim Farrag
Reservoir General Manager
Egyptian Natural Gas Holding Company (EGAS)



Marwa Farrag

I am a petroleum engineer and graduated from the Faculty of Engineering, Cairo University. Started as Reservoir Engineer with the Egyptian General Petroleum Corporation (EGPC) from 1998- 2002.

May 2002 - Moved to the Egyptian Natural Gas Holding Company (EGAS).
Currently - Reservoir General Manager at the Egyptian Natural Gas Holding Company (EGAS).

2014 - Received Natural Gas Engineering Diploma from Mining Studies & Research Center (MSRC) Faculty of Engineering, Cairo University.

COMPANY PROFILE:

The Egyptian Natural Gas Holding Company (EGAS) was established in August 2001, as an entity mandated to focus on the natural gas activities, adapting an effective action plan to organize and diligently handle the activities of the natural gas resources of Egypt to add value to the Egyptian economy.

EGAS is engaged in a wide range of activities, including:

- Upstream: Exploration, Drilling and Production of natural gas
- Downstream: Processing, Transmission, Distribution of natural gas in the domestic market, and liquefaction and LNG Marketing.

The company is also has responsibility to:

- Supervise all aspects of the natural gas activities, encourage investments and initiate proposals for further development in gas industry.
- Develop a natural gas industry database.
- Prepare action plans for improving natural gas industry and its related projects.
- Develop intensive exploration programs based on applying the most advanced exploration techniques and concepts to prove additional gas reserves.

EXPECTATIONS:

- Cooperation between Egyptian companies and American companies.
- Artificial lift in gas fields.
- Latest updated technology in EOR.

Mr. Said Abdel Moniem Abdel Meguid Youssef
General Manager for Operations - Board Member
Khalda Petroleum Company (KPC)



Qualifications

1996 - B.Sc. of Petroleum Engineering from Faculty of Petroleum & Mining Engineering, Cairo University.

Key Competences

- 21 years of experience in reservoir and operations engineer “2 years in reservoir and 16 years in production especially in sucker rod system and now 2 years as Operation Manager”.
- Very good in English.

Work History

- October 2018 - Present - Operations Manager, Khalda Petroleum Company
- November 2017 - October 2018 - Operations Manager, Qarun Petroleum Company
- July 2010 - Assistant Engineering General Manager, Khalda Petroleum Company
- July 2009 - July 2010 - Senior Engineer for Sucker Rod Pump, Weatherford Company
- July 2009 – Head of Artificial Lifting Department, Khalda Petroleum Company

Responsibilities include:

- Supervised for 400 sucker rod wells over the past 7 years.
 - Follow-up the performance of the natural & artificial lift oil wells (producing utilizing, ESP & sucker rod systems), investigate the associated troubles & issue the corrective action programs.
 - Good command of software’s, related to ESP (SUBPUMP) & sucker rod (SROD) in addition to Microsoft office (Excel & Word).
 - Follow-up the performance of the water injectors & water source wells, investigate the associated troubles & issue the corrective action programs.
 - Prepare the programs & supervise the operations of the following rig-less jobs (Through TBG perforations, ESP & sucker rod trouble shootings, N2 unloading with coiled TBG, wells testing ,wire line operations, pressure static, following, build – up & fall- off surveys, Bottom hole sampling, formation treatment (acid stimulation / hydraulic fracturing).
-
- 2005-2007 - Head of Artificial Lift Section, Khalda Petroleum Company
 - 2003-2005 - Senior Engineer Operations, Khalda Petroleum Company



- 2000-2003 - Junior Engineer Operations, Khalda Petroleum Company
- 1998-2000 - Reservoir Engineer, Khalda Petroleum Company

COMPANY PROFILE:

Khalda Petroleum Company was founded in September 1985 as an operator on behalf of EGPC and Phoenix Resources Company to explore and produce Oil and Gas from the western desert. In March 2001, according to a farming out agreement Repsol outsourced 100% of its shares to Apache. Apache is a sole partner.

KPC was committed to develop new concessions after achieving many successes. Currently Khalda operates 11 companies (Khalda-1985) / (South Umbarka-1994) / (Ras Kanayes Petroleum Company – 2001) / (RAS Elhekma – 2001) / (Matrouh Petroleum company – 2002) / (Umbarka – 2003) / (West Kalabsha Petroleum Company – 2006) / (Petro Shushan , North Tarek – 2010) / (Operating AG-Razzak - 2010) / (Qattara Petroleum Company – 2011).

EXPECTATIONS:

To acquire more knowledge about the latest technologies and innovations in oil production and exploration with the lowest cost, facilitating the procedures during my visit, I would like to meet Apache Company.

Mr. Hussein Ahmed Farghaly Ahmed Badawy
Assistant Chairman for Operations - Board Member
Pharaonic Petroleum Company (PHPC)



Education and Qualifications

- Certified Manager, Institute of Certified Professional Managers, College of Business, James Madison University, October 2013
- B.SC Chemical Engineering, Cairo University, July 1990

Experience

- July-19 - Present - Assistant chairman for operations and board member for phpc
- January-10 - July-19 - Operation Support General Manager for Pharaonic Petroleum Company which is BP/EGAS joint venture for gas production and processing offshore and subsea wells. During this period working for DGE/WASCO as site manager for LPG plant for 6 months.
- March-07 - December-09 - Technical Manager for Exprogroup Services Company middle east north Africa region (NAME) sector in Well testing, production solutions and technology function.
- June-06 - February-07 - Engineering Asst. General Manager North Sinai Petroleum Company (NOSPCO). Following up new project execution of gas facilities
- November-04 - May-06 - Surface facilities consultant for HBSI (DAPETCO) Petroleum Company
- August-00 - October-06 - Process Department Head for gas operation general department in the head office responsible for following up Gupco five gas plants Process.
- April-92 - July-2000 - Senior Process and Corrosion Engineer for Gupco gas plant
- December-90 till March-92 - Operation Engineer for Gulf of Suez Petroleum Company

COMPANY PROFILE:

I'm working in PHPC organization as assistant chairman for operations responsible for site operations, drilling, subsurface and operations support and board member in PHPC under managing directors which is one of the major large departments in the company - projects, business development, finance, PSCM, security and IT.

PHPC is a production company for gas and condensate and has platforms and subsea wells in addition to onshore processing facilities.



EXPECTATIONS:

- * To open communication channels with multinational companies to facilitate any required knowledge transfer with these organizations different disciplines and my organizations.
- * To understand different safety management systems.
- * To learn different systems of management.
- * To understand different career development ways and motivation for employees.
- * To understand how U.S. companies take care of human resources capital.
- * To learn about crisis management in different organizations.

Mr. Elsayed Mohamed Aly Abdelmouty
Assistant Chairman for Exploration - Board Member
Badr Petroleum Company (BAPETCO)



I was born in Egypt on 11-April-1963, I completed my pre-university education in El Sharkia near Cairo, then I joined Zagazig University in 1981 to study geoscience, geology, and graduated in 1985. I am married and I have 3 sons.

I started my professional career as a geologist in one of the major joint venture companies for oil & gas production in Egypt, Agiba Petroleum Co., the start as a well site geologist. Then after I was involved in other relevant operations' activity such as tendering, contracts management, etc... During my work with Agiba, I also was involved in geological studies and I had the chance to work with ENI Co. in addition to an assignment and missions to Italy. I filled many position in Agiba, starting from junior geologist up to geology general manager.

Later on, I moved to another joint venture company called Petrosanan, joint venture between Naftogaz & EGPC, as exploration general manager and board member and I spent two years in this company.

In June 2017, I moved to Badr Petroleum Company (BAPETCO), one of the major joint venture companies in Egypt for oil & gas production, as assistant chairman for exploration and board member. Currently, I am still occupying that position.

COMPANY PROFILE:

Badr Petroleum Company (BAPETCO) was established in January 1983 following the declaration of the Badr El Din field in the Western Desert as a commercial discovery. A development lease was granted according to the concession agreement (law no.99 for the year 1980) made by and between the Government of Arab Republic of Egypt, Egyptian General Petroleum Cooperation (EGPC) & Shell Winning (Presently known as Shell Egypt), on the basis that the Company will operate its activities on behalf of EGPC & Shell. The Company's name refers to the area where oil & gas were initially discovered that has a composite of sand dunes known as Badr El Din, and this area is located in the middle of the western desert, at a distance of 300km west of Cairo, 180km north east of Baharia Oasis.



BAPETCO is currently producing 120 KBOE (Gas: 445 MMscf, 25,000 bbl oil/day& 11,000 bbl condensate/day). In my organization, yet, we have not use any of the tertiary EOR technologies.

EXPECTATIONS:

- My organization is urgently seeking for enhance and maximize oil production, so I think this international event will enable me and other delegates to share, exchange the experiences and brain storming with other participants on the optimum techniques for EOR.
- I am looking forward to get the exposure and experience of the international oil companies (IOCs) such as Exxon Mobil, Chevron and Apache in the EOR field.
- Another good experience to gain will be when meeting with the main international oil services companies and knowing the most recent techniques used for unconventional reservoirs as well as the EOR.
- I believe, the benefits and outcome of this event will be great, some of the techniques and applications in the EOR can be replicated to my organization as applicable. Also it can be extended to other Egyptian organizations in order to meet the country's strategic plans to enhance and increase the overall oil production.

Dr. Eng. Radwa Mourad Fadlrabou Elsayed Taman
PhD. Chemical Engineer
Gulf of Suez Petroleum Company (GUPCO)



Radwa Mourad is a PhD. Chemical Engineer in Gulf of Suez Petroleum Company, which is an Oil Production Company in a joint venture with Dragon Oil Company.

Radwa is a graduate of Chemical Engineering, Alexandria University, Egypt in 2010. After graduation, Radwa worked as a Chemical Instructor in the Arab Academy for Science and Technology (AAST). Then she was hired by GUPCO since February 2014 up to the present.

Radwa completed her Master's Degree in 2014 and her PhD. Degree in 2019 in Chemical Engineering at Alexandria University.

Research Experience

Throughout her responsibilities of her technical career, her academic progress remains as her primary focus.

Qualifications

After joining Gulf of Suez Petroleum Company (GUPCO), Egypt in February 2014; she worked for the Integrity Management team-Operations department. Therefore, she had chances to deal with different subjects, projects, contracts and to extract her PhD subject that can help the company production one day. Along her six-year journey, she was responsible for various tasks; initially, GUPCO Risk Management process, which controls major accidents risks helping safeguard people and assets. Secondly, her participation in Loss of Primary Containment (LOPC) project reduction plan during 2018-2019, which had significant impact on GUPCO's environmental and financial performance. She was responsible for more issues, for instance preparing studies to control/decrease H₂S levels in oil/gas phases; accordingly, she created chances of making three field trials at GUPCO to decrease the H₂S concentration.

In October 2018, she became a certified piping inspector within the American Petroleum Institute for API 570 "In service inspection, rating, repair and alteration of piping systems".

She joined NACE (National Association of Corrosion Engineers) organization, to enhance her corrosion management integrity skills for GUPCO onshore/offshore assets and achieved the



certificates for “Basic Corrosion Course”- May 2016, “Internal Pipeline Corrosion –Advanced”- July 2019 and “Design for Corrosion Control”- Nov.2019

COMPANY PROFILE:

Gulf of Suez Petroleum Company GUPCO is the oldest oil production company in Egypt; it has drilling activities as well as oil production facilities.

With respect to the status for the EOR and AI:
EOR methods can be listed by the following methods:

Bright Water Injection:

For water, injection fields at which specific polymers types’ area injected while shut in the wells, in order to form gels to seal the high permeable channels, and as a result, after injection it increases the oil channels permeability to enhance the oil production.

LoSal Projects:

In order to decrease residual oil saturation, the wells water injection must be of low salinity (for example: 4000 ppm TDS), in order to decrease the residual oil saturation to increase the oil productivity.

Microbial Injection Projects:

This method also to enhance the oil production by injecting specific types of bacteria that are cracking the oil chains to be lighter and with lower viscosity in order to be easily produces

AI projects:

It is about using some models to predict the oil forecast through the analysis of the wells data. And this can be done by Machines or neural networks

EXPECTATIONS:

The visit goals is to exchange information and experience as much as I can, as if possible to be implemented in my company to enhance the oil production. My expectations are very high to gain the experience of such great US petroleum companies.

Other companies that we can meet in the US, it might be NALCO Champion, as they are having now a variety of advanced solutions for decreasing the H2S levels as well as to decrease the scales tendency in oil wells.

Mr. Ahmed Abdelhamid Abdalla Magour
Senior Petroleum Engineer
Qarun Petroleum Company



Ahmed is a Senior Petroleum Engineer who has worked for Qarun Petroleum Company (Apache Joint Venture) since 2010.

Ahmed graduated from the Faculty of Petroleum and Mining Engineering in 2009, Suez Canal University, with a Bachelor degree in petroleum engineering.

In 2015, Ahmed gained an MSc degree in petroleum engineering (Specialized in Hydraulic Fracturing Stimulation), from Suez University.

Currently, Ahmed is a candidate student for PhD in Suez University.

Ahmed is the Stimulation Team Leader in QPC, as he is in charge on all hydraulic fracturing and acid stimulation related operations in QPC, in addition to all workover, well completion and recompletion operations.

COMPANY PROFILE:

Qarun Petroleum Company (QPC), a joint venture with Apache Corporation, is one of the oil and gas operating companies in Egypt. QPC was founded in 1995. The company operates in the Egyptian Western Desert and operates over 700 oil producer and water injection wells.

Currently, the company produces about 30,000 barrels of oil and inject almost 260,000 barrels of water on a daily basis.

Most of current operated oil fields are brown fields that relay on water injection system to maintain reservoir pressure and to continue oil production. Currently, no enhanced oil recovery EOR techniques were implemented in the company, some studies were made by applying low-salination techniques in some of the company fields but they concluded that the technique was not a candidate for the available reservoir rocks.

Mr. Tamer Hassan Farag Yasin
Senior Geologist
Qarun Petroleum Company



Tamer is high-achieving, focused and self-motivated lead geologist/geomodeller with over 10 years of experience with well-demonstrated skills across the field development process; through onshore oil exploration and development field studies in support of static / dynamic modelling. He is working for Qarun Petroleum Company and since 3 months he has been reporting his work for Apache Egypt as a secondment employee.

He is holding Master of Science in petroleum geosciences degree and currently he is preparing for Doctorate degree.

His area of expertise covers; Petroleum system analysis, Sedimentology, Sequence stratigraphy, Structure geology, Geo-statistics, and Geo-modelling.

Tamer is a multi-disciplinary team player and motivator with very results dynamic and business focused. Active, ambitious, hard-worker with strong communication, presentation and leadership skills.

He is able to manage multiple work-teams with minimal to no supervision and generates consistent, high quality deliverables.

One of his recent achievements is that he played a spearhead role in exploration and development phases of East Baharyia Ex II & III Concessions which added at least 50 MMbbl in reserve.

Tamer is seeking to develop his professional career to be one of the first class Oil & Gas experts. In addition he plans to spend 3-5 years for a smooth and focused transformation into managerial applications in order to help in achieving, sustaining, and developing the high level strategies.

COMPANY PROFILE:

Qarun Petroleum Company (QPC), a joint venture with Apache Corporation, is one of the oil and gas operating companies in Egypt. QPC was founded in 1995. The company operates in the Egyptian Western Desert and operates over 700 oil producer and water injection wells.



Currently, the company produces about 30,000 barrels of oil and inject almost 260,000 barrels of water on a daily basis.

Most of current operated oil fields are brown fields that rely on water injection system to maintain reservoir pressure and to continue oil production. Currently, no enhanced oil recovery EOR techniques were implemented in the company, some studies were made on applying low sal technique in some of the company fields but they concluded that the technique was not candidate for the available reservoir rocks.

EXPECTATIONS:

I would like to meet some of the representatives from such well-known companies like Shell, BP, Chevron, Apache, etc. to get information about the success stories of these companies, and how they sustain their economic and financial situation along these years however the fluctuation of the oil prices.

Mr. Mahmoud Ahmed Abdelghany Ahmed
Section Head of Drilling Department
Rashid Petroleum Company (Rashpetco)



Experience

2018 – Present - Night/Auxiliary Drilling Supervisor

Joined rig team for the execution of the 9b project as night/Auxiliary drilling supervisor on a Generation 6 DPDA rig. Challenging wells with challenging compact design rig. Two exploration wells with critical angles and problematic formation penetration were the key challenges in this campaign. Goal ZERO achieved. Top Quartile wells delivered.

2015 – 2018 - Lead Wells Engineer

Moved to Company Head office to join the FEED team preparing for the new campaign. In Contracts and Procurement branch, delivered two critical contracts with efficient contractor and competitive prices following the legal conduits as per local Country laws. Delivered basis of design for one of the most critical wells in the project. Adapted to Shell policies and standards following the merger in quick and efficient way. Executed Gap analysis to SHALL [WELLS] and closed gaps as time and cost permits, deviated with proper risk assessment for few requirements that is not tolerable within project commencement date.

2013 – 2015 - Night Drilling Supervisor

Commenced my supervisory role in a development project with a generation III semisubmersible rig. Efficient and safe execution of challenging wells using a limited capacity and specs rig. High deviation wells, slim holes, depleted sands and long reactive shale sections were the key challenges in these wells.

Achievements

Selected to contribute in Middle Management program held by Ministry of Petroleum in Egypt after challenging screening process. Received intensive project management training as per the Ministry development program.

COMPANY PROFILE:

Rashid Petroleum Company is one of EGAS Companies.

Rashid Petroleum Company is a JV with Shell and PETRONAS Companies.

Rashid Petroleum Company is a gas production company.



All its concessions are located in Mediterranean (WDDM).

All Rashid's wells are offshore wells which use semi sub or drill ships rigs.

All produced wells are connected to the main plant (Edku) by subsea infrastructures.

All produced wells are naturally flow, so no EOR for these wells.

EXPECTATIONS:

- Hope to know more about onshore exploration and production and learn the new techniques to be applied for good performance in those fields which will reflect with more benefits and development for Egyptian oil sector generally and my company especially.
- Hope to learn more about the EOR and the new techniques in this subject. Also hope to know much about the various software used in oil and gas industry.
- Hope to illustrate some of the new techs and software to my company and my colleagues in other companies in Egypt.

**Mr. Mohamed Mokhtar Mohamed
Head of Development Department
Rashid Petroleum Company (Rashpetco)**



My name is Mohamed Mokhtar, I am 35 years old, married and I have two children. I graduated from Faculty of Science in 2005 and joined Rashpetco in 2007. I have worked in multi-disciplines;

Work Experience:

Exploration Geologist

Regional review of regional basins (Structure & Stratigraphy) for play maturation. Established many seismic sequence stratigraphic models. Assess screening for Shallow and Deep sections to explore near fields exploration. Generate and mature prospects for exploration. Coaching geologists' team for prospect evaluation and ranking based on geologic studies that evaluate chance of success of all prospects' elements.

Development Geologist

Participate in ranking the development opportunities to come up with a list for a development phase. Generate 3D reservoir model describing reservoir characterization for facies and petrophysical parameters. Covering the uncertainty in both Geophysical and Geological data.

Geochemist and Basin Modeler

2010 – 2011 worked in Schlumberger Company (Basin Modeler consultant). Perform geochemical evaluation for isotopes for both gas and oil. Expecting the source maturity, environmental aspects. Also performing reservoir to reservoir correlations, and reservoir to source correlation and identifying the possibility for the compartmentalization.

Pore Pressure Specialist

Develop pre-drill pore pressure models. Support exploration, appraisal and development well planning and drilling operations for Pore Pressure/Fracture Gradient (PPFG) prediction and detection. Integrate with multi-disciplinary teams engaged in well planning, well design, and well execution. Provide support in drilling fluids and well operations.



Well Site Geologist

2006 – 2008 Well Site Geologist for both the exploration and development of wells at different company fields. Perform timely daily reporting of drilling operations, to include the Daily Geological Report and Drilling Report, Casing and Cementing Reports, lithological description, recorded gasses, top formations, hazards detections, Witness for wire line logs.

COMPANY PROFILE:

Rashid Petroleum Company is a gas-producing company and is one of the EGAS Companies. Rashid Petroleum Company is a JV with Shell and PETRONAS Companies. WDDM concession is located in Mediterranean. All Rashid's wells are offshore wells which use semi sub or drill ships rigs. All produced wells are connected to the main plant (Edku) by subsea infrastructures. All produced wells are natural flow.

EXPECTATIONS:

I am interested to know more about the oil industry in America whereas the biggest Global Oil companies, and to have knowledge about the Enhanced Oil Recovery Techniques. I am also interested in the renewable energy (current status and the future). I expect to get knowledge in the operational intelligence usage in the oil industry. As well I would like to gain more information about the advanced techniques for gas detection in the deep targets.

www.ustda.gov

The **U.S. Trade and Development Agency** supports infrastructure development in emerging markets by funding feasibility studies, technical assistance and pilot projects that advance priority projects in the energy, transportation, and telecommunications sectors. USTDA also hosts partnership building activities such as reverse trade missions that introduce project sponsors to cutting-edge U.S. solutions and best practices.

\$445m

U.S. exports
generated

55+

Activities in
Egypt

20+

U.S. firms
supported

PARTNERING WITH EGYPT

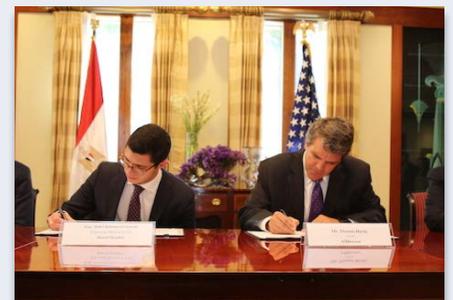
Since 1992, USTDA's has partnered with Egypt building a broad portfolio of infrastructure development projects in petrochemicals, agribusiness, energy, healthcare, and telecommunications. USTDA looks for opportunities that represent both economic development priorities for Egyptian partners and projects that present strong U.S. export potential.

USTDA Toolset

Overseas Project Preparation

Feasibility Studies and Technical Assistance: USTDA funds feasibility studies and technical assistance that provide the comprehensive analysis infrastructure projects need to move from concept to financing to implementation.

Pilot Projects: USTDA funds pilot projects to test U.S. equipment and technologies in overseas settings to identify opportunities for scalability and replicability throughout emerging markets.



Access to U.S. Solutions

Reverse Trade Missions: USTDA brings Egyptian project sponsors to the United States to observe the design, manufacture and operation of American products and services that can best support their infrastructure development goals.

Conferences and Workshops: USTDA hosts sector and region-specific events to introduce partners from Egypt to U.S. best practices, collaborate on sector-specific goals and challenges, and form new partnerships.





U.S. TRADE AND DEVELOPMENT AGENCY

Since 1992, USTDA has brought more than **75 decision-makers from Egypt** to the United States to introduce them to the design, manufacture and operation of U.S. equipment and solutions that can advance Egypt's infrastructure development goals.



Improving Critical Infrastructure

USTDA helped EgyptAir modernize its maintenance and engineering operations and improve productivity and customer satisfaction through technical assistance that supported investment decisions for new a hangar and integration of IT solutions into the airline's business practices.

Modernizing the Petrochemical Industry

USTDA funded a study for an ammonia production plant in Suez, Egypt. Following the study's completion, the plant was built using advanced U.S. technologies, and created more than 1,000 local construction jobs for Egyptians. The cutting-edge U.S. technologies and designs utilized also resulted in significant efficiency gains for the plant.

Advancing Healthcare Innovation

Following a USTDA study, Egypt's pharmaceutical supply chain improved efficiency through the construction of new storage warehouses and the development of database software to record usage of pharmaceuticals by citizens.

USTDA funded a feasibility study for Egypt Basic Industries' Suez Ammonia Plant, pictured below.



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U.S. TRADE AND DEVELOPMENT AGENCY

Middle East, North Africa, Europe and Eurasia

Linking U.S. Businesses to Global Infrastructure Opportunities

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The **U.S. Trade and Development Agency** supports infrastructure development in emerging markets by funding feasibility studies, technical assistance and pilot projects that advance priority projects in the energy, transportation, and telecommunications sectors. USTDA also hosts partnership building activities such as reverse trade missions that introduce project sponsors to cutting-edge U.S. solutions and best practices.



MAKING AN IMPACT IN THE REGION

USTDA supports infrastructure development throughout the Middle East, North Africa, Europe and Eurasia in priority sectors such as energy, transportation and telecommunications. USTDA looks for opportunities that represent both economic development priorities for host country sponsors and projects that present strong U.S. export potential. In recent years, USTDA has supported projects related to refineries, pipelines, e-health, maritime ports, civil aviation and grid modernization.

USTDA Toolset

OVERSEAS PROJECT PREPARATION

USTDA funds feasibility studies, technical assistance, pilot projects and technical advisory services that provide the comprehensive analysis required for infrastructure projects to advance from concept to financing and implementation.

REVERSE TRADE MISSIONS

USTDA brings project sponsors from the MENA region to the U.S. to observe the design, manufacture and operation of American products and services that can support the region's infrastructure development goals.

WORKSHOPS & CONFERENCES

USTDA hosts events to facilitate new mutually beneficial partnerships between overseas project sponsors and U.S. companies. Through high level discussions on issues such as advocacy support and financing options, USTDA provides overseas participants with a roadmap to advance their infrastructure priorities.

GLOBAL PROCUREMENT INITIATIVE

USTDA's GPI helps overseas partners to evaluate the total ownership cost of goods and services needed for infrastructure investments. GPI advances high-quality solutions and life-cycle cost analysis by promoting fair, transparent and value-based policies.



Since 1992, USTDA has hosted more than **200 Reverse Trade Missions** that brought decision-makers from MENA to the United States introducing them to U.S. products, services, and technologies that support infrastructure development throughout the Middle East, North Africa, Europe and Eurasia region.

Training for the Future

USTDA supported workforce development plans for Sonelgaz, Algeria's state-owned electricity and gas utility, by funding multi-year executive training focused on specialized management and leadership. USTDA's training also supported Sonelgaz's investment in 24 General Electric gas and steam turbines that allowed Algeria to meet its goal of bringing power to millions of people across its desert and urban landscapes.

Modernizing Critical Infrastructure

USTDA assisted Jordan in identifying options for improving the efficiency of its electricity distribution through a reverse trade mission that introduced leading energy sector officials to state-of-the-art American smart grid technologies. Jordanian officials also received best-value procurement training under USTDA's Global Procurement Initiative, which will help Jordan deliver better, longer-term infrastructure investments for its citizens.

Meeting Energy Demands

USTDA has brought a creative focus to supporting renewable energy solutions in Turkey. An Agency-funded feasibility study for a 47.4MW geothermal power plant in the Aydin-Gemencik region strengthened Turkey's renewable energy sector, resulting in the development of a new power plant and the creation of new local jobs.

USTDA funded a Live Wire Repair and Maintenance Reverse Trade Mission for a delegation from Turkey, pictured below.





Published on *USTDA.gov* (<https://ustda.gov/>)



Bottom left to right: USTDA Acting Deputy Director Todd Abrajaño and Egyptian Petrochemicals Holding Company (Echem) Chairman Saad Helal; Top left to right: U.S. Ambassador to Egypt Jonathan R. Cohen and Minister of Petroleum H.E. Tarek El-Molla.

USTDA Advances Petrochemicals Development in Egypt

Dec 09, 2019 By ewebb@ustda.gov

Feasibility study will identify essential industrial design

Cairo, Egypt – The U.S. Trade and Development Agency today awarded a feasibility study grant to the Egyptian Petrochemicals Holding Company (Echem), for what will be Egypt’s first polyoxymethylene (POM) plant. Echem will select an American firm to conduct the study.

“Today’s announcement of USTDA’s specialized assistance is proof that the Agency is a creative partner and a one-of-a-kind resource,” said USTDA’s Acting Deputy Director Todd Abrajaño, who signed the grant along with Echem’s Chairman, Saad Helal. “We are committed to the revitalization of Egypt’s petroleum sector and the development of Egypt as a regional energy hub.”

USTDA’s study will provide expert analysis as Echem identifies the design, capital requirements and technical specifications necessary to develop the POM plant, which will produce a recyclable thermoplastic for industrial and consumer products. The project will also drive local economic growth and provide a domestic supply of an important engineering plastic.

Chairman Helal said, “We consider this fruitful cooperation as a new chapter of the extended success story between the USTDA and the Egyptian Petroleum Sector represented by Echem.”

U.S. Ambassador to Egypt Jonathan R. Cohen said, “USTDA’s grant to Echem today underscores the support of the United States for Egypt’s efforts to position itself as a regional energy hub and will facilitate mutually beneficial commercial partnerships between the United States and Egypt.”

Finally, the Minister of Petroleum, H.E. Tarek El-Molla, who hosted the event, said, “Today’s signing is an

excellent example of the strategic partnership between Egypt and U.S. on many different levels in the oil and gas sector. This clearly reflects the confidence in the reforms and success stories carried out by the Egyptian oil and gas sector.”

Egypt is a cornerstone of USTDA’s program in North Africa and the Middle East. Since its founding in 1992, USTDA has funded more than 50 projects in the country, promoting sustained economic growth in Egypt and generating U.S. exports and stronger business partnerships between companies of both nations.

U.S. businesses interested in submitting proposals for the USTDA-funded feasibility study should visit the USTDA website at <https://www.ustda.gov/business-opportunities> [1].

About USTDA

The U.S. Trade and Development Agency helps companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies. USTDA links U.S. businesses to export opportunities by funding project preparation and partnership building activities that develop sustainable infrastructure and foster economic growth in partner countries.

MEDIA INQUIRIES: Jonathan Wilcox at (703) 875-4357

[2] [2] [2] [2]

Source URL: <https://ustda.gov/news/press-releases/2019/ustda-advances-petrochemicals-development-egypt>

Links

[1] <https://www.ustda.gov/business-opportunities>

[2] <https://ustda.gov/www.addthis.com/bookmark.php%3Fv%3D300>

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U.S. TRADE AND DEVELOPMENT AGENCY

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Thomas R. Hardy



Thomas R. Hardy

Director (Acting)

Thomas R. Hardy was appointed on July 11, 2017 to lead the U.S. Trade and Development Agency, a U.S. government agency that helps U.S. businesses create jobs through the export of their goods and services for priority development projects in emerging economies. USTDA links U.S. companies to global export opportunities by providing early project preparation assistance that matches U.S. technological expertise with overseas infrastructure development needs – creating lasting business partnerships between the U.S. companies and emerging market economies.

Mr. Hardy also serves as the Agency's Director of Congressional and Public Relations, leading the agency's outreach to Capitol Hill, the business community and press to amplify the success USTDA achieves through its commercially-oriented foreign assistance program. Earlier in his career at USTDA, Mr. Hardy served as the Chief of Staff and as a Country Manager in the East Asia and sub-Saharan Africa regions where he brought a trade policy background that led to a more active program in support of creating U.S. jobs through exports.



U.S. TRADE AND DEVELOPMENT AGENCY

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Carl B. Kress



Carl B. Kress

Regional Director, East Asia / Middle East, North Africa, Europe and Eurasia

Carl B. Kress is Regional Director for the East Asia, the Middle East, North Africa, Europe and Eurasia Regions of the U.S. Trade and Development Agency (USTDA). As Regional Director, Mr. Kress is responsible for developing and implementing the USTDA economic development program throughout these regions. He is also the agency's Energy Sector Worldwide Team Leader.

Before joining the agency, he held legal and legislative positions in government and the private sector. His previous experience includes serving as counsel at the U.S. International Trade Commission and as an attorney with the law firm McDermott, Will & Emery where he focused on international trade matters.

A graduate of the University of California, Berkeley, Mr. Kress received his law degree from the University of California, Los Angeles. He also holds a master's degree in German law from the University of Hamburg, Germany.

Source URL: <https://ustda.gov/about/staff/carl-b-kress>



Gretchen E. Krantz Evans



Gretchen E. Krantz Evans

Country Manager, Middle East

Gretchen E. Krantz Evans is the U.S. Trade and Development Agency Country Manager for the Middle East. Ms. Krantz Evans is responsible for business development, project preparation and evaluation, and supervision of USTDA activities in the region.

Prior to Joining USTDA, Gretchen held positions with the Department of State in public diplomacy in India and with Foreign Commercial Service in Ghana as a grantee specializing in intellectual property issues. Prior to her career in government service, Gretchen practiced corporate law in the New York, Frankfurt, and Hong Kong offices of a U.S. law firm.

Gretchen holds a B.A. in German and International Studies from West Virginia University and a J.D. from Columbia University. She is fluent in German.



BRENDAN KELLY

Brendan Kelly is a Senior International Trade Specialist who is located in West Houston at the West Houston Chamber of Commerce through a partnership agreement.

He began his career with the U.S. Department of Commerce, U.S. Commercial Service in Cincinnati in 1999 before moving to Houston in 2003, where he covers the West Houston area working with primarily the oil and gas and ICT industries.

He has organized and led trade missions to Germany and Japan.

Dina H. Bissada

U.S. Commercial Assistant

U.S. Commercial Service Egypt – U.S. Embassy Cairo



Dina H. Bissada has joined the U.S. Embassy in Cairo in Summer 2008 as a summer intern at the U.S. Foreign Commercial Service office. Upon graduation, she has worked as a secretary on call for 2 years. In 2012, Dina has joined the Embassy's political section as a MEPI (Middle East Partnership Initiative) Administrator. She then moved back to the U.S. Foreign Commercial Service Office as a Regional Executive Assistant in April 2013.

In 2015, Dina started her commercial work as a Commercial Assistant in the same office. She currently handles a variety of industry sectors such as Energy, Information and Communication Technology, Media and Entertainment, Business Services, and Consumer Goods.

Dina is currently one of the certified Equal Employment Opportunity liaisons of the embassy.

Dina has taken her Bachelor Degree from the American Univeristy in Cairo in 2009 with a major of Communications and Media Arts. She also took part of the University's Student Union. In July 2016, she has completed her MBA degree from Heriot Watt Univeristy – Edinburgh Business School. Dina speaks Arabic, French and English.

Paula Swain



Paula Swain is in the Project Finance Group of EXIM Bank and focuses on the oil and gas value chain. Her office is in Houston. Paula rejoined EXIM Bank in 2011 and specializes in Mexico, large project financings and national oil companies. She originally joined EXIM Bank in 1992 and was in the newly formed Project Finance Division prior to her return to the private sector in Texas in 2000.

Prior to rejoining EXIM Bank, Paula was with El Paso Corporation (former Fortune 500, acquired by Kinder Morgan) for ten years where she financed El Paso's power and pipeline projects in Mexico, Panama, Brazil and China, U.S. regulated pipelines and a U.S. LNG facility in addition to supporting merger and acquisitions, implementation of a Master Limited Partnership (MLP), project development and treasury activities. She has financed or raised financing for several of *Project Finance Magazine's* Deals of the Year.

Paula earned a B.S. Political Science degree from the University of Houston. She is a native Houstonian and a crazed Astro fan.



Mr. Eric Miller is the Houston Regional Director for EXIM Bank. He is a Texas native and experienced international trader. Prior to joining the Bank, Eric spent over a decade in the private sector exporting capital equipment to buyers in 33 countries covering the continents of Africa, Asia, South America, and Europe. As a prior customer of EXIM, he experienced firsthand how the Government Agency can be leveraged as a strategic tool to increase sales. He is passionate about international business and excited to be an advocate for EXIM.

Mr. Miller attended the University of Houston's Bauer School of Business where he earned a B.B.A. in Operations Management and continued his post-baccalaureate MBA studies at U of H with a major in Finance. Eric is also designated as a Certified Global Business Professional ("CGBP") – a distinguished certificate issued by NASBITE International.

KHALED MOHAMED YOUSSEF RIZK

Consul General in Houston

5718 Westheimer Rd. Suite 1350, Houston, TX77057



Mr. Khaled Rizk was born on the 1st of July 1962 in Egypt. His solid diplomatic international background throughout his tenure allowed him to practice his preferred areas of practice in the political, humanitarian, technological resource sectors.

Mr. Khaled Rizk has been appointed Consul General of Egypt in Houston and has assumed his duties as of November 27, 2018.

RELEVANT PROFESSIONAL EXPERIENCE

Banking Field	<i>Egypt- Cairo</i> 1986-1987
<i>Egyptian Ministry of Foreign Affairs</i> Arabic Department	<i>Egypt- Cairo</i> 1988 – 1990
<i>Consulate of Egypt</i> Vice Consul	<i>Milan- Italy</i> 1990-1994
<i>Egyptian Embassy</i> Second Secretary- First Secretary	<i>Algeria</i> 1996- 1998
<i>Egyptian Embassy</i> First Secretary	<i>Namibia- South Africa</i> 2000- 2001
<i>Consulate of Egypt</i> First Secretary	<i>London</i> 2001- 2005
<i>Egyptian Ministry of Foreign Affairs</i> Department of Information Technology	<i>Cairo- Egypt</i> 2005- 2007
<i>Consulate of Egypt</i> Consul	<i>Houston- USA</i> 2007- 2010
<i>Egyptian Ministry of Foreign Affairs</i> Department of Protocol	<i>Cairo- Egypt</i> 2010- 2012
<i>Consulate of Egypt</i> Department of Information Technology	<i>Melbourne- Australia</i> 2012- 2016
<i>Consulate of Egypt</i> Assistant Foreign Minister for Consular Affairs	<i>Cairo- Egypt</i> 2016- 2018

EDUCATION

<i>Faculty of Commerce</i>	<i>Egypt-Cairo</i> 1980-1984
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Mr. Rizk has been married for 28 years to his wife Imaan and they have two sons, Mostafa and Ali.

Mr. Rizk speaks several languages: French, English and Italian. He enjoys reading and traveling, and in the field of sports: soccer, tennis, swimming.

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