



شركة الناقلات الخليجية (ش.م.ك.م.)  
Gulf Tankers Company (k.s.c.c)

**GULF TANKERS CO.**

&

INVESTMENT

PROFILE

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## Message from Chairman

We welcome you to our widely prosperous website, here you will find information regarding every aspect of our company – what we do and where we operate; our mission, our leadership and rich relationships; as well as the latest company news and financial status. You can also read about GTC's other corporate activities throughout the world, which extend well beyond the oil and gas industry. Over the past years, we've successfully transitioned Pioneer's asset portfolio to support a lower-risk strategy focused on delivering solid, consistent results, primarily driven by a great team of the committee members who were chosen precisely to add success to the name of company. The influence of GTC has maneuvered a significant political entrance in the areas of GCC, Somalia, Sudan and many other countries around the globe. As a shareholding company with a total paid-up capital of 320 millions, with available stock shares, we have launched an open subscription for selling its shares to investors such as corporations and big firms. We are proud to have built this company on solid values and principles with a longstanding commitment to the highest standards of integrity. By reaching to this level of success and possess the commercial licensing to provide fully services in oil and industry sectors; which can give a clear idea where we can stand in the erratic and competitive market.

I encourage you to browse our website, read about our exciting business, and learn more about what we do. You'll find that we are in many ways unique, with philosophies that combine morals and principles with modern thinking and technology. It is this varied mix of virtue and ingenuity that will enable us to continue fulfilling our vision as a growth-oriented industry leader for many years to come.

Sincerely,

Dr. Ali K. Al-Bahar



Chairman of the Board



## Introduction

Gulf Tankers located in Kuwait, fully integrated trade and technology group that has acquired a wealth of Knowledge and management expertise since its formation in year 2000. The group has the professional ability to manage projects and equipment manufacturing and supply from the planning stage to commissioning, we have developed industry expertise, which enables on schedule development and completion of contracts to the full satisfaction of the client regardless of the location.

GTC-KWT provides insight into all the major stages in the life of an oil or gas field; from exploration, through appraisal, development planning, production, and finally to decommissioning.

With a comprehensive introduction to the upstream; useful for industry professionals who wish to be better informed about basic methods, concepts and technology used. It is also intended for readers not directly working in oil and gas companies but who are providing related support services.

This volume will help you to understand the major technical and business considerations which make up each part of the life of a typical oil or gas field, and to demonstrate the link between the many disciplines involved.



- **The Field Life Cycle.**
  - o Exploration phase.
  - o Appraisal phase.
  - o Development planning.
  - o Production phase.
  - o Decommissioning.
- **Exploration.**
  - o Hydrocarbon accumulations.
  - o Exploration methods and techniques.
- **Drilling Engineering.**
  - o Well planning.
  - o Rig types and rig selection.
  - o Drilling systems and equipment.
  - o Site preparation.
  - o Drilling techniques.
  - o Casing and cementing.
  - o Drilling problems.
  - o Costs and contracts.
- **Safety and the Environment.**
  - o Safety awareness.
  - o Safety management systems.
  - o Environment.
  - o Current environmental concerns.
- **Reservoir Description.**
  - o Reservoir geology.
  - o Reservoir fluids.
  - o Data gathering.
  - o Data interpretation.
- **Volumetric Estimation.**
  - o Deterministic methods.
  - o Expressing uncertainty.
- **Field Appraisal.**
  - o The role of appraisal in the field life cycle.
  - o Identifying and quantifying sources of uncertainty.
  - o Appraisal tools.
  - o Expressing reduction of uncertainty.
  - o Cost-benefit calculations for appraisal.
  - o Practical aspects of appraisal.
- **Reservoir Dynamic Behaviors.**
  - o The driving force for production.
  - o Reservoir drive mechanisms.
  - o Gas reservoirs.
  - o Fluid displacement in the reservoir.
  - o Reservoir simulation.
  - o Estimating the recovery factor.
  - o Estimating the production profile.
  - o Enhanced oil recovery.
- **Well Dynamic Behavior.**
  - o Estimating the number of development wells.
  - o Fluid flow near the well bore.



- o Horizontal wells.
- o Production testing and bottom hole Pressure testing.
- o Tubing performance.
- o Well completions.
- o Artificial lift.
- **Surface Facilities.**
  - o Oil and gas processing.
  - o Facilities.
- **Production Operations and Maintenance.**
  - o Operating and maintenance objectives.
  - o Production operations input to the FDP.
  - o Maintenance engineering input to the FDP.
- **Project and Contract Management.**
  - o Phasing and organization.
  - o Planning and control.
  - o Cost estimation and budgets.
  - o Reasons for contracting.
  - o Types of contract.
  - o Petroleum Economics.
  - o Basic principles of development economics.
  - o Constructing a project cash flow.
  - o Calculating a discounted cash flow.
  - o Profitability indicators.
  - o Project screening and ranking.
  - o Per barrel costs.
- o Sensitivity analysis.
- o Exploration economics.
- **Managing the Producing Field.**
  - o Managing the subsurface.
  - o Managing the surface facilities.
  - o Managing the external factors.
  - o Managing the internal factors.
- **Managing Decline.**
  - o Infill drilling.
  - o Work over activity.
  - o Enhanced oil recovery.
  - o Production debottlenecking.
  - o Incremental development
- **Decommissioning.**
  - o Legislation.
  - o Economic lifetime.
  - o Decommissioning funding.
  - o Decommissioning methods.
  - o Coiled Tubing Application
  - o Coiled tubing conveyed common kick-off techniques
  - o Circulation of a less dense fluid into the production/test string.
  - o Circulation of fluid through a down hole jet pump
  - o Gas (Nitrogen) lift.



## Our Vision and Mission

The primary focus of the entire group is to provide a high quality and comprehensive services to its domestic and international customers and clients, to value its suppliers and other stakeholders who all contribute to the provision of a service. Our mission is clear that is to offer a customer-focused service “Total quality, timely service, at a competitive price and customer-relations based on trust and openness”

The target customers of the Group are positioned in both public and private sectors, in the GCC MENA countries and beyond. We include government departments, the oil and gas industries (onshore and offshore), leisure industries, the Tankers trade and rentals, etc. The group, through its constituent companies, offers an integrated and comprehensive service to meet of its valued customers, both now and in the future.



## I: Detailed view about the Company

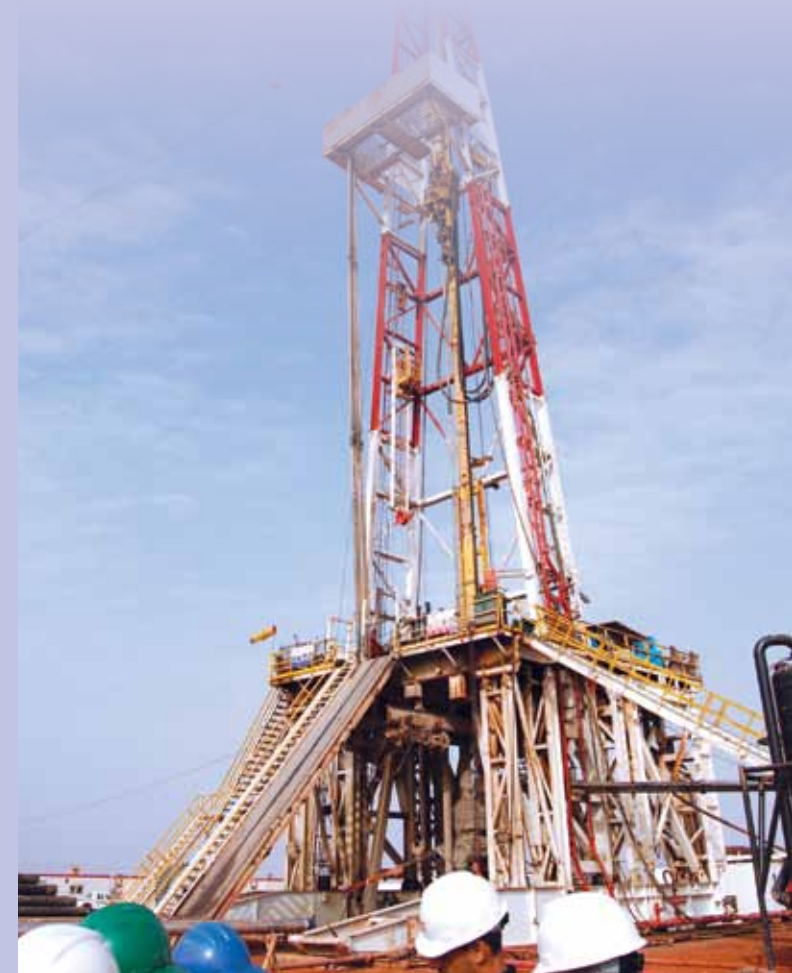
### Core Business and Services:

- The company was founded in 2007 with a capital (100 million KD) and paid (27.900.000) million.
- The company uses the following licenses:
  1. Oil tankers and gas sale and purchase, leasing and rental and operation.
  2. Transporting oil and gas and its derivatives (drilling).
  3. Investment by oil and gas prospecting and exploration.
  4. Preparation of oil studies and consultations.
  5. Build refineries, for oil and gas. ( Construction and all Maintenance Operations )
  6. Investment by capital.
  7. Oil, heavy oil and gas projects development and maintenance.
  8. Supply brand name oil and gas equipment and services.
- The Low in the company is depending on the diversity of the company's objectives and licenses in order to Distribute investment risk and operating the capital and non-reserve capital in one license which leading to loss the investor, so we have to make that diversify so all kind of investment can also be diversify .
- also the Established contract includes a selection of contributors brought together new.



## II: Presenting of the Company Features:

- As mentioned above, the company has many distinctions and specific features unique to her colleagues companies with the same specialization and working in oil sector. Since the company was characterized by the diversity of their licenses, because it's includes licenses working in all oil sectors, so any activity in oil industry we have a license act through it.
- The advantage of our company works such as a ministry of oil by the prerogatives of the company's purposes, and The company is also distinct from their counterparts by being unique cause there is no authorization in Kuwait and given to another company to be competitive climate of the local market and the Gulf, through: -
  - 1 license of transfer oil and gas and tanker operator
  - 2 oil and gas Prospecting and any local company or GCC for does not have this purpose.
  - 3 build refineries, oil and gas production, and our company is unique for this purpose in Kuwait, which making us the only company in Kuwait, which has a license to build a refineries of all kinds, and we are only against foreign companies possess this activity and this makes us the only local competitors to bidding for refinery construction, maintenance and operation, and The company has no competitor in the local market in the same activity.



### III: The Investment opportunities which is available to the company:

The company has a many and variety investment opportunities Through its activities so the company can access all the activities of the oil industry as well as all tenders of the oil and electricity sector, and also the company has investment opportunities through its investment in capital in any suitable activity from non- oil sector activities.

The company has licenses to enable them to engage in all commercial , industrial, investment and real estate activities which it's existed by many companies and this makes the investor in our company assured the money they will not run if it stops the oil activity in any location, but the company can diversify investment risk and operating capital .

And thank God The company is also got some licenses and contracts with foreign countries through signing of agreement (MOU) with these governments, and from These countries how have been agreed with them to open the area to invest in the oil sector of our company was the Philippines, through approval of our company to build an oil refinery size of 200 thousand barrels per day as well as petrochemicals factory as well as building reservoirs and stores oil, as well as approved with the Republic of Djibouti and to build an oil refinery the size of 150 thousand barrels per day as well as building solar power station as well as building reservoirs and storage of crude oil and diesel.



#### IV: Show what is being offered for investment in the capital of our company:

Investment opportunities in our company's is very large and open to all people through the declared capital (100 million), and the paid (72.1 million) million shares distributed to each share of not less than 5% and not more than 7%.



## V: The potential partners of the company inside and outside Kuwait:

Intended to complement the investment in the capital of local companies are investment companies in order to benefit from the diversity of licenses in the company as well as the experience of these investment companies to invest part of the capital in the area of competence, As well as target companies are of the same oil activity, as well as foreign companies with the same activity of the company as well as all government institutions.



## VI: Company objectives :

1. Contracting with international companies in all areas of competence of the company.
2. Find promising investment opportunities in the GCC and MENA
3. Seek investment opportunities in the field of varied petroleum services and energy.
4. Get the Benefit of the Kuwaiti experience working in the oil sector and to achieve the objectives of the company.
5. Profits and promising company by recruiting purposes in all fields of oil, and especially particular transport and refinery construction, training and exploration.



## VII: View the Executive steps that will take place during this coming period:

1. Entering into strategic alliances with international companies specialized in the petroleum sector services and energy.
2. Communicate with the companies operating in the oil sector to provide diversified services.
3. Activation phase for all purposes of the company to achieve its strategic goals.
4. Recruitment of managerial competencies in all of the company's works.
5. Focus on oil projects in Kuwait, and then expand across the GCC and the MENA region.



# We are Negotiating with International Companies



## What We Do

- GTC group is a leading manufacturer, supplier and distributor, oil and gas tankers trade and rentals of many proprieties patented oil and gas field products, equipment and services.
- GTC markets products and systems that solve drilling problems, production substitutes, the upstream organization and other industries.
- GTC is a fully integrated fluids company – basic in all key products, service facilities and transportation. We specialize in all kinds of oil and gas tankers trade and rentals, which has performance applications for offshore deepwater and shelf, as well as land based Terminals and ports.
- GTC Group is providing project management, engineering design, equipment and service personnel in four core business areas: Deep Water Riser Engineering, Equipment Sales and Rental, Well Systems Engineering, Decommissioning. It is now a major contributor to the rigless intervention and abandonment market for both platforms and subsea wells. These services can be provided through our principal.
- GTC have experienced teams who are immediately available for fast response to plan and breakdown maintenance of all HVAC and refrigeration systems. All staff is committed to maintaining the highest quality standards throughout CGL's manufacturing process. Products are manufactured in full accordance with the international quality standard BS EN ISO 9001:2000 by highly skilled and trained personnel. Our success is built on personal participation of all employees and our extensive knowledge of the market place. This, and the impressive range of specialist skills offered by our engineers, differentiates us from any of our competitors.
- GTC have Thread Protectors, Line Pipe Bevel End Protectors & Pipe Packaging Systems. Our products are approved and specified by the Oil & Gas Industry throughout the world and are designed to safeguard and protect OCTG tubulars against harsh elements,



- Handling and storage conditions normally encountered within the industry. Our products are manufactured from polymers and steel, both of which can be fully recycled, and in many cases, reclaimed serviceable TGT products can be returned to the end user for reuse.
- GTC group provides a wide variety of drilling equipment and services. Our personnel have a number of years of training from equipment maintenance and repair, to engineering, design and material management. With our principals' expertise, management and qualified staff, we provide the following product and services:

• Completion Equipment
• Equipment for BOP Stacks and Drilling Manifolds to Wellheads, Gate Valves and Chokes.
• Drill pipe Centralizers
• Drilling Bits
• Bearings
• Strainers
• Electrical Submersible Pumps.
• Automated Drilling System

- GTC offers Courses in Well Control, Drilling Technology, Management, and Safety on a regular basis. Off-the-shelf training is also available. We firmly believe that quality systems are paramount in maintaining a professional and cost effective service. The company views quality improvement as a continuous process.



## Products/ Services

- **Survey design, planning and parameter selection for seismic operations**
  - o Pre-survey
  - o Exploration Operations Field Consultancy
  - o Post- Survey and office
- **IT**
  - o Computers - Design and supply and maintenance systems
  - o Networking - design, installation and maintenance

**“Drilling Division vision will be recognized by our partners, Shareholders and GTC as a world class drilling organization.”**

### 1. Mud Drilling Chemicals

- Xantham Gum (Bio-Polymer)
- Blacknite (Shale Inhibitor)
- Lubraglide (Lubricant Beads)
- Corrosion Inhibitor
- Calcium Chloride
- Calcium Carbonate
- Calcium Bromide
- Potato Starch
- Sodium Bicarbonate
- Soda Ash, Caustic Soda



- H<sub>2</sub>S Scavenger
- Defoamer
- Mud Detergent
- Anti Bit Balling
- And Other Drilling Chem.

## **2. Cementing Accessories**

- Full range of Centralisers
- Full range of Stop Collars

## **3 Pipe Rental**

- Rental Drilling Tools
- Fishing & Abandonment Tool Rental
- Rental Tubulars
- Liquid Cargo Tanks

## **4 Drill Bits**

- Complete Range of Fixed Cutter Drill Bit Products
- PDC Drill Bits in Matrix and Steelbody Dual cutting structure PDC
- Bits, Steerable PDC Bits for Motor and Rotary Steerable Applications,
- Diamond Impregnated Drill Bits and Coreheads in all sizes.

## **5 Pipe Packaging System**

- Line Pipe Bevel End Protectors & Pipe Packaging System
- OCTG Thread Protectors



## 6 Equipment Sales & Rental.

- Wellhead Inspection Services, Riser & Well bore Cleaning Services, Specialist Riser Accessories, Wellhead Rental Tooling

## 7 Specialized Milling equipments

- Packer Milling And Retrieving
- Casing Pilot Milling
- Junk Mills
- Round Nose Mills
- Flat Bottom Mills
- Skirted Mills
- Section Milling
- Whipstock Mills
- Washover Mills And Shoes
- Tapers Mills
- Economills
- Watermelon/String Mills

## 8 Proactive Pollution & Safety Solution for the Upstream Oil & Gas Industry

- Drilling Rig Zero Spill Systems
- Hammer Unions – Screwed & Butt Weld, Hammer Seal Unions, Hammer
- Seal Coupling, Pup Joints, Swivel Joints, Cementing & Circulating
- Loops, Drill Pipe, Pup Joints and Pump Parts
- Industrial, Oilfield, Safety Tools & Supply, Casing/ Tubing's
- Drill Collars, Hevi Wate Drill Pipe, Rota Substitutes, Stabilizers, Hole Openers (Security Type)



- Fishing Tools
- Rotary & BOP Hoses
- Hydraulic pumps, Motors, Pressure Control Valves, Directional
- Control Valves, Hydraulic
- Cylinders, Pressure Gauges etc.
- Hydraulic Hoses, Hose Fittings – End Fittings
- Adaptors, Quick Release fittings ¼” to 2 ½” and pressure rating from 20 bar to 700 bar  
Hand, Electric and Pneumatically Operated
- Pumps up to 700 Bar, Torque Wrenches, Single/Double acting Head, Toe Lifting Jacks &  
Cylinders up to 500 Tons, Pipe Benders, Spreaders, Pullers etc.
- Filters, Regulators & Lubricators, Auto Drain Valves, Water & Mist Separators, Solenoid  
Valves, Polyurethane Tubing’s, Cylinders, Valves etc
- Seamless & ERW Carbon Steel Pipes and Seamless & ERW Stainless Steel Pipes
- S-20 to S-XXS and S-20 to S-XS, ½” to 24” in S-20 to S-XXS
- Tees, Elbows, Reducers, Bends, Bushing, Plugs, Coupling’s, O’Lets, Swage Nipples, Hex  
Nipples etc. ½” to 4”, Class 3000 & 6000 Weld-Neck, Blind, Slip-on, Socket, Socket Weld,
- RTJ etc in Stainless Steel, Carbon Steel & Alloy in all Class and Schedules Gate, Globe,  
Check, Butterfly, Ball Valves 1/2” to 24”, Class 150 to 2500, Carbon Steel, Stainless Steel,  
Bronze etc
- CAF, Spiral Wounded & RTJ



- Seamless Stainless Steel Tubing ¼” to 2” various Thickness and random length of 3 to 10 meters
- Pressure & Temperature Chart Recorders
- Thermocouples, RTD’s, Cables, Temperature Measurement Equipments
- Air, Crude Oil Transfer, Suction & Delivery, Acid & Chemicals,
- Ducting, Steam & Hot water with end fittings of Couplers, Camlok
- Couplers, Flanged and Threaded. Sizes ¼” to 12” ID
- Electrode Holders, Ground Clamps, Welding Cables, Cable
- Connectors, Welding Helmets, Welding Goggles, Chipping Hammer etc.
- Helmets, Goggles, Cotton Dotted Hand Gloves, Mechanics Tools, Electrician Tools, Non Sparking Tools
- Chain Block Pulley, Nylon Lifting Slings, Wire Ropes, Shackles, etc.

### 9 Valves and Actuators

- Full range of quarter-turn and multi-turn electric actuators
- 3-phase, 1-phase, DC and extended-duty motors available as standard options
- Cenelec, FM, CSA explosion proof certification ISO & MSS mounting bases European CE marking
- Common wiring diagrams for both quarter-turn and multi turn Products
- Units have been tested and certified as submersible to IP68
- Advance digital network control system for up to 250 devices/MOV’s.



## 10 Valve, actuator and valve control accessory

- Manual Ball Valves
  - 2 Piece, 3-Way, 3 Piece, Sanitary, High Performance, Threaded, Flanged, Split Body, Fire safe, Tank Bottom, Control Port, Direct Mount, Easily Automated
- Automated Ball Valve Packages:**
- 3 Piece, High-Performance, Fire safe, Split Body Flange, Sanitary End, 3 Way Threaded and Flanged, 2 pc Direct Mount, Direct Mount Flanged, Fire safe Direct Mount Flanged Scotch Yoke Heavy Duty Actuators

### Rack & Pinion Actuators:

- Hard Anodized Aluminum and Stainless Steel, Pneumatic, Double Acting, Spring Return, Rack and Pinion Actuators

### Positioners:

- Pneumatic, Electro Pneumatic, FM Approved, Digital, NEMA 4x,
- Intrinsically safe, Non Incendive, Solid State, control Actuator.

### Valve Control Accessories:

- Gearboxes, Manual Gear Override, Declutchable Gear Override, Gear
- Operator, Block and Bleed Valve, Lock-Up Valve, Dribble Control, Dome
- Indicator, Flow and Speed Controls, Filter/Regulators.

### Solenooids:

- NAMUR, VSI/VDE Specifications, Single or Dual Coil, Manual Override, weather proof, explosion proof, various voltages.
- Limit Switches:
- Aluminum, Twist Set, Non-metallic, Explosion Proof, Weatherproof,
- Mechanical or Proximity Switches, NAMUR, CSA Approved, Corrosion and
- Chemical resistance



## Our Services

### **1 Manufacturing and Repair of Drilling and Production Equipments and**

- Accessories.
- Flanged and Threaded Connections
- Gate and Check Valves
- Casing and Tubing Hangers
- Drilling and Production Chokes
- Studded or Flanged Tees and Crosses
- Crossover Connections
- Frac Valves
- Drill Pipe Repair

### **2 Benchmarking, Performance Measurement/ Improvement and OPEX Optimization.**

- Assets Performance Models
- Benchmarking
- Maintenance Assessment
- Planned Uptime Assessment
- OPEX Assessment
- Strategy Assessment
- Revenue Assessment
- Integrity Assessment

### **3 Engineering and Development of Contingency Plans, Supervision of Special Services for Blowout Control Operations**

- Emergency Response Services
- Oil well Fire fighting and Blowout Control



- Well Control Engineering and Management
- Marine and Industrial Firefighting
- Hazardous Material Control
- Integrated Risk Management Solutions
- Integrated QHSE Management
- Safety and Survival Training.
- Toxic Environment Protection
- Fire and Safety OEM and Product Sales

#### **4 Manpower**

- We supply technical and skilled workers for offshore and onshore
- Operations.

#### **5 Marine Surveys**

- Hull and Machinery Surveys
- Liability Surveying and Consultancy
- Loss Prevention
- Protection and Indemnity Club Surveys
- Warranty and Special Project Surveys
- Litigation Support and expert Witness Reinsurance

#### **6 Comprehensive Oilfield Marine Services**

- Complete Offshore Diving Services
- Marine Civil Engineering Diving Services
- Vessel Charter



## **7 HVAC and Refrigeration Systems**

- HVAC
- Refrigeration Systems
- Chilled Water Cooling Systems
- Sound Proofing
- Noise Refuges
- Specialist Fabrications
- COSHH and LEV Assessments
- Detail Offshore Surveys
- Cab Refurbishments
- Dog House Refurbishments
- Air Filtration - Moisture Elimination - Mud Scrubbers
- Marine Windows
- Galley Equipment Architectural

## **8 Well Systems Engineering**

- Pre Drilling Template, Tiebacks, Riser/Conductor Analysis, Slot
- Recovery, Bespoke Engineering Services.

## **9 Well Intervention Construction & Decommissioning**

- Platform and Subsea Well Abandonment, Subsea Well Intervention.

## **10 Well Control and Engineering and Drilling Consultancy**

- Well Control Specialists
- Engineering and Consulting for the Drilling, Completion and
- Production
- Work over phases of oilfield projects



**11 Drilling Training**

- Offers customized (rig/ well/ company specific) training packages for the drilling team

**12 Microbiological and Laboratory Services**

- Provide a Comprehensive Range of Laboratory Services for Food and
- Drink Sector
- Microbiological, Chemical and Nutritional Analysis

**13 Management Training Courses**

- Consultancy services that strategically addresses problem areas
- and opportunities within the organization

**14 Rotary Steering Tool and Services**

- 3-D Rotary steering systems

**15 Thru Tubing**

- Coiled Tubing and snubbing industry
- Slick-line, smart slick-line, electric line and jointed tubing
- Fishing and drilling operations

**16 Down hole Equipment**

- Provides down hole drilling motors.
- Services and technology in drilling applications in the oil and gas.
- EM systems, whips tocks and whips tocks systems.
- Drilling jars, shock subs and drilling bits and utility industries.



## 17 Tank Cleaning and Desludging

- Short cleaning times
- High safety standards
- Sludge treatment, taking a crude oil tank cleaning as an example: Crude Oil; gas; water flushing
- High recovery rate for crude oil and hydrocarbons
- High pressure water pumps
- Floating roof tanks and fixed roof tanks
- Pipeline System
- Technical Concentration limit and MAC values

## 18 Health Safety and Environmental Services

- Environmental Impact Assessment
- Natural Resource damage assessment and restoration scaling
- Ecological risk assessment
- Contingency planning
- Emergency spill response
- Crisis management/ICS training and Implementation
- Oil and hazardous materials
- Produced water/drill cuttings
- Data/information management (GIS)
- Hydrodynamic modeling
- Water quality assessments for wastewater treatment
- TMDL analysis, and eutrophication analysis
- Conceptual design, engineering support, and marine development
- Services
- Permitting support
- Field measurement and real-time monitoring
- Web-based data distribution Technology
- Technology transfer and training



## Drilling Services

- Markets a complete range of fixed cutter drill bit products, which can be categorized as:

### Steel bodied PDC

- Combination Cutting Structures
- Matrix bodied PDC
- Diamond impregnated

The Company has developed and implemented a manufacturing methodology, unique to the business sector, which delivers customized quality products and shortens delivery times.

## GTC Rental Equipments

GTC-KWT offers a wide range of services to the oil and gas industry including Rental Drilling Tools, Fishing & Abandonment Tools, Tubulars, Onshore Drilling Rigs and Liquid Cargo Tanks of the highest quality and conforms fully to the strictest Oilfield standards.

All drilling equipment is inspected and prepared in accordance with the T.H. Hill DS1 Standards, whilst other items are certified in accordance with the relevant API standard. As GTC-KW we are relatively new company, we believe that our equipment is amongst the newest in the region, ensuring the client is giving a product with full traceability, when required.

All equipment purchased by GTC-KW has been acquired from recognized industry leaders such as Varco, Blohm & Voss, Hydril, NKK, SMF, etc. GTC-KW is currently introducing a formal Quality Assurance system throughout our company, and we hope to be in a position, in the coming months, to apply for accreditation to ISO 9002 standard.



## Drilling Fluids

GTC supplies Drilling Lubricants, Lost Control Material (Organic LCM), Drilling & Completion Corrosion Inhibitors, Environmentally safe spotting fluid for stuck pipe, environmentally safe shale stabilizers, Surfactants, and well bore lubricants for casing and liners.

## GTC-KW Consultancy

change agents. GTC-KW helps organizations to thrive, to be dynamic, to outstrip the performance of competitors, not only to keep up with the environmental changes but also anticipate them and act pro-actively and plan strategically and convert problems into opportunities.

- Consultants representing GTC-KW adapt the holistic, systematic approach to organizational analysis and use highly refined analytical techniques and frameworks which themselves are beyond grasp of many conventional consultants. GTC-KW consultants are carefully trained in approaches such as „systems intervention strategy“ and organizational development. They get to the root of the problem more quickly, effectively and accurately.
- GTC-KW also offers training programmers for employees of different categories which motivate them to improve performance quality and work productivity in an organization. These programmers help employee to adapt to changes in their workplace and be competitive at the same time.



## GTC-KW International

GTC Works with the major Operations and Contractors to combat non-productive time (NPT) and its operationally related causes. Customized (rig / well / company specific) training packages for the drilling team include:

- Licensed “Training to Reduce Unscheduled Events” (“T.R.U.E.”)
- licensed Stuck Pipe Prevention Training
- High Pressure High Temperature (HPHT) Wells
- Horizontal Well Control Seminars / Workshops
- GTC-KW team-based training has contributed to cost savings through the reduction of NPT levels and promoting effective teamwork in many prestigious projects in the GCC and internationally.

## GTC-KW Builds Crude Oil Refineries.

Technical, finance, commercial, international communications, establishments our main activities:  
International business:

- Build small & large refinery
- Writing feasibility study for refinery projects
- Selling & buying petroleum products
- Cooperating & investing in establishing refinery
- Counseling in designing & establishing refinery
- Providing raw material for refinery projects case of being partnership.



## WITH THIS GROUP GTC-KW CAN DEAL IN THIS PART OF SHIP BUSINESS

We are the leading independent vetting agency worldwide for oil

We are the leading independent vetting agency worldwide for oil tankers, chemical tankers, gas carriers, bulk carriers and container vessels

The guiding principle for safety in the marine and related industries is to identify risk; and then to put in place loss control systems, which will help to minimize the risk or manage any residual risk.

The key to satisfying this principle is knowledge, based upon information provided by people of experience and who have the practical and technical expertise which will enable them to identify risk and are capable of making the necessary recommendations to ensure that all safety and related criteria are met.

In this regard Ship Vet Services offers an independent, specialized consultancy in the inspection and vetting of oil, gas and chemical tankers, bulk carriers and container ships. General consultancy in other matters relating to the tanker industry can also be undertaken. It has become the leading independent consultancy on all aspects of tanker safety, ship inspection, marine risk assessment and loss control.

- Its aim is to provide a quality service on which its reputation will stand.
- Ship Services offers a range of services, all of which exceed internationally accepted standards.

*We pay attention to detail and take pride in the quality of our work.*



## GTC- KW Ship

It is widely acknowledged that shipping is a risky business. If charterers wish to limit their corporate liability, it is incumbent on them to exercise due diligence in the way they go about chartering the ships they use to carry their hazardous cargoes. They must take all reasonable steps to ensure that the ships are being properly operated and will be in a suitable condition to embark on the voyage in safety, and without the risk of damage to the marine environment. Failure to do so could expose a charterer to unlimited corporate risk in the event of a serious incident involving a ship which that company had chartered. Charterers who are subscribing members to the OCIMF/SIRE and/or CDI databases may do this in one of two ways:

- They can set up and maintain their own in-house vetting department if the appropriate level of maritime expertise is available to them; or
- They can enter into a contract with an independent, third party organization who will provide a vetting service for them

Ship Vet Services is well qualified to provide such a service. Ship inspection reports can be downloaded from the database(s) on the client's behalf and scrutinized by members of the team with the necessary experience, training and judgment to perform risk assessment in the maritime field. The reports will need to be looked at against a backdrop of historical knowledge on the ship and its operator, information gleaned from Lloyds Casualty Database (to which Ship Vet Services subscribes), and other information in the public domain, all of which will influence the advice given to the client as to the suitability of the ship. It is perhaps worth stressing that the decision as to whether a particular ship is acceptable or not, lies firmly with the client. Ship Vet Services merely provides advice to the client to help him/her make that decision. Ship Vet Services has in place its own database which facilitates the updating of ship data in the light of new information. The database will be available to clients through this website, giving them the opportunity to review vetting work done on their behalf together with any later updating information. Ship Vet Services will also assist in the drafting of a company vetting policy and its implementation, should that be required.



## Ship Inspection

Tanker inspections may be initiated either by the charterer or the ship owner. The charterer will initiate an inspection if there is no valid inspection report available on the databases on which to base a vetting decision. Failure to do so could expose the charterer to corporate risk in the event of a serious incident involving a ship which he or she has chartered. The ship owner will initiate an inspection in order to maintain a valid inspection report on the databases and thereby enhance a ship's chartering potential. Failure to do so could mean loss of business.

Ship Vet Services will provide inspectors to carry out inspections throughout N.W. Europe/ Mediterranean, or further field if required, on request from a charterer or ship owner. OCIMF/ SIRE inspections can only be initiated by a charterer who is a subscribing member to the OCIMF/SIRE program. It is often the case that ship owners will request the charterer (eg the oil majors) to conduct a SIRE inspection on his/her ship. CDI inspections may be initiated by either a charterer or ship owner, provided that they are subscribing members of CDI.

Ship Vet Services' inspectors are drawn from a pool of independent associates all of whom come with the highest credentials and considerable experience as inspectors in the tanker industry. Inclusion in the Ship Vet Pool is by invitation only. All associated inspectors are ex-seafarers having sailed in senior ranks onboard tankers. Each possesses a Class 1 Certificate of Competency as Master with Dangerous Cargo Endorsements and are all accredited as ship inspectors under the two main inspecting regimes:

- Oil Companies International Marine Forum (OCIMF) SIRE for crude and product tankers;
- Chemical Distribution Institute (CDI) for chemical tankers and liquefied gas carriers.



Accreditation under both these regimes is all about promoting a high and consistent standard of inspection. Annual refresher training is compulsory and inspectors are subject to continuous performance monitoring if they are to retain their accreditation status.

Inspections follow a standardized format laid down in the Vessel Inspection Questionnaire (VIQ) in the case of OCIMF/SIRE inspections, or the Ship Inspection Report (SIR) in the case of CDI. The conduct of these inspections will be carried out strictly in accordance with the guidelines to inspectors contained within the preambles to the respective reports. On completion of the inspection the report will be submitted electronically either to the charterer who initiated the inspection, in the case of OCIMF/SIRE reports, or direct to the CDI database in the case of SIR reports. In the case of OCIMF/SIRE reports it is the charterer's responsibility to submit the report for inclusion in the OCIMF/SIRE database. The ship owner is always able to comment upon any negative aspects of the report and such comments will form part of the report.

Once on the database a ship inspection report has a validity of one year from the date of inspection. During this time it may be downloaded and scrutinized by any other subscribing member interested in chartering the ship. This practice goes a long way towards resolving problems arising out of the multiplicity and proliferation of shipboard inspections, itself an item on the agenda at the International Maritime Organization (IMO).



## Environmental Activities

Environmental pollution is one of the biggest concerns throughout the world. As an issue; it has always been associated in parallel with the technological welfare and development, therefore ignoring pollution can possibly lead to losing necessary basic resources of income, which is mostly relied at by the country and its individuals. We have been working closely with HID Mercury, Sodium, Metal Halide, and Fluorescent Lamps, when we came across spent lamps, and was shocked by the Street Lighting Department in Ministry of Electricity & Water, spent lamps are disposed in debris and treated similar to any kind of safe waste, so does all lamps all over the country. Lamps have its significant impact in destroying the environment! Previous mentioned lamps contains from 20 to 250 mgs of mercury. It takes only few teaspoons of mercury to poison a lake for centuries.

OSHA announced that 4 ft Fluorescent Lamp contains from 13 to 50 mgs, while 8 ft contains from 20 to 75 mgs of mercury. Globally the allowable mercury exposure by the laws during the 8-hours daily work should not exceed 0.050 mg per cubic meter. Unfortunately a lot of workers are exposed to more than this amount of mercury daily at their official working hours. Assuming the number of unprofessionally disposed lamps annually in Kuwaiti debris are one million, and each lamp contains 40 mgs of mercury, the contribution of mercury spread in the environment will be 40 kgs! Regrettably a single department in one of the ministries imports three million lamps every five years. Despondently there is no bond regulations stops mercury contamination in Kuwait, neither for lamps, nor for any mercury containing devices.

Broken lamps can injure someone but its mercury can damage brain cells, a study approves that mercury has been found in pre-cancerous and cancerous tissues in humans. Mercury travels hundreds of miles to lay to rest in water and converts into mercury compounds where it is more



dangerous than mercury itself. About 40% of the amount of mercury vapor that have been measured in various places in the coast of Kuwait exceeded the global rate of  $1:3 \text{ Ng/m}^3$ . It has been hypothesized that local sewage treatment plants make a significant input of T-Hgv to the atmosphere over Kuwait Bay (Al-Majed 2000). No significant rules or regulations, none of the mentioned mercury contaminated devices has dangerous stickers when they are imported, schools play with heavy metals. Mercury dropped after usage in library sewage drains, no recycling in the country for any of these devices.

All these empty gaps can lead to a magnificent business future in this part of the world when all environmental conventions are signed; we have a very great opportunity in bringing this life to that issue and implement technology and regulations. Mercury contamination in GCC and the ME is everywhere, in oil refineries, gas stations, sewage drains in bay, cars exhaust emissions, devices “such as lamps, mercury switches, calibration instruments, measurements devices, batteries, TVs”, cement and metals factories, gold and metal polishing, waste disposing, mercury in some kinds of medicines, food cans, burning of fossil fuel in houses, loss of teeth amalgams, evaporation of all kind of containing mercury devices into air, waste incineration, mercury in some paints, in some pesticides, pure mercury sold in herbs shops “women uses it to soften their hair and whiten their skin”, mercury in cosmetics, in schools libraries, transmission of mercury with air dust, and mercury in burning and spilled oil during the gulf war in 1990. Everyone knows that most undeveloped countries are uneducated in recycling.



Mercury gets combined into the food chain and goes back to our food tables, causing many serious diseases, such as shear personality, chronic headaches, migraines, hepatitis, kidney failure, clogging arteries, cancer, chronic skin diseases, and acute sensitivity of the eye. It is very difficult to diverse mercury from human's body, so as the inability of skin porous to penetrate, leaving it inside human's body for decades. Previously explanation is to reduce greenhouse gases that threaten the world. ALMR proved that our Gulf Tankers Company was the first in the Middle East who's concerned about mercury contamination in lamps. and they sent our company's name to United Nations to prove that there are people in the Arab world who are interested in the environmental pollution caused by lamps. Sadly the only two official departments who sends mercury contaminated devices to the dumping areas "because there is no recycling in Kuwait" is the American Army and our company, where we put so much effort in educating publics and ministries about mercury contamination by providing lectures and presentations for free. We have stopped a lot of unnecessary contamination in Ministry of Electricity & Water, KOC, KNPC, and Public Authority of Industry and Economy, including many private companies. Personal work can not bring aims of stopping mercury contamination.

It's our duty to combine the regulations of experience around the world in GCC & ME to bring the best of rules to keep a clean area from heavy metal contamination too "in parallel with nuclear contamination threats ", to have a better live in this region of the world.



# PROJECTS

**The Industrial City Proposal Dedicated to  
Sultanate of Oman**  
Building Economical City Proposal



(A Rose in the Desert of AlWahaiba)

## CONSULTANT BACKGROUND

Gulf Tankers Company (GTC) was founded with the sole objective to ensure development of the marine trade, trade in oil and oil based derivatives which include prospecting and exploration, studies and counselling in oil and oil derivatives industry and the transfer of oil and its derivatives, oil refining and building refineries etc. GTC has met with considerable success and has moved from strength to strength.

Not content to rest on its laurels, GTC now proposes to develop a multifunctional city which would be labelled as Project of the 21st Century. This City will prove to be a shining example from the Islamic people. The City is planned to be developed into an important City of Sultanate of Oman and will be a proud addition to the Ash Sharqiyah region.

**BUILDING A SUSTAINABLE CITY** The proposed City will be sustainable and beautiful, and will create a world-class reputation and respect for the entire Islamic World; steeped in tradition and yet modern with times specifically for the Sultanate of Oman.

GTC with its expertise will be improving the quality of life in proposed city, including ecological, cultural, political, institutional, social and economic components without leaving a burden on the future generations, a burden which is the result of a reduced natural capital and an excessive local debt. Our aim is that the flow principle that is based on equilibrium of material and energy and also financial input/output plays a crucial role in all future decisions upon the development of urban areas. A sustainable economical city will have continuous improvement in the quality of human life is achieved in harmony with improving and maintaining the health of ecological systems; and where a healthy economy's industrial base supports the quality of both human and ecological systems. GTC seeks improved public health and a better quality of life for all its residents by limiting waste, preventing pollution, maximizing conservation and promoting efficiency, and developing local resources to revitalize the local economy. **SIZE** It will cover a total area of 100 KM2 which will include main land and a naval base along with a shipyard. The city will be designed to cater to total population of 704000 which will include mainly 600,000 residents, 100,000 workers, 4000 students. It is envisaged that the city would generate direct and indirect employment opportunity for 200,000 sons and daughters of Sultanate of Oman which would be provided by the city economic projects.

The objective of GTC is to develop iconic urban city form embracing the economic and environmental sustainability. It will be created as an efficient machine for living as a foundation in a quality environment for all sectors. The city will be an attractive place to visit, invest and live for generations to come. We look forward to long term relationship with you in the near future as joint venture.



## GEOTECHNICAL INVESTIGATION FOR PROPOSED LIMSTONE QUARRY AT MANJI, NEAR SHALIM SULTANATE OF OMAN

Furgo Middle East & Partners was commissioned by Al Hallanyat for Petrification & Cement Industries Co. LLC (Al Hallanyat) to perform core drilling works at the location of a proposed Limestone Quarry at Manji, near Shalim, in Dhofar Region, Sultanate of Oman. The investigation has based on Fugro's proposal which was subsequently authorized by Al Hallanyat.

The site location is indicated on the locality plan, Plate 1. Field test locations, relative to the proposed site layout, are on the site plan, Plate 2. Fieldwork for the investigation was performed during the period between 24th and 10th of June 2006.

The investigated area is trapezoidal in shape and occupies an area of approximately 8 square kilo meters (4km \*2km). the site area distinctly has two levels, an lower plateau and lower plateau on the southern side.

The ground terrain across the site is rough and undulating. Exposed surface generally consisted of limestone rock outcrops covered with gravelly scree deposits.

All project's details are available in our hands. We look forward to long term relationship with you in the near future as joint venture.



## INTEGRATED CEMENT, MICRONIZED & CRASHED LIMESTONE PROCESSING & MARKETING PROJECT

Perhaps industrial minerals reserves of Oman stand as the third important natural resources of the country after oil/gas and fishing resources. The successive explorations carried out by internationally accredited consulting firms in the seventies and eighties of last century for the account of the government have had resulted in the discovery of huge reserves of various mineral deposits in many areas across the country that can be commercially viable. Limestone, aggregates, attapulgit, chromate, dolomite, common clay and shale, gypsum, literate, manganese, marble kaolin, silica sand/ quartzite are examples of discovered minerals. In today's world, industrial minerals are indispensable to any industries ranging from manufacturing to agriculture, and construction to paper manufacturing.

Many of these minerals deposits have been readily studied in depth, quantified and characterized in some areas for general government long range planning. The relevant data is available with the Ministry of Commerce and Industry and other departments. However, the data available is not mature as much as to form a basis to materialize projects. Our project idea is based on a quarrying agreement between the promoting company and Government of the Sultanate of Oman.

The concession agreement covers the rights of utilization of limestone, gypsum, attapulgit and other industrial minerals deposits of commercial production relevance within the concession area. The project intends to produce the following products and services:

- Cement (OPC)
- Limestone micron
- Crashed limestone and aggregates
- Port handling services
- Shipping services

**The project is 100% export oriented The project is an integrated down-streamed quarrying manufacturing, transportation and marketing and comprises the following units:**

- Cement factory with 3.00 million ton capacity per annum
- Limestone micron producing plant with 2.00 million capacity per annum
- Crashed limestone plant with 5.00 million ton capacity per annum Limestone, gypsum and aggregates quarry facility of 12-5 million ton capacity / year of crude limestone, gypsum and other to be allocated All project's details are available in our hands. We look forward to long term relationship with you in the near future as joint venture.



# Proposed Refinery at Djibouti

## Promoters

Gulf Tanker Company (K.S.C.C.)

## Project statement

Gulf Tankers Company (K.S.C.C) with its team of techno-Commercial professionals from the petroleum industry is to build and operate a crude oil refinery in Djibouti

Gulf Tankers Company (K.S.C.C) shall obtain the license for design, construction and operation of 200,000 barrels per day refinery by Djibouti industrial development authority

Gulf Tankers Company (K.S.C.C) shall also apply for an attractive tax incentives and subsidy. 25 years are to be requested for tax relief for capital expenses.

Gulf Tankers Company (K.S.C.C) Plans to commence the Refinery's operation by 2014

Gulf Tankers company has obtained a long term commitment to get Feedstock from Kuwait Petroleum Corporation based on the project

## Location of the Refinery

Djibouti

## Capacity of the Refinery

Processing 100,000 BPSD of crude oil

## Feed Stock Supplier

Kuwait Petroleum Corporation

## Proposed Products

Conventional

LPG, Naphtha, MS, ATF, SKO, HSD, LDO, FO, LSHS, Bitumen, RPC

LOBS / Waxes

LOBS, Paraffin Wax, Microcrystalline Wax

Specialty Products

MTBE, Butane-I/II, Propylene, Solvents, FGH, PGH, N-heptane's, LARO,

HARO, MTO, LABFS, RTF, 80 MT Gasoline, 96 RON Gasoline, Army

Diesel, Navy Diesel, JBO, CBFS, Slack Wax, Bitumen Emulsion, CPC,

Needle Coke

## Strategic Partners



China National Petroleum Company: For Product uplifting  
SK Engineering: For detailed Engineering and Construction Support

### **Status of the Project**

License for the project to be obtained  
From State and Federal Government of Djibouti

### **Land Allocation for the Project**

Refinery Sites to be allocated by Government of Djibouti

Following Factors to be considered:

- Availability of electrical power supplies in the vicinity
- Availability of fresh water supply in the vicinity
- Proximity to dry cargo wharf
- Proximity to deep sea water in the area
- Proximity to small tanker docks.
- Availability of potable water
- Availability of housing for workers
- Proximity to schools for education of children of the workers
- Proximity to medical facilities
- Availability of transportation facilities
- Availability of skilled labour

Project Promoters

Gulf Tankers Company  
(K.S.C.C.)

Feed stock supplier

Kuwait Petroleum

Corporations

(KPC)

Fund Adviser & Arranger

UBS Investment Bank

Operation / Maintenance /

Technical

SK Energy Co. Ltd

License & Permit coordinator

Djibouti Industrial Development

Authority



Project Management  
 Consultancy Assistance  
 Pacific Industrial & Economic  
 Development Company, LTD  
 EPCC Contractor  
 SK Engineering And  
 Construction Co. Ltd.  
 (SK E&C)

Refined Product Off Taker  
 CNPC Jihua Beijing  
 Marketing Company  
 (CNPC)

Pre-Feasibility Scope  
 Gulf Tankers Company (K.S.C.C.)

- Construction, maintenance, operations cost effective way
- Safely and without damaging the environment
- Comply with all statutory stipulations
- Operations without any interruptions

Commercial Matrix

Cost of the project

Estimated to be US \$ Two and half billion (2500,000,000 US\$)

Debt / Equity Ratio

80 : 20

Initial Investment

200 million US\$ equity participation as minimum

The promoters may accept more investment, depending on the requirement.

Returns / Exit

100,000 bpsd refinery shares (at par price ) will be allotted to the investor.

Buy back option: After getting dept Portion from the banks / investors etc

Investments from the institutions

Private investors

UBS Bank , Switzerland

Time for Implementation and Construction

4 years

Product upliftment



China national petroleum company

Long term contract for product uplifting

Negotiations are in progress

Delivery of Products

Packaging

Bulk, Packed, slabs, pellets

Product Dispatch modes

- Pipelines - Dedicated / Cross country
- Tank wagons - Conventional, BTPN, Box
- Tank Trucks
- Tanker, Barges
- Custody transfer to Marketing/Oil Major Companies

Quality

BIS / Customer specific - to be ensured till the point of consumption

Quantity

By weight or by volume

Plan, Schedule, Receipt & storage of crude

All plans shall be based on one year ahead with regards to type of crude used at set time, bought, transported to refinery and stored. Any shutdowns and maintenance jobs of the refinery shall be planned accordingly one year ahead.

Separation Process

Heavy crude on the bottom, light on the top. The separation of crude oil by atmospheric and vacuum distillation into groups of hydrocarbon compounds of different boiling point ranges.

Conversion Processes

Cracking and rearranging molecules shall be used to add value to the products. This process will increase the production of distillates by converting residues, for value addition

Conversion Processes planned

- Thermal conversion

Visbreaking and Delayed Coking.

- Catalytic conversion

FCC and Hydro cracking.

- Alteration Processes

Catalytic reforming and Isomerisation.



#### Treatment Processes

The products shall be further treated to take out the non-required elements by following processes:

- Amine Treating
- Solvent Extraction
- Hydro-de-sulphurisation
- Solvent de-waxing
- Sweetening
- Solvent de-asphalting

#### Blending & Certification Processes

In order to meet the different needs of different customers, Governmental standards, International standards the blending of different products shall be carried out and tested by laboratories and certified.

#### Product Storage & Dispatch

Before the product is dispatched to the customers It shall be stored in safe place meeting all the safety rules, Pay Excise / Customs duty. Different products shall be dispatched through various modes like pipelines, Railways, Ships, Truck tankers taking proper care to maintain the product quality at each step.

#### Refinery Support Operations

To be developed & managed by GTC

Refinery shall be supported by :

- Steam & Power generation
- Process and DM water systems
- Hydrogen, Nitrogen and air systems
- Flares and relief systems
- Sulphur recovery system
- Wastewater treatment systems
- Safety & fire fighting systems
- Quality control, maintenance and administrative systems

#### Quality and Safety

Refinery and worker shall follow the safety rules, Environment policy as they deal with very highly inflammable materials. Any compromise with the rules, policy can result in a catastrophic effect for the society





PRÉSIDENCE DE LA RÉPUBLIQUE

CONSEILLER DU PRÉSIDENT  
CHARGE DE LA PROMOTION  
DES INVESTISSEMENTS

DIBOUTI, LE 03 OCT 2009

RÉPUBLIQUE DE DJIBOUTI  
UNITÉ - ÉGALITÉ - PAIX

جمهورية جيبوتي

وحدة - مساواة - سلام

بسم الله الرحمن الرحيم

رئاسة الجمهورية

مستشار الرئيس

أشؤون الإستثمار

الأستاذ الفاضل /خلاد علي البحر المحترم

رئيس مجلس الإدارة

شركة التفاضل الخليجية

دولة الكويت الشقيقة

تحية طيبة وبعد ...

الموضوع : إنشاء مشروع لتوليد الكهرباء من الطاقة الشمسية

بالإشارة إلى اللقاء الذي تم بيننا في الكويت في شهر رمضان المبارك وإلى الدراسة التي سلمت لنا والخاصة بتوليد الكهرباء من الطاقة الشمسية .

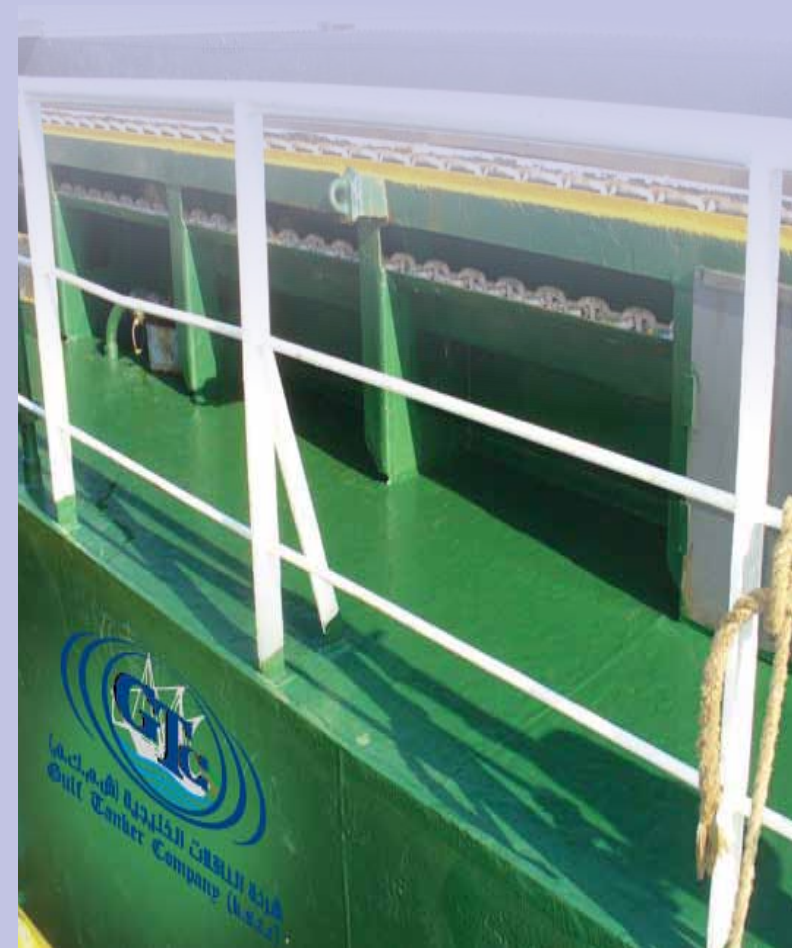
يسعدني إبلاغكم أن الحكومة الجيبوتية ترحب بتنفيذ هذا المشروع في جيبوتي وهي على أتم الاستعداد لتقديم كافة التسهيلات اللازمة لإجاح المشروع . عليه يرجى التكرم بتوفير المعلومات الآتية :-

- 1- فترة الشركة الأكتمية بتلفيذ المشروع على نظام B.O.T.
- 2- استعداد الشركة في إعداد دراسة الجدوى الاقتصادية والفنية خاصة بجمهورية جيبوتي .

نحن على أتم الاستعداد لاستقبال وفد من قبل الشركة في جيبوتي فور حصولنا على البيانات المطلوبة نبحث تفاصيل المشروع ومعالجة المواقع المناسبة لإنشاء المشروع والتوقيع على مذكرة التفاهم.

نفضلوا بقبول فائق التقدير والاحترام .

فهمي أحمد الحاج



## Proposed Refinery at Philippines

### MEMORANDUM OF UNDERSTANDING

Plans of GULF TANKER COMPANY (GTC) of Kuwait to establish an integrated oil refinery and petrochemical facility in the Philippines

WHEREAS, the Philippines' Department of Trade and Industry (DTI) is primarily tasked to create a favorable business climate for local and foreign business enterprises;

WHEREAS, DTI is likewise mandated to achieve sustained economic growth to provide consumers' needs and employment opportunities;

WHEREAS, DTI is expected to find ways and means to increase exports, domestic and foreign investments;

WHEREAS, GTC is a fully integrated trade and technology group based in Kuwait that has a capitalization of US\$ 300 Million and which is a leading manufacturer, supplier and distributor, oil and gas tankers trade and rentals of many proprieties patented oil and gas field products, equipment and services;

WHEREAS, GTC has selected the Philippines as the best location to serve as production base for the ASEAN markets for their intended integrated oil refinery and petrochemical facility;

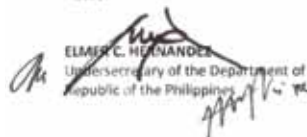
WHEREAS, GTC intends to invest in the oil sector related projects such as the introduction of integrated oil refinery and petrochemical facilities, oil depot and other related projects;

WHEREFORE, parties hereto affixed their signatures this 11<sup>th</sup> day of March 2010, to pursue the intents and purposes of this document. The specific activities to be pursued by GTC shall be covered by a separate Agreement to be entered into by the parties.



Dr. ALI KHALID AL-BAHAR  
Chairman of the Board and Managing Director  
GULF TANKERS COMPANY

Noted:



ELMER C. HERNANDEZ  
Undersecretary of the Department of Trade and Industry  
Republic of the Philippines



## Proposed Refinery at Philippines



BOARD OF INVESTMENTS



DEPARTMENT OF  
TRADE & INDUSTRY  
PHILIPPINES

16 September 2009

**Dr. Ali Khalid Al-Bahar**

Chairman of the Board & Managing Director  
Gulf Tanker Company  
State of Kuwait

Dear Dr. Al-Bahar,

This has reference to your letter to H.E. Pres. Arroyo dated 5 May 2009 on your interest in building an oil refinery in the Philippines jointly with Kuwait Petroleum Corporation (KPC), Mitsui Toyota and Shell or Total.

As Managing Head of the Board of Investments (BOI), the national agency for investments promotion, I would like to personally invite you and your delegation to visit the Philippines to explore investment opportunities in the country's oil industry as well as in the other priority areas of the government.

Further, I will be leading an Investments Mission to the Middle East on the first or second week of November that would visit several States including Kuwait. It would therefore be a pleasure to meet with you during the Mission to continue discussions on your investment interest.

Thank you and hoping to welcome you soon in the Philippines.

Very truly yours,

  
**ELMER C. HERNANDEZ**

DTI Undersecretary and BOI Managing Head





10 September 2009

**DR. ALI KHALID AL-BAHAR**

Chairman of the board and Managing Director  
Gulf Tanker Company  
Tel. 244-5731 Fax 244-5734

Dear **Dr. Al-Bahar:**

In behalf of the Philippine President, I wish to thank you, as well as your international partners, for seriously considering the Philippines for your oil refinery project.

We would appreciate if, even as early as now, you could tell us the specific support and assistance you would need from us in order to move your business prospect in the Philippines forward.

Undersecretary Elmer C. Hernandez, the Vice Chairman and Managing Head of the Board of Investments (BOI), together with other Board members of the BOI will be glad to meet you to discuss in full detail your planned investments into the country during their visit to Kuwait tentatively scheduled on 18 October 2009. The BOI, which is the primary agency of the Philippines in charge of investments promotion in the international markets, will be conducting an outbound mission to five (5) countries in the Middle East, including 5 Emirates of the UAE.

I assure you of our support to your business interests in the country.

Again, thank you for considering the Philippines for your business expansion. It is always a heartwarming experience for us to know that the Philippines remains to be competitive and in the radar screen of valued companies in the world.

We hope to see you in Manila soon.

Sincerely,

**PETER B. FAVILA**  
Secretary

**OFFICE OF THE SECRETARY**

4F Industry & Investments Building, 585 Sen. Gil J. Puyat Avenue, 1200 Makati City, Philippines  
Telephone: (632) 899 7450 • Fax (632) 896 1166 • E-mail: PBFavila@boi.gov.ph  
www.dti.gov.ph



# Proposed Refinery at Philippines

## **PACIFIC INDUSTRIAL & ECONOMIC DEVELOPMENT COMPANY, LTD**

**Howard K. Schwamb, Jr.**

**5220 Falcon Boulevard**

**Cocoa, Florida 32927**

Tel.: (321) 433 - 3298

Tel.: (321) 433 - 3298 (Call First)

Mobil +(321) 474 - 1735

E-Mail: [pietcoltd@yahoo.com](mailto:pietcoltd@yahoo.com)

October 31, 2009

Subject: Proposal for Refinery to be constructed in the Philippines

Ref.: PIEDCOLTDHKSTOAAA1

Dear Ali Al-Ajmi:

I hope you are well.

I have reviewed the documents you sent me by E-mail pertaining to the proposed 400,000 barrel per day (BPD) refinery to be constructed in the Philippines and following are some of the Guidelines that are usually required which are a standard from one of the countries I have prepared an application for:

### **GUIDELINES FOR THE ESTABLISHMENT**

### **OF**

### **HYDROCARBON PROCESSING PLANTS**

**(PETROLEUM REFINERY AND PETROCHEMICALS)**

### **IN**

### **VARIOUS COUNTRIES**

**Department of petroleum resources 2009**

These guidelines are very specific and they are in stages as follows:

- 1) License to Establish (LTE)
- 2) Approval to Construct (ATC)
- 3) License to Operate (LTO)

In most countries if these guidelines or similar ones are not followed you may not receive a License to Establish (LTE) the proposed refinery and the initial requirements are very specific as stated in Sections 1.3 and 2.1.



If you are to be the owner or operator/manager of the refinery project you may need to meet these guidelines and would need to provide the following:

- 1) What engineering design has been completed to date?
- 2) What will be the type of the refinery?
- 3) What will be the design capacity of the refinery in barrels per day?
- 4) What type of crude oil (Feedstock) will be run in the refinery?
- 5) What is the proposed location of the refinery?
- 6) What are the products to be produced?
- 7) What are the specifications of the products?
- 8) Where do you intend to market the products? Domestic or Export?
- 9) What quantities of these products do you intend to produce?
- 10) Are you going to have participation by the Native Investors?
- 11) Do you have an Environmental Impact Statement?
- 12) What is going to be the sociological effect going to be on the refinery area?
- 13) Who is going to be responsible for the design of this refinery?

This is where you need to start and I know there are going to be a lot more questions because I have prepared these applications previously.

I can put this together for you based on my experience as I have the information available to do this. I also am familiar with the existing refineries and crude oils, etc. used in the Pacific area as well as other areas.

I want to work with you and will put this proposal together, however in accordance with my proposal letter we need to have a signed agreement as I will have to put a lot of time in to complete this and it will cost money.

I would recommend that you have Shahram Bahrami be my assistant so he can learn the refining business and keep your group informed on all matters.

I am sure there will be other questions and details to work out but this will get us started and I hope we can come up with a mutually agreeable contract. I will send you a copy of my contract in the near future.

If you have any questions or comments please contact me immediately.

Sincerely,

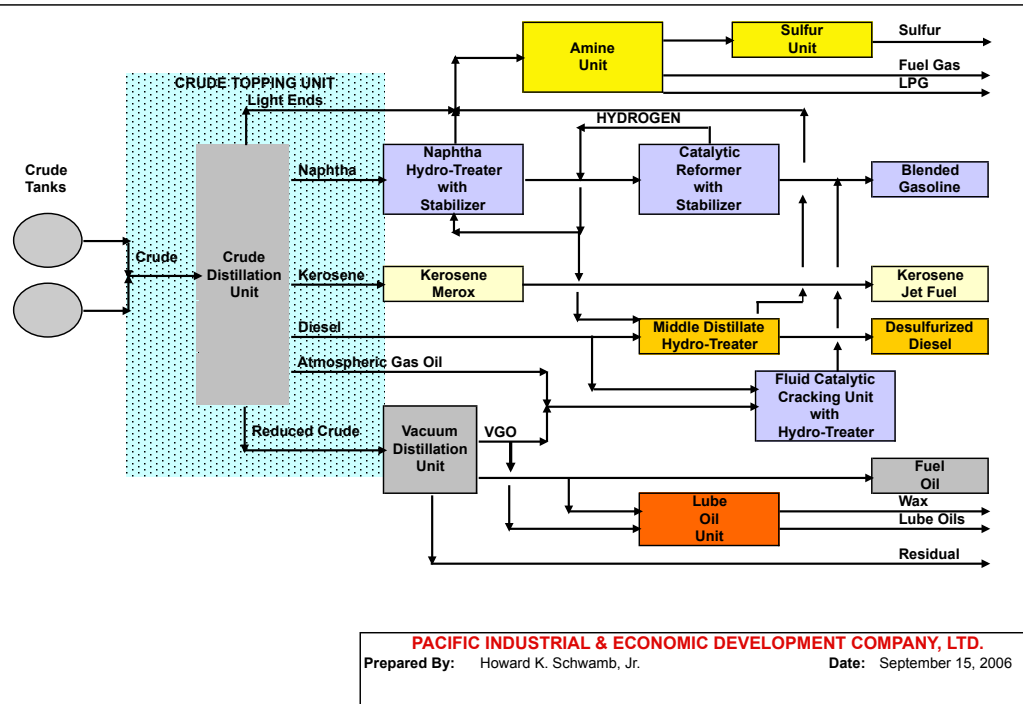


Howard K. Schwamb, Jr.  
Pacific Industrial & Economic Development Company, LTD.  
Chief Executive Officer (CEO)

CC: Shahram Bahrami



**BASIC INTEGRATED REFINERY BLOCK FLOW DIAGRAM**



[Pick the date]

**[APPLICATION FOR A LICENSE TO  
CONSTRUCT/OPERATE PETROLEUM REFINERY IN**

**TABLE OF CONTENTS**

**FOR**

**APPLICATION FOR A DEPARTMENT OF PETROLEUM RESOURCES  
(DPR) LICENSE IN \_\_\_\_\_**

**1. APPLICATION FOR A LICENSE TO CONSTRUCT/OPERATE A PETROLEUM  
PROCESS PLANT IN \_\_\_\_\_**

**2. APPENDIX**

**DESCRIPTION OF APPENDIX**

- |   |  |
|---|--|
| A | Preliminary organization plan, including staff training plans.<br>1) Organization Chart  |
| B | Financial plan.  |
| C | Proposed Refinery site(s) and proof of acquisition.  |
| D | Proposed sources of crude oil (Feedstock) supply.<br>1) Proposed Crude Oils for ----- Refinery (Capline Systems), ---<br>----- Crudes  |
| E | Products to be produced.   |
| F | Detailed specifications of products.<br>1) L Grade Propane Fuel Specifications<br>2) H Grade Normal Butane Fuel Specifications<br>3) Standard Blends of Gasoline Specifications<br>4) ULTRA Low Sulphur Fuel (Gasoline) Specification (BS 7800)<br>5) ULTRA Low Sulphur LRP Fuel (Gasoline) Specification (BS 7800)<br>6) ULTRA Low Sulphur Super Unleaded Fuel (Gasoline) Specification (BS 7800)<br>7) Colonial Grade Jet Fuel (JP54) Kerosene Base Aviation Fuel Specification<br>8) Kerosene (Premium) Fuel Specification (BS EN 2869, Class C1) |



[Pick the date]

**[APPLICATION FOR A LICENSE TO  
CONSTRUCT/OPERATE PETROLEUM REFINERY IN**

- 9) Kerosene (Regular) Fuel Specification (BS EN 2869, Class C2)
- 10) ULTRA Low Sulphur Diesel (D2) Fuel Specification (BS EN 590)
- 11) Standard ULTRA Low Sulfur Type Diesel (D2) Fuel Specification
- 12) Winter ULTRA Low Sulfur Type Diesel (D2) Fuel Specification
- 13) Gas Oil Specifications (BS EN 2869, Classes A2 and D)
- 14) Mazut – 100 Specifications
- 15) 1% Light Fuel Oil Specification (BS 2869 Class E)
- 16) 1% Medium Fuel Oil Specification (BS 2869 Class F)
- 17) 1% Heavy Fuel Oil Specification (BS 2869 Class G)
- 18) Refined Bitumen (Asphalt) 60/70 Penetration Specifications
- 19) Dry Lump Type Sulfur

- G Proposed Markets for products produced.
- H Infrastructural support strategy.
- I Community development programs.
- J Detailed local content input of the project.



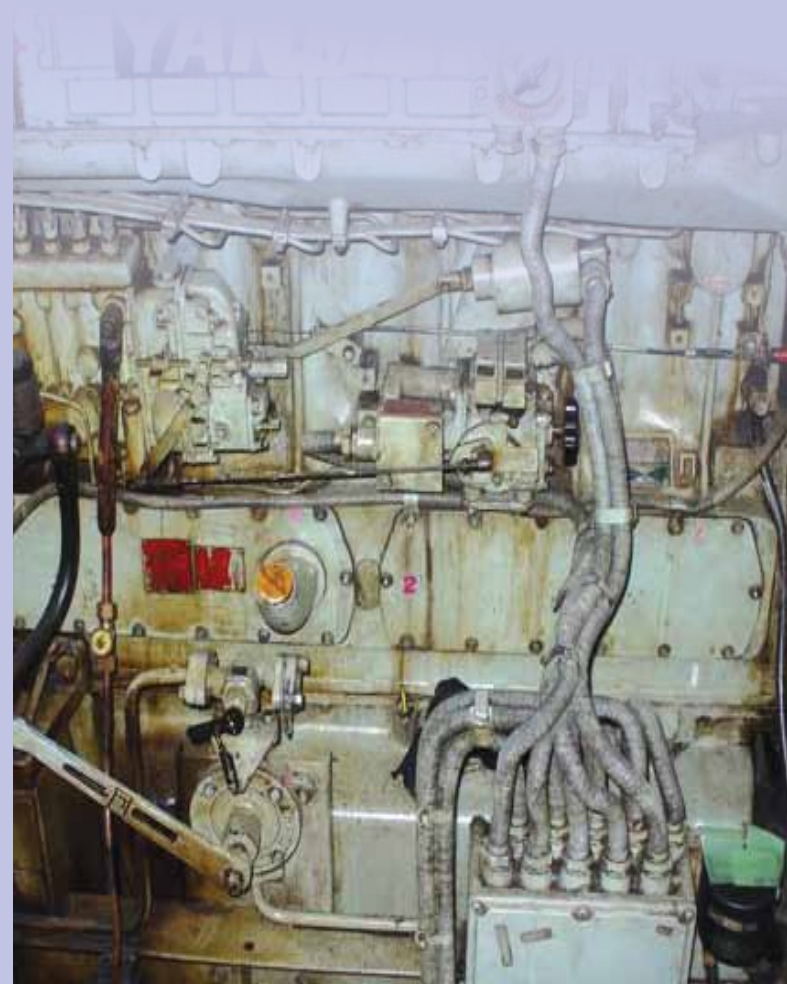
[APPLICATION FOR A LICENSE TO  
CONSTRUCT/OPERATE PETROLEUM REFINERY IN  
[Pick the date] \_\_\_\_\_]

**APPLICATION FOR A LICENSE TO CONSTRUCT/OPERATE  
A PETROLEUM PROCESS PLANT IN -----**

1. Name of applicant: -----
2. Registered address in -----: -----
3. Nationality of applicant: -----
4. Names, addresses and nationality of directors:
  - a) Names, addresses and nationality of directors:
 

Name	:
Title	:
Address	:
Nationality	:
Name	:
Title	:
Address	:
Nationality	:
  - b) Names, addresses and nationality of every individual or company participating in the project and the extent of each individual's or companies participation:
 

Company Name	:
Name of Owner	:
Title	:
Company Address	:
Nationality	:
Participation	:
Individuals Name	:
Title	:
Address	:
Nationality	:
Individuals Name	:
Title	:
Address	:



[Pick the date]

APPLICATION FOR A LICENSE TO  
CONSTRUCT/OPERATE PETROLEUM REFINERY IN

Nationality :  
 Individuals Name : Howard K. Schwamb, Jr.  
 Title : Consultant  
 Address : 5220 Falcon Boulevard  
           : Cocoa, Florida 32927  
 Nationality : American  
 Participation : Responsible for initial Engineering & Construction

**Our preliminary organization plan, including staff training plans are in APPENDIX "A".**

5. Capital available to applicant for the construction of the refinery/plant and details of the Method of financing project:

**Our preliminary Financial Plan is included in APPENDIX "B".**

6. Proposed location of refinery/plant:

**The Proposed Refinery Site(s) and proof of acquisition are presently being negotiated. See APPENDIX "C" for details.**

7. Type of refinery/plant proposal:

**This will be an integrated refinery designed to run various types of Feedstock's both sweet and sour crude oil with API gravities from approximately API -- to API -- depending on the final design. It will be capable to produce a full slate of products as stated in Item 10?**

8. Refining/plant capacity range:

**The refinery will be designed to have a capacity of 400,000 Barrels per stream day (BPSD).**

9. Proposed source(s) of crude oil (Feedstock) supply:

**The crude oil will be obtained from ----- and other International Sources, see APPENDIX "D".**

10. Products:

- a) Products to be produced:

**The products we plan to produce are listed in APPENDIX "E".**

- b) Detailed specifications of products (to be attached to this application):

**The specifications for these products are in APPENDIX "F".**



[Pick the date]

[APPLICATION FOR A LICENSE TO  
CONSTRUCT/OPERATE PETROLEUM REFINERY IN

11. Proposed market for products produced:

Estimate, by product grade, or proposed product exports, if any:

**The markets for these products are in APPENDIX "G".****Preliminary marketing plan, indicating whether domestic, export or both are being targeted.**

12. State if participants will accept participation of private ----- investors:

The company will accept participation of ----- Investors. The Company is being promoted with ----- Shareholders and more will be encouraged to participate.

13. Any additional information in support of application (provide the information on a separate sheet wherever necessary):

**Our Infrastructural support strategy is included in Appendix "H".****The Community Development Programs are included in Appendix "I".****The detailed Local Content of the project is included in Appendix "J".**

I declare that the foregoing particulars are true and correct.

.....  
Signature of applicant or his attorney

Date: \_\_\_\_\_, 2009

N.B.

You are to forward with this application:

- i. **Application Fee in bank draft to Federal Government of ----- "DPR Fees accounts".**  
US \$50,000.00 (LTE, Relocations and ATC Revalidations)?  
US \$100,000.00 (LTO only)?
- ii. **Service Charge for all applications payable in draft to DPR \$-----USD?**
- iii. **Refundable Deposit** US \$1,000,000.00 (?) per 10,000 BPSD capacity (LTE, Relocations and ATC Revalidations) and,
- iv. **Particulars of documents attached** to the application should be listed hereunder.



### SHIP'S SPECIFICATION

NAME OF VESSEL: **Najva** PORT: \_\_\_\_\_  
(CARGO VESSEL)

OFFICIAL NO.	: XXXXXXXXX	MAINE ENGINE	: NIIGATA
PORT OF REGISTRY	: JAPAN	ENGINE TYPE	: 6M28HFT
KIND OF VESSEL	: CARGO VESSEL	ENGINE PS	: 1800PS
MATERIAL OF HULL	: STEEL	① AUX. ENGINE	: SHAFT BY M/ENGINE
DATE OF LAUNCH	: NOV. 1992	GENERATOR	: 120KVA/NISHISHIBA
SHIPYARD	: HONNDA ZOUSEN	② AUX. ENGINE	: 160PS/6HAL-HTN/YANMAR
CLASS, AREA	: JG. COASTAL	GENERATOR	: 125KVA/NISHISHIBA
GROSS TONS	: 1,300.00 G/T	③ AUX. ENGINE	: 50PS/4PHL-TN/YANMAR
DEAD WEIGHT	: 1,543.00 DWT	GENERATOR	: 40KVA/TOKYO DENKI
	: DWT		
L.O.A.	: 76.55 M	① RADER	: FCR-1411 M-III-3A/FURUNO
REGISTERED L.O.	: 72.71 M	② RADER	: FR-1510DA-3A/FURUNO
BREATH	: 12.00 M	G.P.S.	: GP-3000/FURUNO
DEPTH	: 7.00 M	NAVTEX	: NX-600/FURUNO



## Proposal For Building Asir City (A Rose in the Desert)

### CONSULTANT BACKGROUND

Gulf Tankers Company (GTC) was founded with the sole objective to ensure development of the marine trade, trade in oil and oil based derivatives which include prospecting and exploration, studies and counselling in oil and oil derivatives industry and the transfer of oil and its derivatives, oil refining and building refineries etc. GTC has met with considerable success and has moved from strength to strength.

Not content to rest on its laurels, GTC now proposes to develop a multifunctional city which would be labelled as Project of the 21st Century. This City will prove to be a shining example from the Islamic people. The City is planned to be developed into an important City of Saudi Arabia and will be a proud addition to the Asir region.

### BUILDING A SUSTAINABLE CITY

Asir City will be sustainable and beautiful, and will create a world-class reputation and respect for the entire Islamic World; steeped in tradition and yet modern with times specifically for the Kingdom of Saudi Arabia.

GTC with its expertise will be improving the quality of life in Asir city, including ecological, cultural, political, institutional, social and economic components without leaving a burden on the future generations, a burden which is the result of a reduced natural capital and an excessive local debt. Our aim is that the flow principle that is based on equilibrium of material and energy and also financial input/output plays a crucial role in all future decisions upon the development of urban areas.

A sustainable city Asir will have continuous improvement in the quality of human life is achieved in harmony with improving and maintaining the health of ecological systems; and where a healthy economy's industrial base supports the quality of both human and ecological systems. GTC seeks improved public health and a better quality of life for all its residents by limiting waste, preventing pollution, maximizing conservation and promoting efficiency, and developing local resources to revitalize the local economy

### LOCATION

The proposed Asir city is located in Asir region on the East coast of the Red Sea. It lays 420 Kms. south of Jeddah and 100 Kms. west of Abha. The Coastal city has a tremendous potential for being an economic hub of the area in the future.

### SIZE

It will cover A total area of 182.5 KM2 which will include main land and a naval base along with a shipyard. The city will be designed to cater to total population of 1,285,000 which will include mainly 1,025,000 residents, 252,500 workers, 7500 students. It is envisaged that the city would generate direct and indirect employment opportunity for 850,000 sons and daughters of Saudi Arabia which would be provided by the city economic projects.





Location map of Asir City



The objective of GTC is to develop iconic urban city form embracing the economic and environmental sustainability. It will be created as an efficient machine for living as foundation in a quality environment for all sectors. **The city will be an attractive place to visit, invest and live for generations to come.**

### **COMPONENTS OF THE CITY**

The city will make a quantitative addition to the national economy and improve the competitiveness of the Saudi economy and usher in a socio-economic prosperity. **The Nucleus of the City shall be its Refinery Complex** which shall be the epicentre of all developmental activity trade and commerce.

**The Asir City shall comprise of following components:**

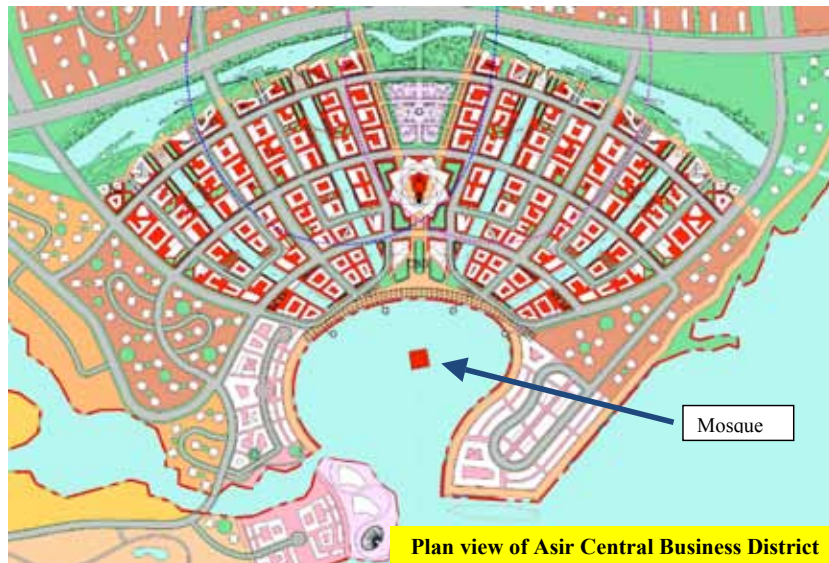
#### **A Central Business District**

will be spread over substantial hectares and comprise of various sized plots that will be sold to independent developers. It will act as the nerve centre of Asir City. It will be home to retailers, wholesalers and corporate offices. It would be a model of sustainability for future cities across the world. It is intended to provide a favourable environment and infrastructure for businesses from around the world to set up their local, regional and international headquarters.

**Water Front** will be a conglomeration of canals and artificial islands, the project will consist of a series of zones with mixed use including commercial, residential, resort and amenity areas. With 100 different waterfront developments and more than 150 master-planned communities, Waterfront will create a world-class destination for residents, visitors and businesses in the world's newest city.



**Residential complexes** of low density for high-class housing will be constructed, along waterfront and in golf course. **Medium to high density residential complexes** shall be located along mass transit transport lines and near commercial centres.



To cater to the spiritual need **Mosques** along residential districts and a **Grand Mosque** shall be placed in the central visual corridor of the approach to city from the sea side.



**Cultural hubs** shall be designed at the waterfront to promote display preserve the rich Saudi culture and history This will also include some Museums Parks and venues where Light & Sound shows can be held

To cater to educational requirements of the society, two universities and tertiary technical colleges will supplement the primary and secondary schools. These will have a collaboration with Harvard University or Princeton to spread the growth of



education

**Sports hub** shall be created between the two universities. It will house sporting activities including tie-ups with sporting majors and prominent personalities to develop golf courses and foot-ball training stadium. Being near the seaside, a water sports resort of an international level shall also be developed to invite and encourage the highest level of international talent and host international competitive fixtures. Golf courses shall be developed along waterfront as well as on terrains and next to residential areas.



Plan view of Asir Port

A **World class Grand Marina and Yacht Club** shall be one of the main recreational attractions of the city. It is proposed that A yachting & Boat Racing course also be made to encourage enthusiasts and also hold regular Water sporting fixtures at an international level



Projected view of Asir Port

**Asir Marine Port** will cater to 500,000 to 5 million TEU. The port will have separate cruise and ferry terminals. The developer suggested by GTC Consultants is Dubai World or Cosco Pacific or Hutchison Port Holdings. Asir Sea port shall be a fully developed port facility and provided with a Terminal that will include a 400 metre wharf for panamax size vessels, container and general cargo areas, terminal buildings and road access. The port will be designed with intelligent pavements, rubber tired gantry, runways, container plinths, drainage, buildings, lighting, access roads, water supply and power reticulation. The port



buildings will be comprised of a four-storey administration and operations block, container freight station, maintenance workshop, gate-house and substation.

### Oil Refinery &

Petrochemical Production is projected to be 400,000 bpd, or 250,000 mt per month. The refinery will be in integration with leadership position that Kingdom of Saudi Arabia enjoys worldwide in oil production. The Refined products shall be available for shipment via a fully dedicated Port with pipelines and terminals to load ships carrying refined and petrochemical products.

**Real-Time Optimization** technology will be used to increase throughput and improve product yields in a timeframe of less than 12 months.

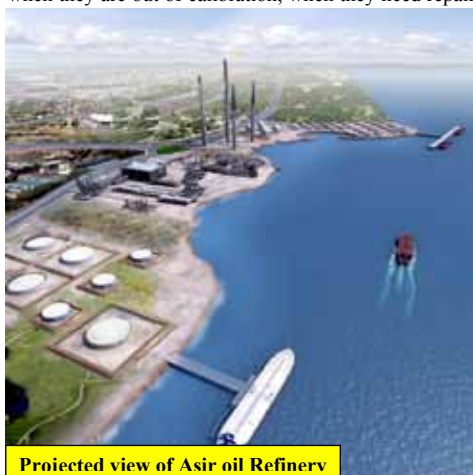
**Intelligent Field Devices** are

another technology would be focal point at construction stage. These devices not only measure the process, but now these devices are able to monitor them, understand and report when they are out of calibration, when they need repair and even predict when they may fail.

These devices will integrate asset management systems to plan and schedule the work to repair these devices automatically. The refinery will have full integration of its energy policy with its environment health and safety policy, as any energy conservation measure helps in minimising adverse impact on the environment. The commitment to energy conservation will begin at the design stage itself by incorporating energy efficient techniques. This would be achieved by using fully optimised heat exchanger trains, air pre-heaters and steam generators in process heaters and a plant layout fully utilising the terrain of the area minimising pumping requirements



Plan view of Asir oil Refinery



Projected view of Asir oil Refinery



**Asir Naval Base** will be built at the entrance of the city with 10 berths in a strategically placed location on the island. It will add to already existing secure Maritime and territorial integrity of the country. A thoroughly modern, state-of-the-art naval facility, Asir Naval Base will be able to become homeport to approximately 10 ships, including 7 Saudi Navy ships, two Coast Guard cutters and various research and auxiliary vessels. Ashore Asir Naval Base will be home to approximately 10 separate tenant commands and other Navy support facilities, each having

specific and specialized fleet support missions. The base will be workplace for approximately 5000 military, civilian and contract personnel. Additionally, the base will have rooms to house more than 500 men in modern apartment-like barracks, including newer state-of-the-art resident towers.



Plan view of Asir Naval Base & Ship yard



Projected view of Asir Naval Base

**Asir Shipyard** shall be so designed as to meet the ever growing demands of the worldwide marine industry and emerge as one of the main revenue earners of the City. Their shipyard will have state of the art, manufacturing facilities including a "Ship-lift Facility" with a lift capacity of 4500 tons, side transfer facilities, CNC plasma cutting machine, Bending rolls, Hydraulic press, Cold shearing machine, Frame bending machine and steel processing machinery. The Shipyard will also have blasting shop and fabrication shop covered in 4 bays of 150 x 30 M each equipped with 20T Cranes. The manufacturing process will be in line with world-class standards



**Asir Flying School** shall cater to 2000 students per annum and shall have boarding facilities. The school will have a Private Jet Airport. This will allow Saudi students to attain high level qualifications in the field of aeronautical education and serve the Country. Foreign exchange which is used for such education can be invested back in Saudi Arabia with best results for the local population. Asir Flying School will provide one of the most modern facilities in the region. It will work from 300 acres of land with 2000 mtrs paved strip as well as 2000 mtrs of grass strip.

**Road networks** will consist of well connected expressways, semi-expressways, major arterial roads, minor arterial roads and local access roads will be built. It will be our endeavour to have Concrete Roads for Asir as they are low in maintenance and suitable for the area .

### ***P**OWER & UTILITIES*

To meet the growing needs of Asir Refinery City, it is proposed that power and electricity generation and distribution be given to majors like GEC.



Utilities like water distribution, sewage / effluent treatment plants will also be given to private parties with sufficient experience in the sector.



## *CONTRIBUTIONS TO LOCAL ECONOMY*

Most of the investments would be by the private sector and would contribute to the socio-economic prosperity of Saudi citizens. The economic City would create not only job opportunities but also attract foreign investments to the tune of 120 billion USD.

## *SPECIALISED ECONOMIC ZONES*

Some of the specialised economic zones proposed are an intelligent zone housing all activities related for the development of Information Technology industry . **We can invite leading IT firms like Microsoft, Oracle, Infosys, Tata Consultancy Services to participate.** Other economic zones proposed are the Media City which will have a high degree of synergy with the Smart Information Technology Zone.

## *BOOT PROJECTS*

To ensure quick efficient services of Utilities and their operations and also to ensure revenues for the Saudi government; some of the main infrastructural initiatives can be placed for offering by GTC consultants on a BOOT basis ( **Build-Own-Operate-Transfer** ). For this



renowned BOOT, operators can be contacted for the following infrastructural facilities:

Shipyard, Refinery, Marine port, Water desalination plants, Road networks, Power generation and electricity distribution, Telephone network, Mass rapid transport system, Hospitals, Universities, Waterways, Entertainment parks, Aeronautical school, and Warehousing.



## ***E***NVIRONMENTAL CARE

Asir will be an environment friendly city leaving the least amount of carbon imprints. This will be projected and show-cased as a totally Green City that will have the highest density of flora and fauna in it. Materials employed for its construction will be all naturally derived, eco-friendly and non-polluting. Use of natural resources and lighting will be the highlights. This will be a unique city to project a highest degree of greening and minimisation of carbon emissions and a unique distinction in this part of the world.

The contributions to local economy are huge from this Project. Total revenues anticipated from the township are in the region of US\$ 20 billion out of which 50 % shall accrue from the refinery. The balance 50% shall be a result of specialised industry, tourism and resort activities and local support economic activity.

## ***R***EVENUE MODELLING & PLAN FOR ASIR

Revenues from non-oil sources will also be balanced out favourably to have a well mixed profile of all segments of professions. High growth sectors like seaports, hospitality industry and real estate will set a new benchmark in growth opportunities in the Kingdom. The Saudi industry shall be well diversified; spread across various sectors in this township.

## ***E***CONOMIC BENEFITS & GROWTH OF RETAIL, HOSPITALITY, LEISURE & SERVICES INDUSTRY

Saudi industry shall get direct economic benefit and orders and contracts worth US\$ 50 billion and more are expected. The shopping centres would lead to development of the retail industry as well as the entry of well known brands besides providing employment opportunities for Saudi nationals.

The total investments for hospitality projects are expected to be US\$ 10 billion, for Sea Port development 15 billion is expected to be invested.

GTC Consultants look forward to being a part of the success of this Economic City. Our special thanks and good wishes to HIS EXCELLENCY for the confidence entrusted in us allowing us to be a part of this Project.



## Proposed Team for the raising of Asir City

### INVESTORS

Hi Tech  
Asir Government  
Private Investors

### BANKERS

UBS, Switzerland

### KEY CONSULTANTS

The Project being of a large magnitude will involve one or two main consultants who will supervise monitor advise oversee their own directly employed experts. The capability to mass mobilise men materials , machinery and equipments besides a proven track record in the field have prompted us to choose from among a distinguished field as:

Foster and Wheeler  
KBR Infrastructure  
Haliburton

### PROJECT MANAGEMENT

- EDAW LANDSCAPE ARCHITECTS
- CALLISON INC
- AECOM MAUNSELL
- GREG NORMAN DESIGN
- BECHTEL
- LARSEN & TOUBRO
- DLF INDUSTRIES
- BLACK & VEATCH
- DP WORLD
- SNAMPROGETTI
- FLOUR DANIEL
- ENKA



## RESOURCE PERSONS

Team of GTC Core Management Group comprising of seasoned professionals and veterans whose experience in project management, marine sector, oil sector will be an asset to the overall coordination and successful implementation of the Project.

All the professionals have made a mark in their field and their expertise is listed as under:

Ali Al Bahar (Ph.D) - Chairman of GTS, a seasoned Administrator and Policy Maker at the National and International Level. He has served stints in the White House (USA) and also in the Amiri Diwan.

Fouad Abd Al-Mohsen Al-Wehieb a Board Member, is a seasoned engineering professional who has the knack for going into detailed engineering issues on major projects. Is well versed with all building codes and procedures.

### Dr. Yaseen a

Engineer Salem has excellent experience in planning and coordinating projects. Is also very adept with using latest computerized softwares and programs for designing.

Captain Rakesh Ayri a Board Member of GTC, has an overall expertise in marine transportation and planning. Will assist in all practical issues related to the Marine and Harbor section and over all coordination of the Project.

Sanjay Joshi a Board Member of GTC, has 25 years of management experience at the highest level and will ensure all administrative and human resource issues are handled competently.

Captain Eshaq Mustafa Eshaq Al-Kandari is a marine transportation expert and will handle all practical issues related to piers ,harbors. He will also assist in administration and liaison for successful running of the Project.





**NON-CIRCUMVENTION AND NON-DISCLOSURE AGREEMENT  
BETWEEN HI-TECH INTERNATIONAL GROUP AND GULF TANKER  
COMPANY**

**Hi-Tech International Group** for trading and contracting a limited liability Saudi company, having commercial registration No. 1010111932 date 06/01/1414H. a member of Chamber of Commerce & Industry Riyadh under a membership No. 51813 Represented by its chairman Dr. Yasin.S.Indarkiri  
(First Party) AND

**Gulf Tanker Company**, represented by its Chairman Dr. Ali Khaled Al-Bahar,  
(Second Party),

**WHEREAS** the Parties signing this Agreement have determined that they wish to work together for executing Oil Refinery and Petrochemical Projects in Eastern, Western and Southern Regions of the Kingdom of Saudi Arabia, Indonesia and Bangladesh as follows:

- 1- Aseer Oil Refinery with a capacity of 400,000 barrels per day covers the domestic needs of the region and to export the surplus to the International markets. Petrochemical Complex with a capacity of 250,000 tons per month. New port for receiving the crude oil and exporting the refined product of the refinery. Constructing a new city with all the required utilities for the purpose of securing a modern and healthy residence for the project's employees. The total expense of the projected is estimated around USD 10 billion.
- 2- Petrochemical Complex in the Eastern Region of the K.S.A.
- 3- Petrochemical Complex in the Western Region of the K.S.A.
- 4- An Oil Refinery Project in Pare Pare/ Sulawesi, with a capacity of 300,000 barrels per day and with an expense of 3 billion dollars.
- 5- An Oil Refinery Project in Batam/Sumatra, with a capacity of 300,000 barrels per day and with an expense of 3 billion dollars.
- 6- An Oil Refinery Project in Chitagong /Bangladesh, with a capacity of 300,000-barrels per day and with an expense of 3 billion dollars.





IN WITNESS WHEREOF the Parties have executed this Agreement on the date and at the place set forth below and it shall be binding on the Parties with full force and effect from the time the last signature is executed.

**First Party**  
Hi-Tech International Group

Dr. Yasin S. Indarkiri  
Chairman

Signature: \_\_\_\_\_

Seal

Date: 11/2007

**Second Party**  
Gulf Tanker Company

Dr. Ali Khaled Al-Bahar  
Chairman

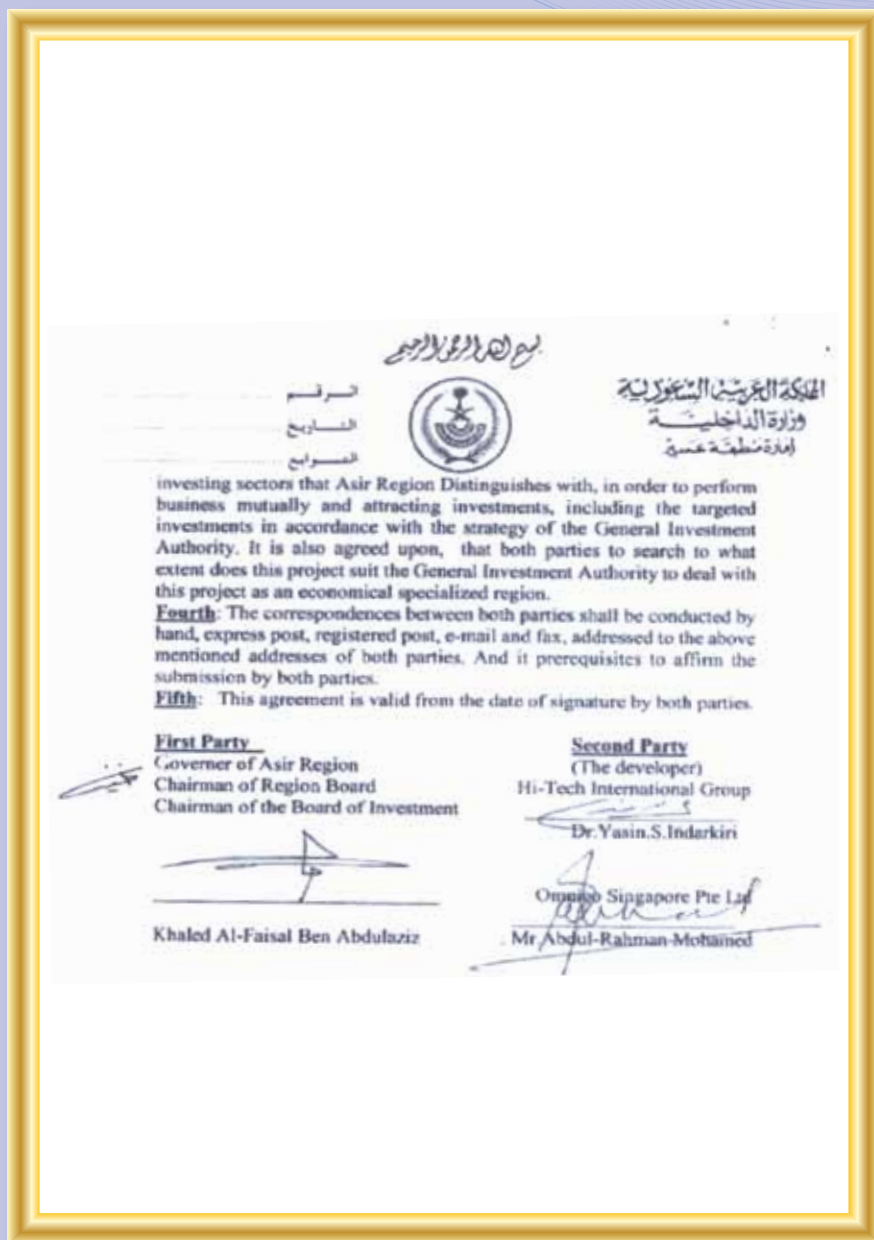
Signature: \_\_\_\_\_

Seal

Date: 11/2007









**GULF TANKERS COMPANY**

## GENERAL MEMORANDUM OF UNDERSTANDING

Enclosed on the following page is a model for a general agreement to explore opportunities for collaboration while not committing resources except as may be detailed in a subsequent specific agreement. This type of agreement illustrates a legally binding contract but does not implement specific projects or activities.



كوتة عرب: 11- 27 الرفقة: البعير النبطي: 11- 94: هاتف: 723 29 71 فاكس: 723 29 72  
KUWAIT P.O.Box: 330 48 Al-Faha-code 72061 TEL: 244 57 31 FAX: 244 57 34



MEMORANDUM OF UNDERSTANDING

BETWEEN GULF TANKERS COMPANY\*

LOCATED IN KUWAIT

AND

EXPED INVESTITIONS-UND

TECHNOLOGIEGESELLSCHAFT MBH

LOCATED IN GERMANY

In order to promote cooperation between the Gulf Tankers Company, and Exped Investments, and desiring to expand business ties, facilitate cooperation and promote mutual understanding, both partners agree to explore the feasibility of establishing a framework for business and investment cooperation by submitting an official tracking record of their past experience.

In preparation for establishing a formal framework for future activities, both partners will:

Consult teams, departments, and centers to explore potential mutually beneficial business, investments and projects in environment, solar energy, products representations and waste management projects. Investigations outside funding sources for projects will be determined to be mutually beneficial to both companies. This contract will be listed, broadcasted, announced and publicized on television, radio and the newspapers for public knowledge.

Terms of joint activities and the conditions for utilizing the results achieved and arrangements for specific visits, exchanges, and other forms of cooperation will be developed mutually for each specific case. Any commitment of resources, financial or otherwise, must be made in specific agreements to be entered into for this purpose at a subsequent date.

In witness whereof, the "parties" hereto have executed and delivered these covenants by mutual agreement the day and the year written below. All texts are considered original, legal and binding. Each representative signing below avows that he is duly empowered by his respectively named company to bind it to the commitments and obligations contacted herein. (Eng. Salem Al-Ayml) will administer this agreement for the Gulf Tankers Company; his assistant will be (Mr. Abbas A. Saleh). The partners agree to consult periodically concerning the status of these explorations and other relevant matters.

Signed: This 1st day of 26/5, 2009

Gulf Tankers Company

Dr. Ali M. Al-Saleh



Chairman of the Board  
Fax: +965 364 6734  
Cell: +965 982 3901  
Email: [alsaleh@gulf-tankers.com](mailto:alsaleh@gulf-tankers.com)  
P.O. Box 63046, Almazra  
Kuwait 73051

Exped Investments-Und  
Technologiegeseellschaft mbH

Dr. Peter M. Biedtke



Bright-Steinhardt-Str. 5  
10243 Berlin  
DEUTSCHLAND  
Tel: +49 30 21 23 72 94  
+49 30 21 23 72 13  
Fax: +49 30 21 23 71 74  
Email: [info@exped-und.com](mailto:info@exped-und.com)



Hazel Young Ltd – Business Development & Finance UK, EU & International



Eng Salem Ali Ajmi

Block 3

H24 6<sup>th</sup> Street

Hadiya

52703

KUWAIT

17<sup>th</sup> July 2008

Dear Sir

Please find attached the following:

- 1 GTC – Hazel Young Ltd contract sign and witness, together with Chamber of Commerce, Arab Commerce, and Kuwait Embassy London, stamps.
- 2 Please on receiving this contract, Have signature and witness of this signature then forward to Kuwait Ministry to stamp, and then forward a copy of this contract, to myself.
- 3 Once everything has been stamped, please also inform which TV, Radio and papers etc to whom you publish, and would you also like me to publish here as well?
- 4 I look forward to our long term business relationship.

Yours faithfully,

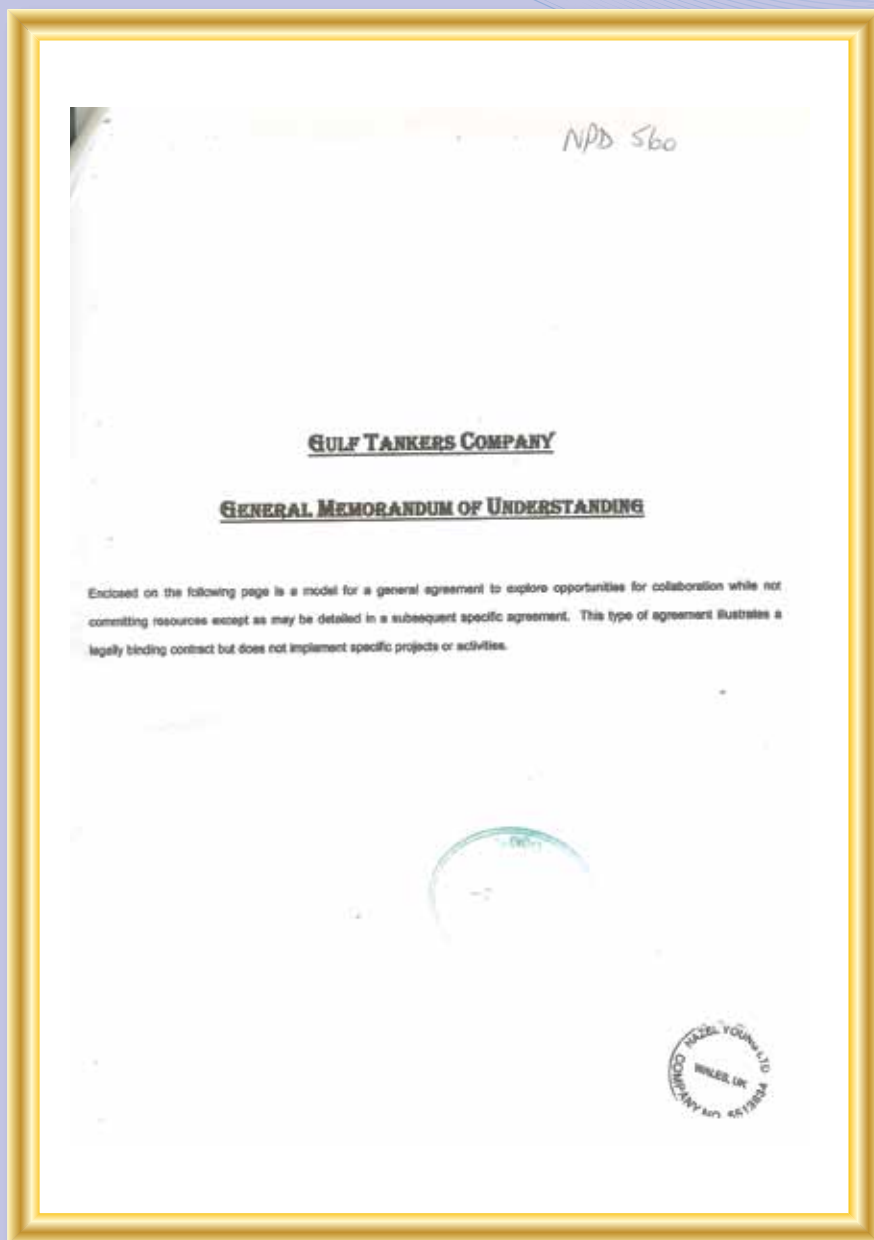


Hazel J El Awamy (Mrs)

Managing Director

The GTI Suite, Valleys Innovation Centre, Navigation Park, Abercynon, CP45 4SN, Wales, UK  
Registered in Wales, UK – Registered company number – 5513834  
Tel: +44 1443 665748, Fax: +44 1443 665010, Url: [www.hazelyoungltd.com](http://www.hazelyoungltd.com)





**MEMORANDUM OF UNDERSTANDING****BETWEEN GULF TANKERS COMPANY****LOCATED IN KUWAIT****AND****HAZEL YOUNG LTD.****LOCATED IN WALES, UK**

In order to promote cooperation between the Gulf Tanker Company, and Hazel Young Ltd., and desiring to expand business ties, facilitate cooperation and promote mutual understanding, both partners agree to explore the feasibility of establishing a framework for business and investment cooperation.

In preparation for establishing a formal framework for future activities, both partners will:

Consult teams, departments, and centers to explore potential mutually beneficial business, investments and projects in all different kinds of activities such as shareholding, industrial, investment, real estate, environment, products representations and all kind of oil business operations and activities. Investigations outside funding sources for projects will be determined to be mutually beneficial to both companies. This contract will be listed, broadcasted, announced and publicized on television, radio and the newspapers for public knowledge.

Themes of joint activities and the conditions for utilizing the results achieved and arrangements for specific visits, exchanges, and other forms of cooperation will be developed mutually for each specific case. Any commitment of resources, financial or otherwise, must be made in specific agreements to be entered into for this purpose at a subsequent date.

In witness whereof, the "parties" hereto have executed and delivered these covenants by mutual agreement the day and the year written below. All issues are considered original, legal and binding. Each representative signing below avows that he is duly empowered by his respectively named company to bind it to the commitments and obligations contacted herein. (Eng. Fued alshab) will administer this agreement for the Gulf Tanker Company. The partners agree to consult periodically concerning the status of these explorations and other relevant matters.



ARAB BRITISH CHAMBER  
OF COMMERCE

Signed: This 23 day of June, 2008

Gulf Tanker Company LLC  
Dr. Ali K. Al-Bahar

25/7/2008  
شركة الناقلات  
أ. ك. أ. ب.

Chairman of the Board

Tel: +965 244 5731  
Fax: +965 244 5734  
Cell: +965 982 3801  
PO Box 53048,  
Almutha  
Kuwait 73051

Hazel Young Ltd  
Hazel J El Awamy (Mrs.)

HAZEL YOUNG LTD  
WALES, UK  
COMPANY NO. 551588

Chairperson/Managing Director

Tel: +44 1443 656748  
Fax: +44 1443 656880  
Cell: +44 777 99 82 120  
The GTI suite  
Valleys Innovation Centre  
Navigation Park  
Abercynon  
CF45 4SN  
Wales, UK

Witnesses to signatures:

Company: شركة الناقلات  
Name: سعيد جابر العبدالله  
Job: مدير

2 JUL 2008

Company: Coorly & Gohda  
Name: M. H. Bhargava  
Position: Managing Director

Company: Crowley & Company  
Name: Mr. H. Bhargava  
Position: Director

Tel: 00965 9 10 5 10 1  
Fax: 00965 9 10 5 10 1  
Address: # 73061 Al-Nazha  
Kuwait

ngb2b  
your local  
chamber of commerce

Center of new Public Administration  
Authorized Manager  
مركز الإدارة الجديدة للتجارة العامة والمقاولات  
السيد القوي  
Kuwait  
Trading & Construction

23/06/08

3





### CONVITE

No quadro da implementação da política de promoção e atracção de investimentos estrangeiros na economia nacional e com vista à facilitar a prospecção do mercado e exploração de oportunidades de negócio e de investimento, tenho o prazer de convidar A Empresa Gulftankers na pessoa do Senhor Salem Al Ajmi de nacionalidade Kuwaitiano a efectuar uma Visita à Guiné-Bissau assim que a agenda o permitir, para tal fim, assegurando-o toda a assistência institucional que se revele necessária para o sucesso da tão preciosa missão.

Temos a honra de vos informar que o Senhor Bacai Sanha, Assessor Económico do Presidente da Republica, estará disponível a deslocar para Kuwait, a partir de 20 de Junho ao 25 junho de 2010.

Feito em Bissau a 26 de Maio de 2010



Embaixador D. Dino Seidi,  
Chefe do Protocolo da Presidência da República





### CONVITE

No quadro da implementação da política de promoção e atracção de investimentos estrangeiros na economia nacional e com vista à facilitar a prospecção do mercado e exploração de oportunidades de negócio e de investimento, tenho o prazer de convidar o Senhor Issa CAMARA de nacionalidade Ivoiriense a efectuar uma Visita à Guiné-Bissau assim que a agenda o permitir, para tal fim, assegurando-o toda a assistência institucional que se revele necessária para o sucesso da tão preciosa missão.

Feito em Bissau a 26 de Maio de 2010



Embaixador Biao Seidi,

Chefe do Protocolo da Presidência da República





The Carlyle Group is one of the world's largest private equity firms, with more than \$85 billion under management. With 64 funds across three investment disciplines (private equity, real estate and leveraged finance), the firm is mandated to build an international portfolio of diverse business assets across a broad range of industries in North America, Europe, Asia-Pacific, and the Middle East and North Africa region (MENA).

Under Carlyle MENA Partners, one of our investments is in a Turkish company called TVK Gemi Yapım Sanayi Ticaret A.Ş. («TVK»). Based in the Kocaeli Free Zone in Turkey, TVK specializes in the construction of chemical tankers of up to 25,000 dwt, and of other specialized vessels. Since its establishment, TVK has successfully sold state-of-the-art vessels to a number of established clients, including the Abu Dhabi National Oil Company (ADNOC), Elcano of Spain, Carl Buttner of Germany, and Finbeta of Italy.

We are keen to see if there may be opportunities for TVK and Gulf Tankers to work together and build a long-term relationship. TVK's management will be in Kuwait on July 9th Thursday, and we would be grateful if a meeting could be arranged with you during our visit at your convenience.

Should you require any further information, please do not hesitate to contact me.

Very truly yours,

Can Deldag  
TVK Board Member

Yapi Kredi Plaza B Blok  
Kat:7 Levent 34330 Istanbul  
Tel: +90 212 385 98 30  
Mobile: +90 532 324 11 00

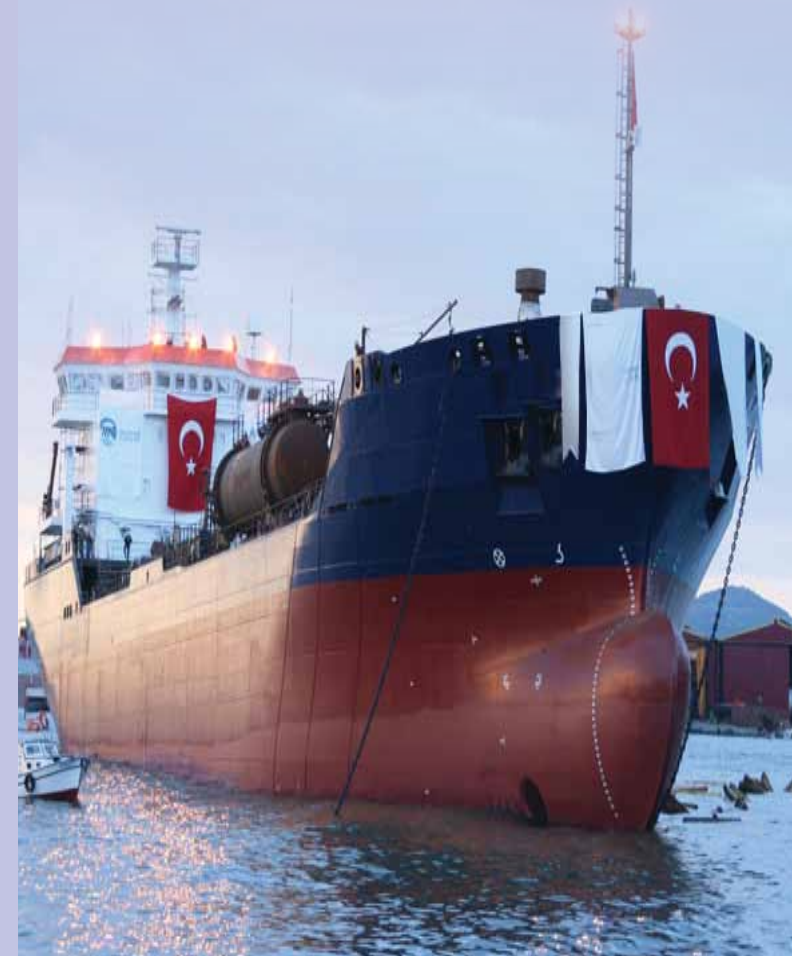
#### TVK Gemi Yapım Sanayi ve Ticaret A.Ş

Address : Kocaeli Serbest Bölgesi  
Yeniköy Arpalı Mevkii, 24-3 No Parsel  
İzmit / Kocaeli - TURKEY

Tel : +90 262 341 43 82  
Fax : +90 262 341 42 46

E-mail : info@tvkshipyard.com

[www.tvkshipyard.com.tr](http://www.tvkshipyard.com.tr)





18 February 2010

**LETTER OF INTENT FOR SUPPLYING DRILLING MACHINES**

Dear Mr. Ali K. Al-Bahar,

We, True Base Solutions Ltd are an agency of Integra Group for supplying drilling equipment for on shore rigs in the Middle East and would like to corporate with a strong company in supplying drilling equipment for extracting crude oil from the ground as well as pumps, wells cementing, turbines and equipment for building on shore Oilrigs in Kuwait as well as Lessing offshore platforms the gulf region.

There is a demand in the oil and gas industry for down hole motors, turbo drills, and many other drilling tools for different conditions of well drilling, progressing cavity pumps, mobile drills mounted on trucks, multiphase pump units for oil production, reservoir pressure maintenance, oil production increase and casing-head gas disposal.



**Photo 1: On shore Oil Rig**



**Photo 2: Down hole turbo drill**







Integra Group is a leading independent diversified provider of onshore oilfield services and manufacturer of drilling rigs with heavy lifting capacity, cementing equipment and certain specialized equipment used in the exploration, development and production of oil and gas.

Integra Group operates in the drilling, workover, seismic and geophysics sectors, provides integrated project management services and manufactures oilfield services equipment. Integra has oilfield services operations in all major oil and gas producing regions in Russia and in many other CIS countries. The company's customer base includes major Russian and international oil and gas companies operating in Russia and CIS.

Established in March 2004, Integra Group has, through 17 strategic acquisitions, become one of the leading companies in the oilfield services and equipment manufacturing sectors of the Russian market and employs more than 17 000 people.

In August, 2005 Integra Group purchased Uralmash-Burovoye Oborudovaniye, which was later renamed to URBO in 2009. During its four 4-year history the enterprise has become one of the leading producers of drilling equipment with production sites in Yekaterinburg and Tyumen (Tyumen Shipbuilding Plant – URBO subsidiary) with a modern engineering centre which is able to solve most complicated technology tasks.

In May, 2007, Integra Group signed a contract to manufacture eleven heavy drilling rigs for Gazkomplektimpeks, a Gazprom subsidiary (now Gazprom kompektatsiya). This contract envisaged designing, manufacturing and putting the equipment into operation in the fields of the customer. Two drilling rigs were commissioned to the Zapolyarnoye field in Western Siberia in 2008, while nine rigs were commissioned in the period from summer 2008 till autumn 2009 to the Bovanenkovskoye field (Yamal).

As part of this project the engineering team of URBO (a manufacturing subsidiary of Integra Group) designed a state of the art next generation drilling rig named "Ekaterina". The rig design included a series of innovative engineering solutions, particularly the patented integration of a cementing complex into the skidding system of the rig.

In early 2009 Integra's manufacturing subsidiaries, URBO and Stromneftemash, obtained a certificate on quality management system compliance to the requirements of the international standard ISO 9001:2000. During 2006-2009 capital expenditures on development of Integra's manufacturing segment amounted to RR 1.3 bn. It allowed a significant increase in production volumes which increased from 2 drilling rigs in production in 2005 to 28 drilling rigs in 2008. From 2006 URBO paid about RR 2 bn to the Russian Federation budgets of all levels. Average wages of the enterprise's employees increased from RR14 th to RR 32 th.

Since February 27, 2007 Integra Group has been traded on the London Stock Exchange (symbol: INTE).



# FUTURE PROJECTS BANGLADESH

**which the company received preliminary approval  
to explore for oil and gas as we have a project to  
build oil facility in Bangladesh**



# FUTURE PROJECTS INDONESIA

**which the company received preliminary approval  
to explore for oil and gas as we have a project to  
build oil facility in Indonesia**



# SOLAR ENERGY PROJECTS

## 1. Introduce.

### 1.1 Profile.

The company **Exped Investitions- Und Technologiegesellschaft mbH** deals with full contracting, coordination of subcontractors work as well as investment supervision, from estimation of the customers' needs through the design works to implementation of projects and warranty. Our company can also react to the needs of our partners as far as the consumer goods are concerned and the demand of industry.

The areas we deal with are as follows:

- designing
- building engineering
- power networks
- electric power distribution systems
- water-sewage systems
- gas piping
- telecommunication
- environmental protection
- renewable energy sources
- systems of measuring and monitoring
- our company works also in the food industry ( powdered milk, butter, whey, sugar, meat, fish, poultry, vegetable oils, food industry semi-finished products )
- animal fodder
- liquid and solid energy sources
- chemical processing raw materials ( sulfur and phosphorites )



<b>Contents:</b>	<b>Page</b>
<b>1. Introduce.</b>	
<b>1.1. Profile.</b>	<b>3</b>
<b>1.2. Current business activities.</b>	<b>4</b>
<b>2. Investment in Kuwait – 60 000 kWp Solar Power Plant</b>	<b>5</b>
<b>2.1 Economic efficiency calculation</b>	<b>9</b>
<b>2.2 Technical drawings.</b>	<b>13</b>
<b>3. Our partners and subcontractors .</b>	
 <b>Appendix (letter of reference): 1 ÷ 8</b>	



  
INVESTITONS-UND  
TECHNOLOGIEGESellschaft mbH  
Erich-Reinhardt-Str. 8 10243 Berlin  
Tel +49 30 21 23 72 94, +49 30 21 23 72 13  
Fax +49 30 21 23 71 74

100% Dick-Edmund-Str. 8 10243 Berlin

**Gulf Tanker Company**  
**Dr Ali K Albaher**  
Chairman

**COOPERATION OFFER**

**Berlin, June 2009**

Berliner Bank A.G. - Konto 1845881201 - BLZ: 100 200 00  
IBAN: DE 84 1002 0000 1845 8802 01 - BIC: BERLDE33  
Geschäftsführer: Dr. Peter Marian Friedlitz - Reg. Nr. HRB 100713 B Amtsgericht Berlin - Charlottenburg





For the sake of great demand of the market for cooperation with the companies dealing professionally with the whole of work necessary for the quick execution of each investment as well as the guaranteed supply of each commodity, we decided to make the global market the area of our activity.

The companies we cooperate with have many years of experience in execution of big projects both in Europe and outside it which guarantees efficient realization of the investment.

We are also experienced in managing big interdisciplinary teams at realization technically complex tasks. Joining the leading forces on the market of the companies specializing in different areas bore fruit in the possibility of quick and reliable performance of each contract.

Introduction of the quality management system in our company was positively verified in practical operation. The quality of our service is a characteristic feature which distinguishes us from other similar companies and makes it possible for us to be competitive on the continually developing market. Our customers are entitled to require services of the highest quality based on our knowledge, experience and involvement of staff. We make heavy demands on ourselves, raise qualifications, thus creating favorable conditions to improve organization and efficiency of work the effect of which is the increasing satisfaction of our Customers, which in turn constitutes the main efficiency rate of our efforts.

### **1.2 Current business activities.**

We have received all needed permissions to start building the Solat Power Plant (60 mW), Syria in coming month. Exped has entered into an agreement and contracted the Incinerator Plants in Sophia, Bulgaria (worth 115mln Euro) and Szczecin, Poland (worth 105 mln Euro).



We have completed the following trading orders:

- Urea, 1 200 000 MT, Vietnam
- Urea, 1 200 000 MT, India
- Portland cement, 700 000 MT, Iraq
- Portland cement, 1 350 000 MT, Iraq
- Steel bars, 1 000 000 MT, Iraq

Our company expects a turnover of **1 000 000 000 USD** (for the year 2009).

## **2. Investment in Kuwait.**

**Exped GmbH in collaboration with Gulf Tankers located in Kuwait are able to start the investment as follows:**



A customer purchases a 60,000 kWp plant in Kuwait, for example near the city of Al-Jahrah. The overall construction costs amount to approximately € 203,000,000.00 including the costs for authorisations, licences and other issues.



For the implementation the capital is available. This own capital is the prerequisite for obtaining a return of approximately 11,6%.

Exped GmbH will form a working group in order to carry out the project.

This comprises essentially:

- Consultation to determine suitable locations
- Consultation on suitable components
- Project development
- Planning, here: particular observance of local-typical circumstances (sand, heat, resources)
- Plant construction
- Surrender and operation of the plant

With the information made available hitherto, in Kuwait an operation of a plant with a feeding remuneration of approximately 18 ctkWh could be economically reasonable. Other details in this regard are given in the enclosed economic efficiency calculation.

#### An investment in Kuwait

<i>Prerequisites:</i>	The sun is the energy source for our life. Safe, neat and ecologically friendly. Politically intended and ecologically reasonable.
<i>Framework conditions:</i>	The authorisation procedures in Kuwait will be initiated by the principal. The laws offer a high degree of security and reliability.
<i>Subsidy:</i>	The feeding remuneration is 20 ct per kWp for 20 years.

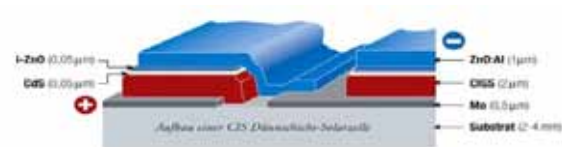


*Legal assessment:*

The authorisations are obtained and verified by the principal.

*Technology:*

German partner companies build the plants in a turnkey manner. Here, great emphasis is placed on the integration of the local population and products. The substructure is installed in a fixed manner requiring low maintenance works. The modules represent the best ratio as far as the cost/yield relation is concerned. With a surface of approximately 180 ha the surface requirement for this kind of plant is very low. The use of cooled inverters and the option to cool the modules allows for the special climatic conditions.

*Development:*

By using modular systems the plant can be extended at any time.

*Risk/Chances:*

By using low maintenance systems and modules which show only low capacity losses in the case of increasing temperatures, a lifetime of approximately 35-45 years is predicted. The acceptance of individual construction stages



by an independent engineering office guarantees a high degree of quality both for the plant operator and the plant constructor. The risk of an inverter failure has been considered in the calculation.

*References:*

Worldwide, plants in the size over 60 MWp were not realised in the past. Many small plants which work, however, might be a better reference than a large one which is afflicted with defects. With our partners, we planned and/or built plants up to a size of approximately 10 MWp. At present, plants of up to 110 MWp are under construction. There is the possibility to inspect the following plants:

Droysigk, Laudenbach, Blumeroda, Seefeld and Claussnitz. A plant with the same kind of module intended for Kuwait is located in Spain (3.3 MWp) and can also be visited.

*Return:*

The enclosed economic efficiency calculation gives you an idea of the yields and/or returns to be obtained by the high feeding remuneration and by the subsidy.



## 2.1 Economic efficiency calculation

### Plant data:

Capacity: **60,000.0 kWp**

Name: **Al-Jahrah**

Description:

Alignment: azimuth: 0°, elevation: 30°

Commissioning: **25/09/2010** Plant yield per year: **117,955,200 kWh**

Plant quality (performance ratio): **88.0 %**

Capacity after 20 years (linear degradation): **90.0 %**

### Expenses:

Construction expenses: EUR **203,000,000.00**

Ongoing expenses: EUR **370,000.00** per year

Allowances: EUR **0.00** Yearly increase: **0.50%** per year

Expenses to be financed: EUR **203,000,000.00**

### Financing:

Feeding remuneration **0.200 EUR/kWh** during the first 20 years.

Yearly feeding revenue: **23,591,040,00 EUR/year** (sinks during 20 years to 90.0%).

The percent yearly return flow initially amounts to **11.6%** of the expenses to be financed.

Interest of 1.00% is paid on the accruing surpluses on an ongoing basis.



Financing of the PV plant:

- **100.00% own resources (invested by Exped GmbH and Gulf Tankers)**

Own resources amount: **EUR 203,000,000.00**

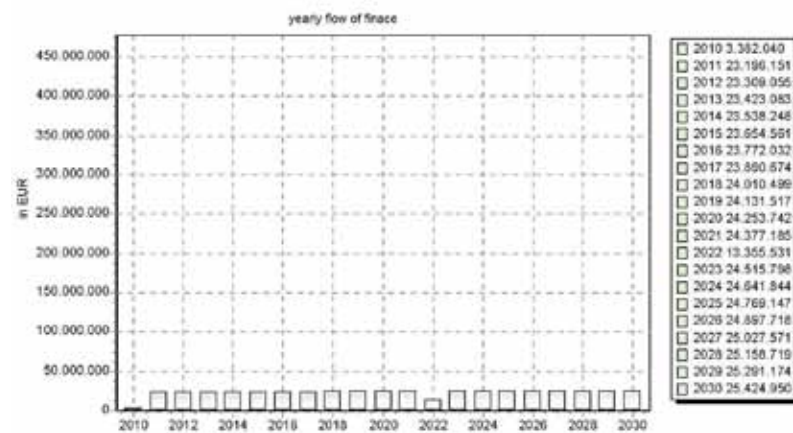
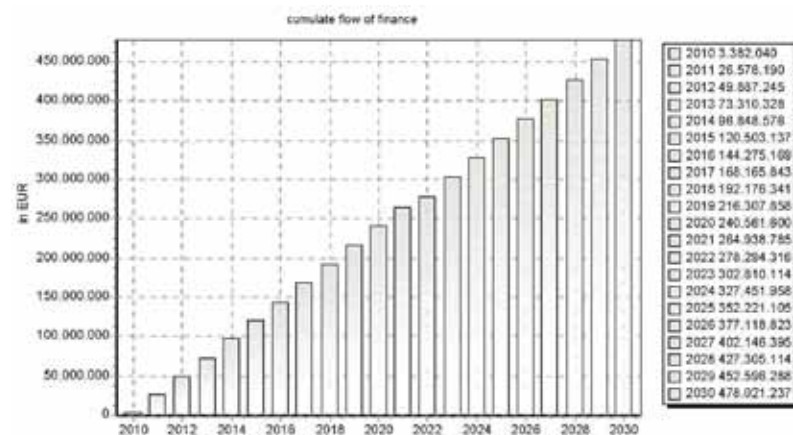
Overall result after 20 years

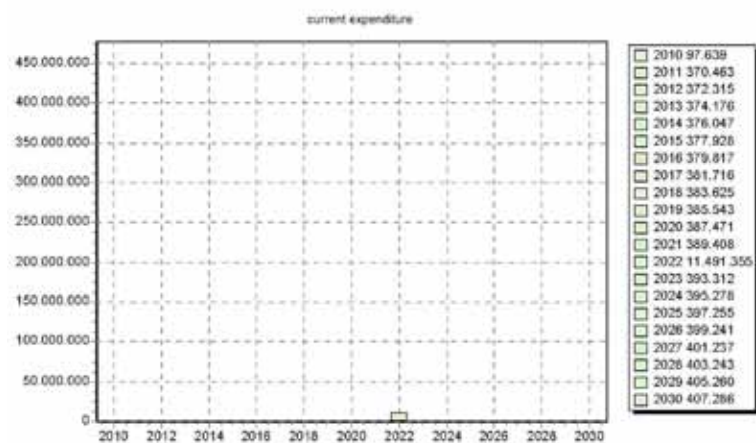
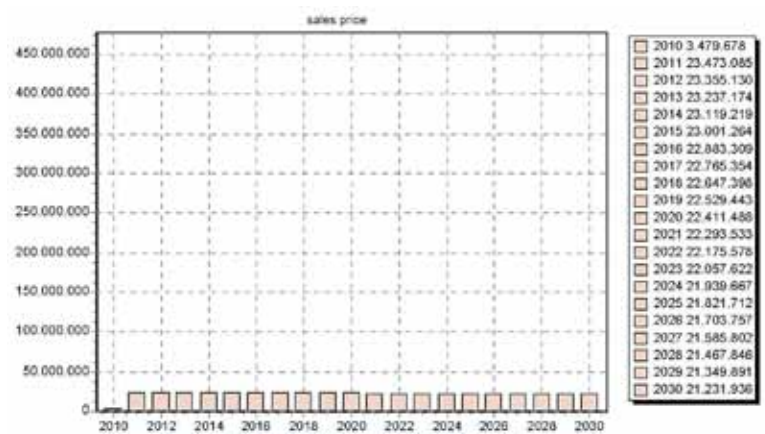
(in case of an overall feeding yield of: **EUR 450.529.886,40**)

Payout: **EUR 478.021.237,45** (corresponds to 235% of the own capital invested)

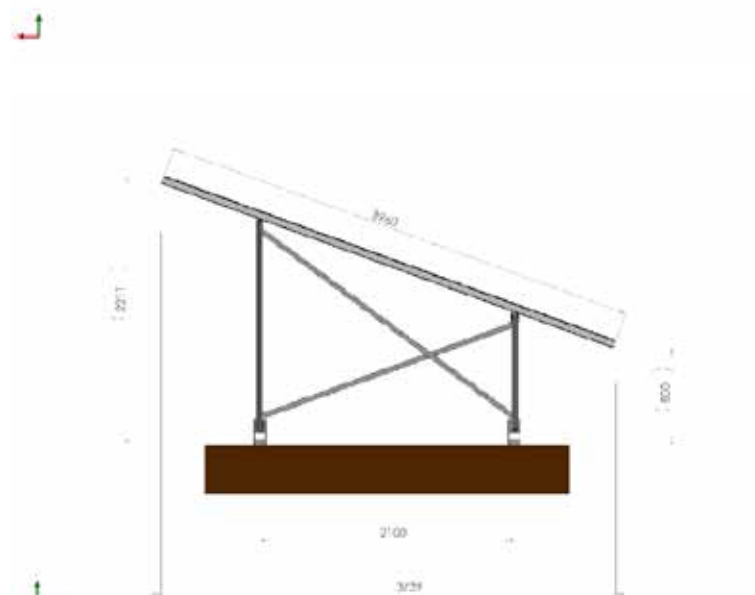
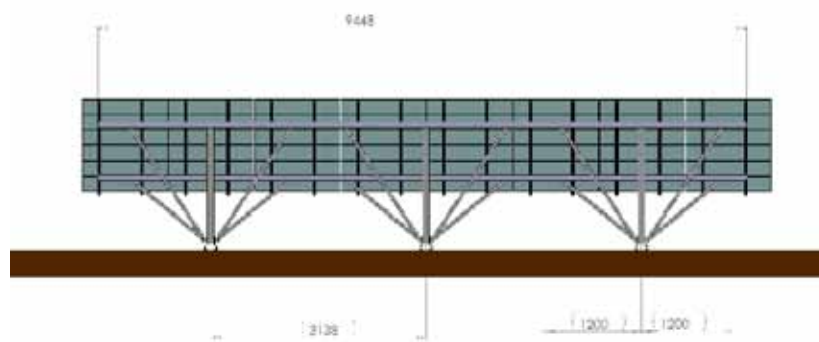


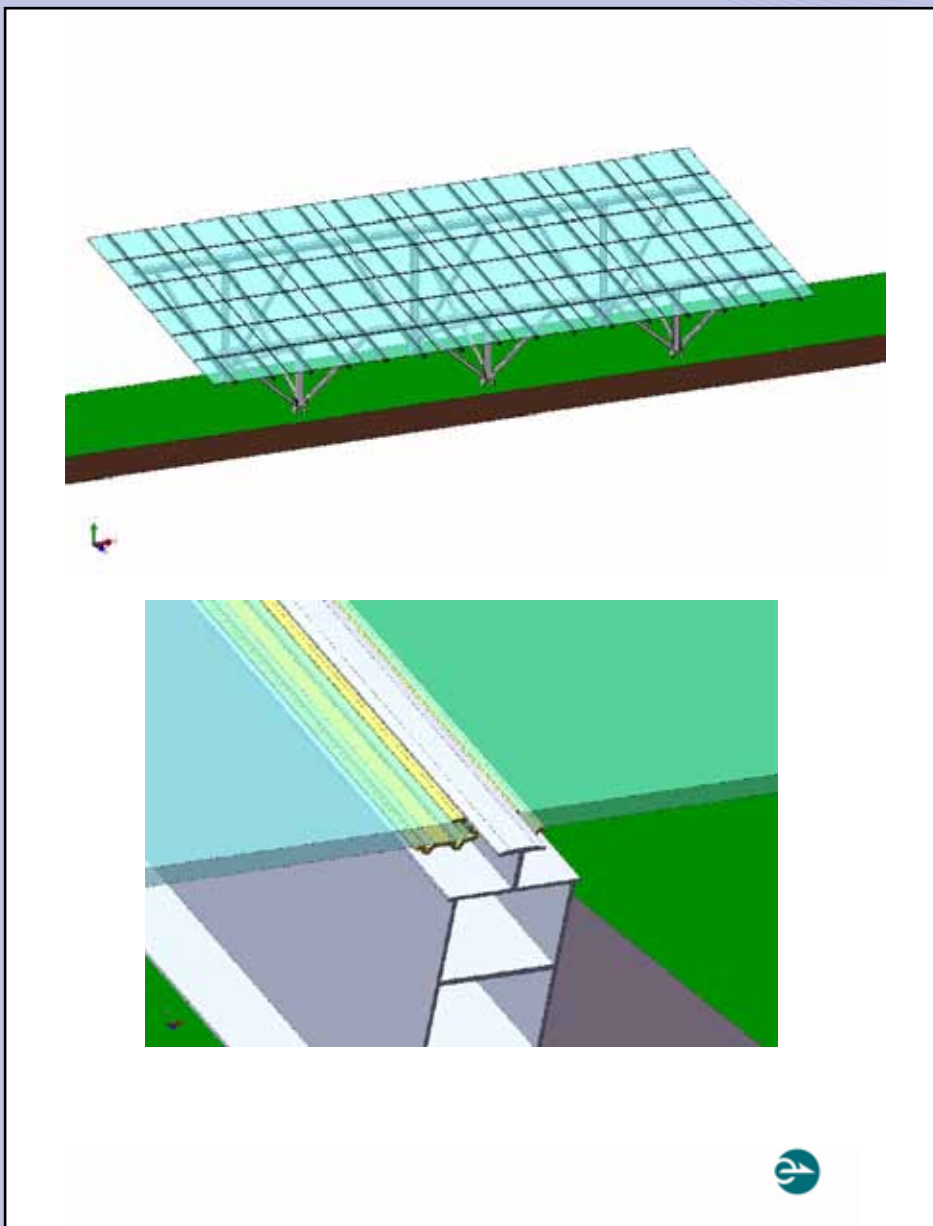
# Economic efficiency calculation.





## 2.2 Technical drawings.





### 3. Our partners and subcontractors.

Our activities are built on trusted and experienced partners, below it is list of them.

The references and details of several companies are included in attachments.

- **Kimberger-Solar GmbH**

The Company is responsible for planning, projecting and building the solar power plants, develops and constructs power plants both on land and on roofs. Kimberger-Solar provides all associated services required, initiates solar projects, acquires suitable sites and carries out all development work thoroughly. Kimberger-Solar constructs turnkey plants to the highest standard and take over technical and financial management after start-up.

- **Imtech**

Imtech is a European technical services provider in the fields of electrical engineering, ICT (information and communication technology) and mechanical engineering with approximately 22,500 employees, revenue of over 3.8 billion euro. Imtech occupies strong positions in the buildings, industry, infrastructure marine and telecom markets in the Benelux (the Netherlands, Belgium, Luxembourg), Germany, various Central and Eastern European countries (including Austria, Switzerland, Poland, Romania, Croatia, Russia, Hungary, Bulgaria and the Czech Republic), the Nordic countries (Norway, Sweden, Finland), the UK, Ireland and Spain. Imtech has 345 offices in Europe.

- **Sunova**

Sunova offers extensive flat-roof expertise combined with latest generation solar collector technology. This integrated approach forms the basis for a worldwide network of highly professional roof sealing specialists.



- **Wolf-Rüdiger Burchardt**

The architectural studio experienced in the urban design, governmental and public buildings, projects in sports-and leisure, cultural, commercial, infrastructural, ecclesiastical and housing, reconstruction of heritage protected buildings. Participation in more than 30 national and international competitions with numerous awards and resulting projects.

- **Zech Group**

Zech Group is a strategic management holding company incorporating six business units with their own actively operating controlling companies. The sheer variety of services which offers make them a competent partner in the sectors: Construction, Real Estate, Hotel, Environment/Technology, Industry and International . Company plans and builds office and commercial buildings, shopping centres, residential dwellings and special structures such as hotels and leisure facilities – from the initial idea, through the project and financing stages to completion of the building phase and even subsequent utilization and operation.

- **Kamü**

Kamü offers a remarkable variety of services: From the newly built commercial complex objects on the renovation of private and commercial buildings up to solve all engineering tasks. In a short time demanding buildings with high complexity and high sustainability to build, is one of our core services - as a contractor, consultant or as a general contractor in the turnkey construction. In each case, but as a reliable, customer-oriented partner. Exemplary Service: Department stores and shopping center, Logistics and Distribution Center, Production and industrial buildings, Halls of steel and concrete, Banks, offices



and administrative buildings, Hotels, residential and commercial buildings, Schools, hospitals, Sports, multifunction and exhibition halls.

- **Nehlsen Group AG**

Nehlsen is a progressive company, offering innovative services in the key business areas of waste and resource management, wastewater management, plant planning, building and operation and security services. They offers management services from the collection and sorting, to the treatment, recycling and disposal of solid, viscose and fluid waste. Nehlsen Contracting delivers steam and electricity generated from refuse-derived fuel for energy-intensive production processes, also produce biodiesel and generate electricity from biogas. A variety of contracting models offer a tailor-made service for the processing industry.

- **Brendel**

The Brendel Ingenieure (VBI) is group of independent partners in technical building projecting, the basis services: sewage, water, gas systems, fire alarms, heating and air conditioning, security(alarm and surveillance systems) Electrical Engineering, communications, Telecommunication equipment, Industrial Automation.

- **Atka**

Atka is producer of cost-effective and excellent thermal insulated houses. Atka uses sturdy wood frame construction and highly insulating polyurethane foam, which are the basis for energy saving in housing and building a healthy living environment and high quality housing.



# OUR AGENCIES



# Early Leak Detection Systems for Subsea Structures

Daniel Esser, CONTROS Systems & Solutions GmbH

Kiel, January 18<sup>th</sup> / 2010



SOPHISTICATED UNDERWATER GAS DETECTION



## Outline

- I. Welcome and Introduction
- II. Four facts about fugitive emissions
- III. Impact of undetected emissions to subsea installations
- IV. Detection of hydrocarbons in water
- V. Key Monitoring Technologies
- VI. An integrated Monitoring concept
- VII. Positioning of Leak Detection Systems
- VIII. Outlook





SOPHISTICATED UNDERWATER GAS DETECTION  
MADE IN GERMANY



## CONTROS Systems & Solutions GmbH

### Facts:

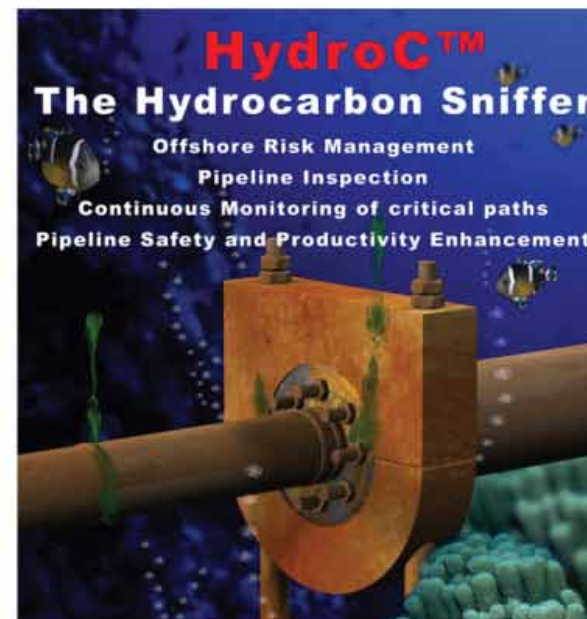
- ▶ Established in 2003
- ▶ Based in Kiel / Germany

### Team:

- ▶ 20 employees + freelancer

### Fields of Business:

- ▶ Offshore Oil & Gas Engineering
- ▶ Oil & Gas Project Management
- ▶ Subsea Monitoring and Leak detection
- ▶ Methane Hydrate Exploration & Research
- ▶ Environmental / Greenhouse Gas Monitoring
- ▶ Industrial Development Projects for O&G Industry
- ▶ Gas Extraction Systems / Process Monitoring
- ▶ CO<sub>2</sub> Applications / CCS /MMV



**Oil & Gas Leak Detection**





## Impact of undetected emissions

- ▶ Discharge of hydrocarbons to surroundings
- ▶ Small leaks damage subsea structures in the long term
- ▶ Reduction of operating time of subsea structure
- ▶ Higher downtime rates of production and transport facilities
- ▶ Large leaks create immediate environmental damage





## Detection of hydrocarbons in water

The detection of hydrocarbons in (sea)water is based on:

- ▶ The physicochemical properties of hydrocarbons compared to seawater (temperature, density, pH, salinity etc.) and
- ▶ Changes in pressure and mass balance inside the production system





## Detection of hydrocarbons in water

Various methods exist, to detect hydrocarbons in water:

- ▶ **Active acoustic**
- ▶ Bio sensors
- ▶ Capacitance
- ▶ Fiber optic
- ▶ Fluorescent
- ▶ **Optical NDIR**
- ▶ Optical camera
- ▶ Passive acoustic





## Detection of hydrocarbons in water

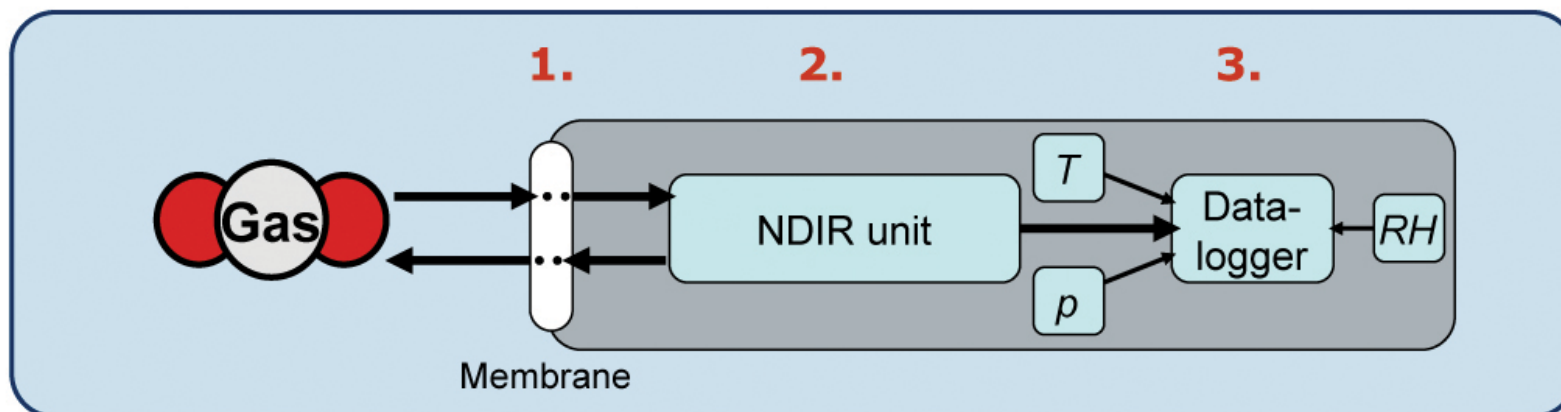
Utilizing two independent methods covering different aspects of the physicochemical properties of hydrocarbons, helps reducing the false-alarm rate and leads to an accurate detection of hydrocarbons in water:

1. The optical wavelength of a tracer gas (i.e. Methane) in an NDIR sensor
2. The strong contrast in acoustic impedance between hydrocarbons (gaseous and liquid) and seawater





## Optical Sniffers: The HydroC

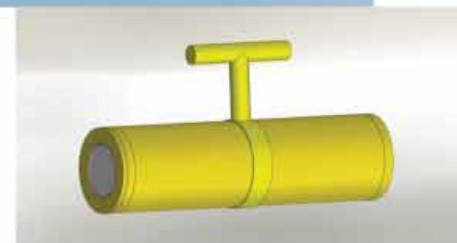


1. Dissolved gasses and water vapor pass the hydrophobic membrane  
→ Equilibration
2. Gas concentration measured by non-dispersive infrared spectrometry (NDIR) within a gas circuit
3. Internal Datalogger saves  $\text{CH}_4$  along with  $T$ ,  $p$  and  $RH$ ;  
optionally the data is transmitted by cable



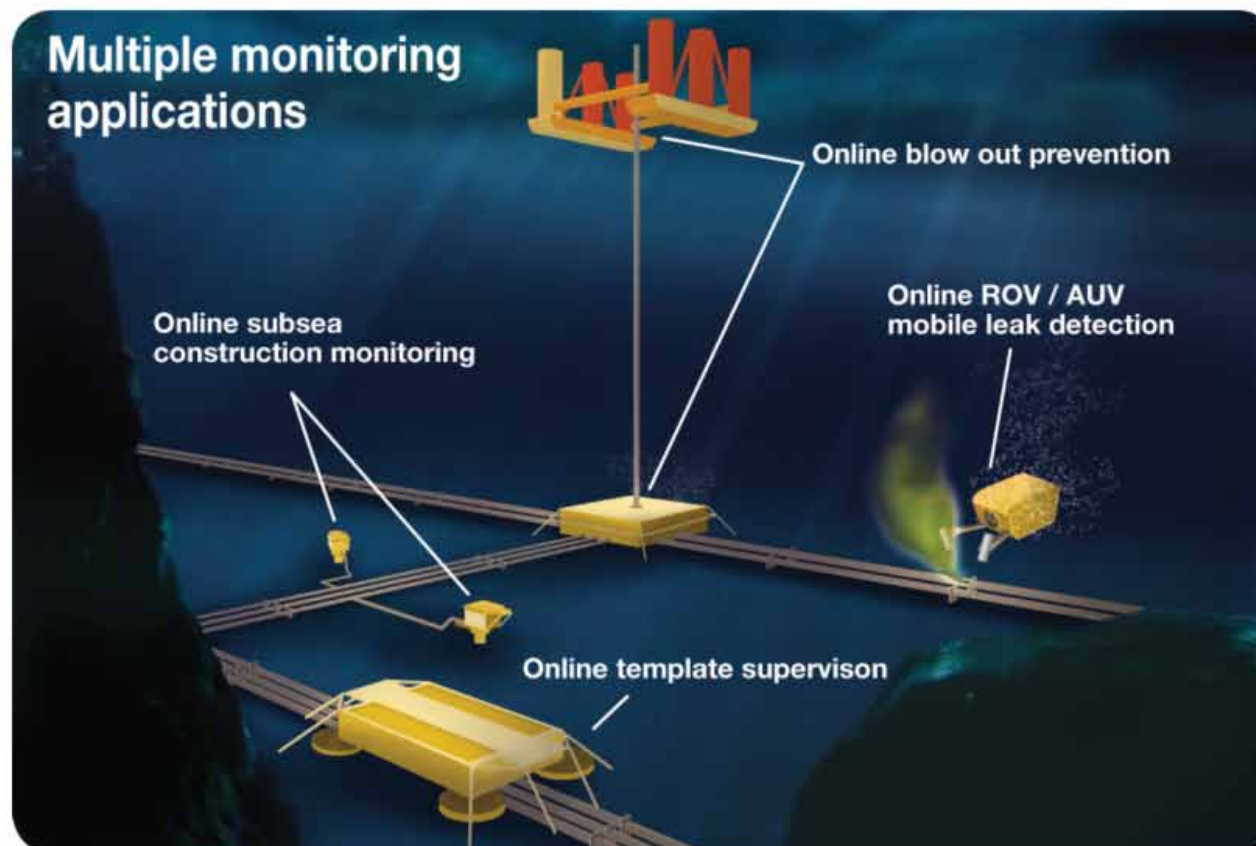
## Advantages of Optical Sniffers

1. Optical Sniffers are a selective method, i.e. just the component of interest is being detected (the tracer)
2. Optical Sniffers detect even the smallest emissions and allow for a very low detection limit
3. Optical Sniffers are unaffected by saturated solutions and cross-contaminations
4. Optical Sniffers need no dyes, as CH<sub>4</sub> (the tracer) is part of the medium to be detected.
5. Optical Sniffers need no recalibration and have long service intervals



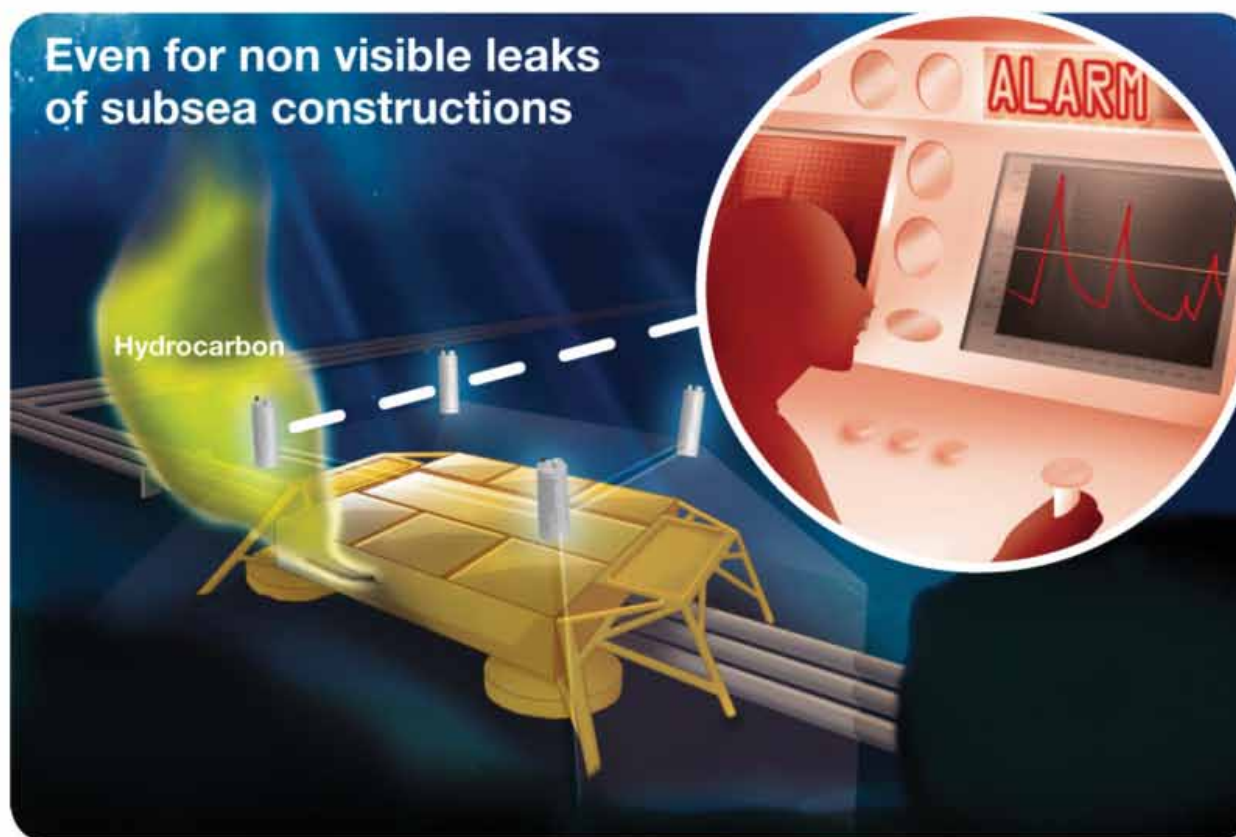


## Optical Sniffers in Leak Detection



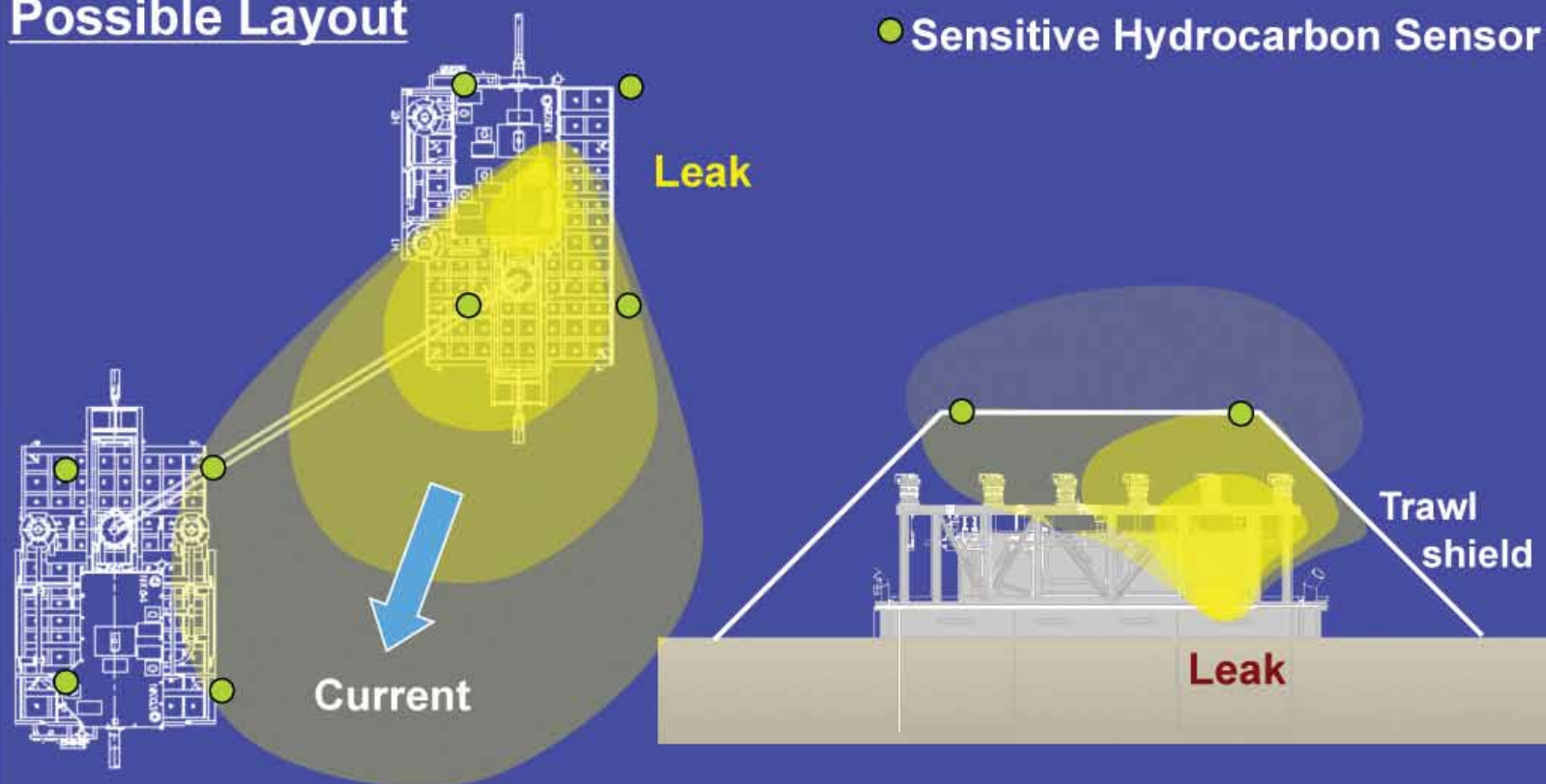


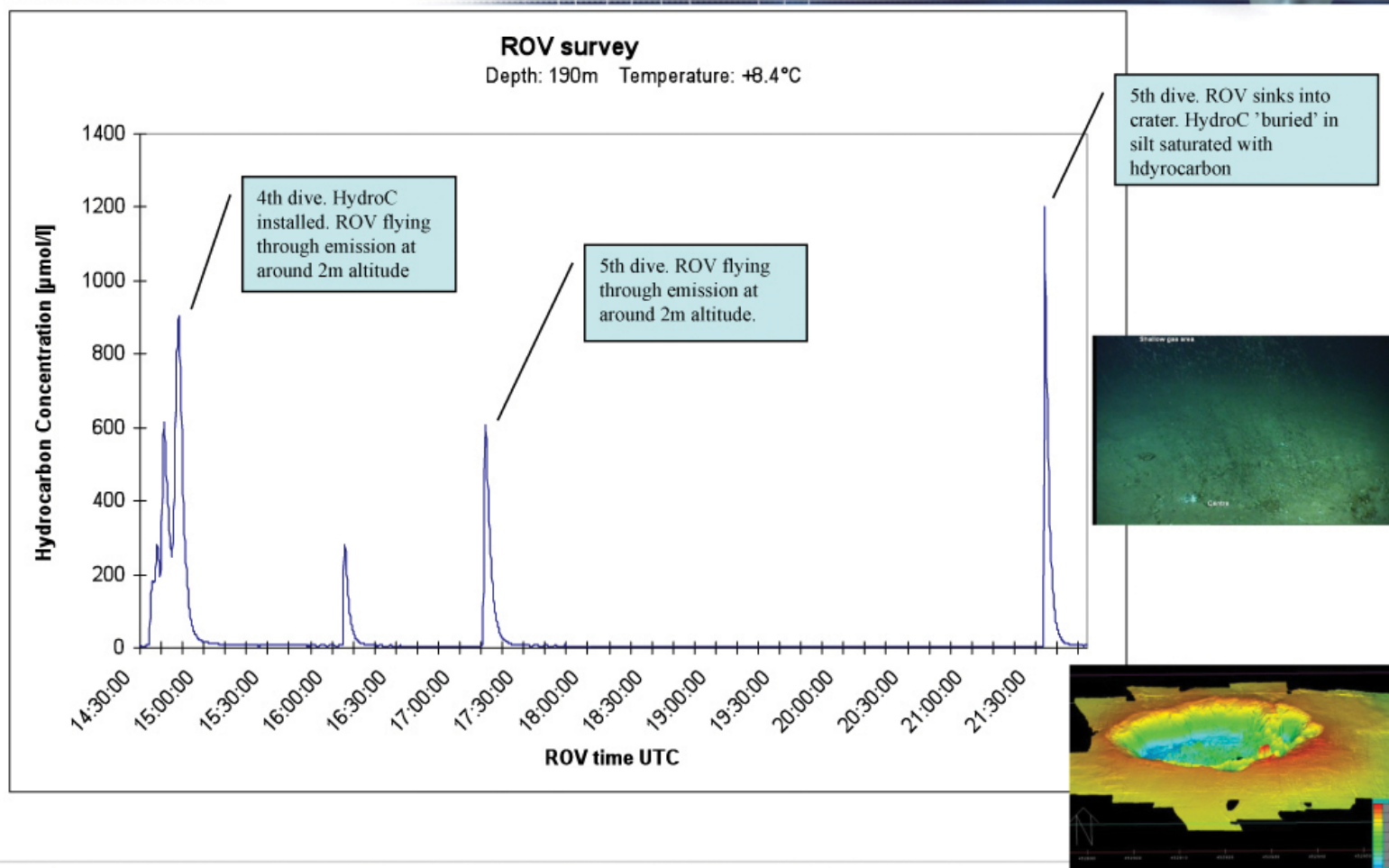
## Optical Sniffers in Leak Detection



## High Sensitivity and Dispersion Sensor Array for Reliability and Redundancy

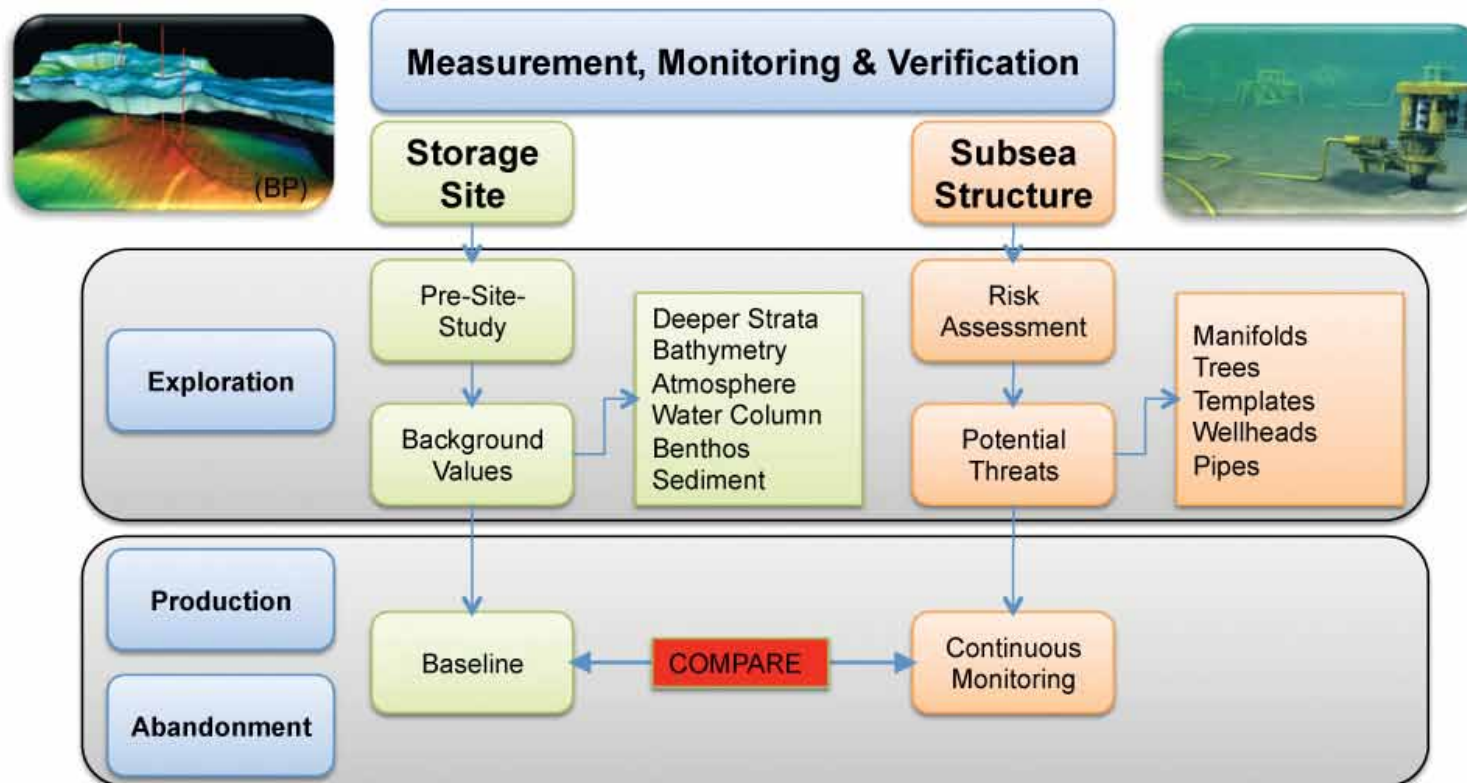
### Possible Layout







## Integrated Monitoring Concept

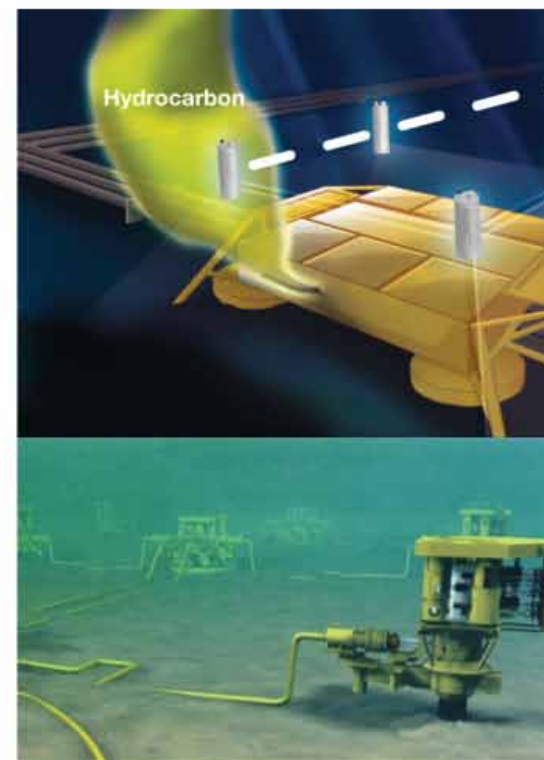




## Positioning of Leak Detection Systems

Background values deliver the baseline for site-specific models to:

1. find the best possible layout for the monitoring system (positioning)
2. estimate the environmental impact of fugitive emissions.





## Summary & Outlook

- ▶ Even small leaks can cause damage to the subsea structure.
- ▶ Leak detection concepts should be redundant and cover at least two independent methods.
- ▶ Modeling based on precise background values help to position LDS and to estimate the impact of any pollutions.





# CONTROS Capabilities

Daniel Esser, CONTROS Systems & Solutions GmbH

Kiel, June 2010



SOPHISTICATED UNDERWATER GAS DETECTION



SOPHISTICATED UNDERWATER GAS DETECTION  
MADE IN GERMANY



## CONTROS Systems & Solutions GmbH

### Facts:

- ▶ Established in 2003
- ▶ Based in Kiel / Germany

### Team:

- ▶ 21 employees + freelancer

### Business:

- ▶ Offshore Risk Management
- ▶ Subsea Monitoring and Leak Detection
- ▶ Methane Hydrate Exploration & Research
- ▶ Environmental / Greenhouse Gas Monitoring
- ▶ Ocean Observation Systems / ROV / AUV
- ▶ Industrial Development Projects
- ▶ Lake Gas Extraction Systems / Process Monitoring
- ▶ CO<sub>2</sub> Applications / CCS





## Four facts about fugitive emissions

1. Statistics show that the largest hydrocarbon leaks occur when the operation is unsteady (shut-in, start-up, maintenance etc)
2. These are phases when the mass balance system cannot be used for leak detection monitoring due to unstable flow and pressure readings
3. Structure components reported being subject to leaks are connections, connectors, flanges, seals, valves and welds
4. These can be considered critical points for monitoring of possible leaks



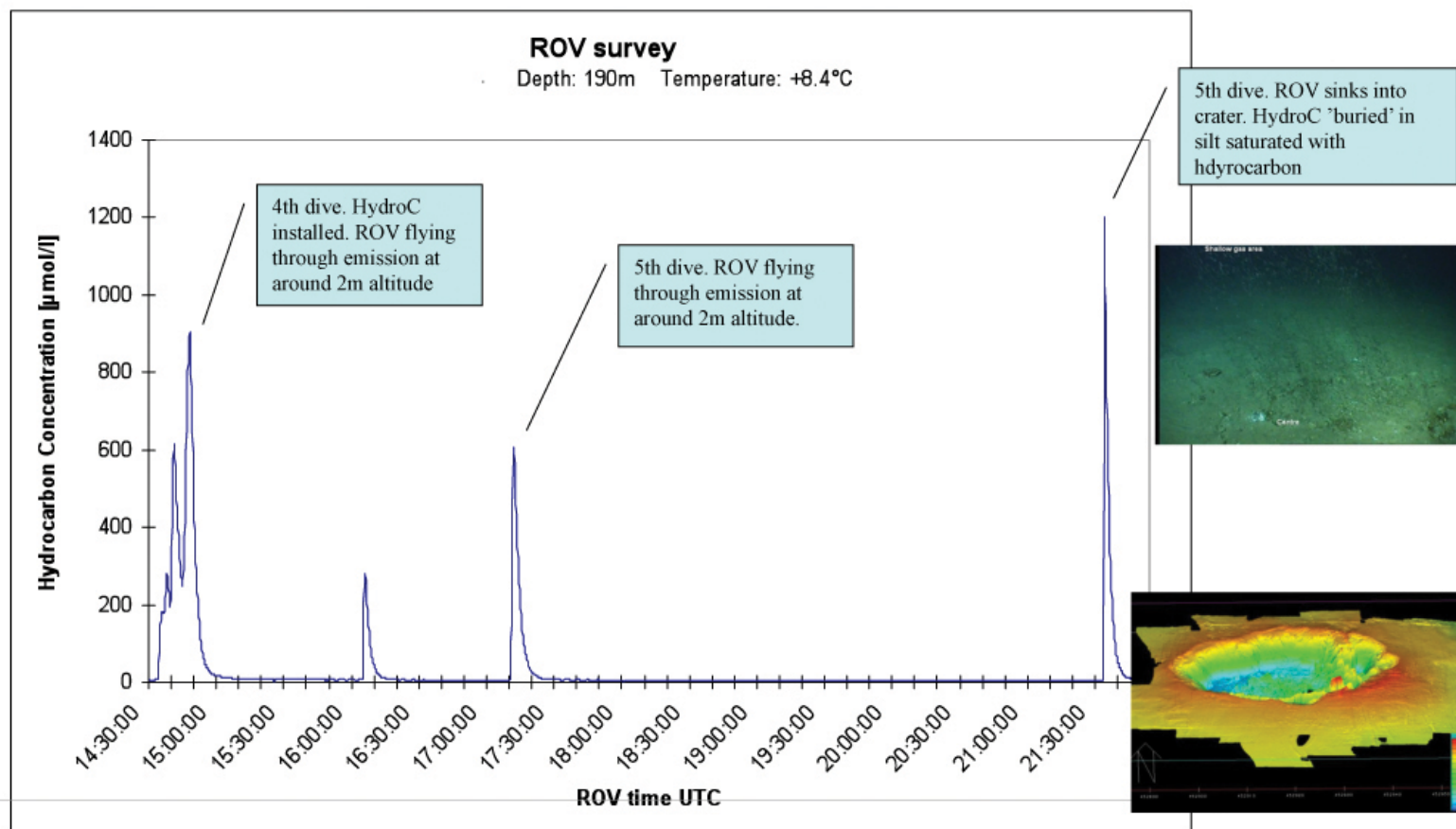
## Impact of undetected emissions

- ▶ Discharge of hydrocarbons to surroundings
- ▶ Small leaks damage subsea structures in the long term
- ▶ Reduction of operating time of subsea structure
- ▶ Higher downtime rates of production and transport facilities
- ▶ Large leaks create immediate environmental damage



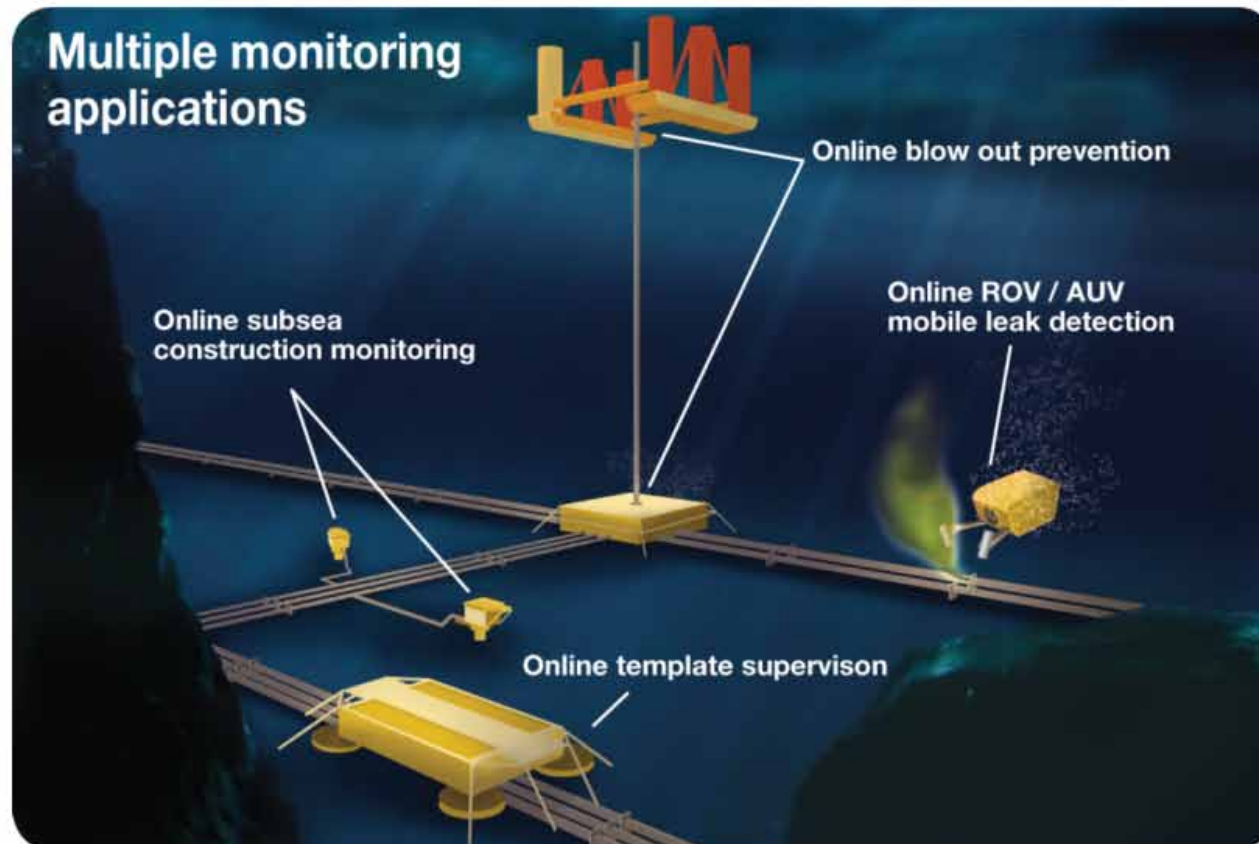


## Mobile Leak Detection





## Optical Sniffers in Leak Detection





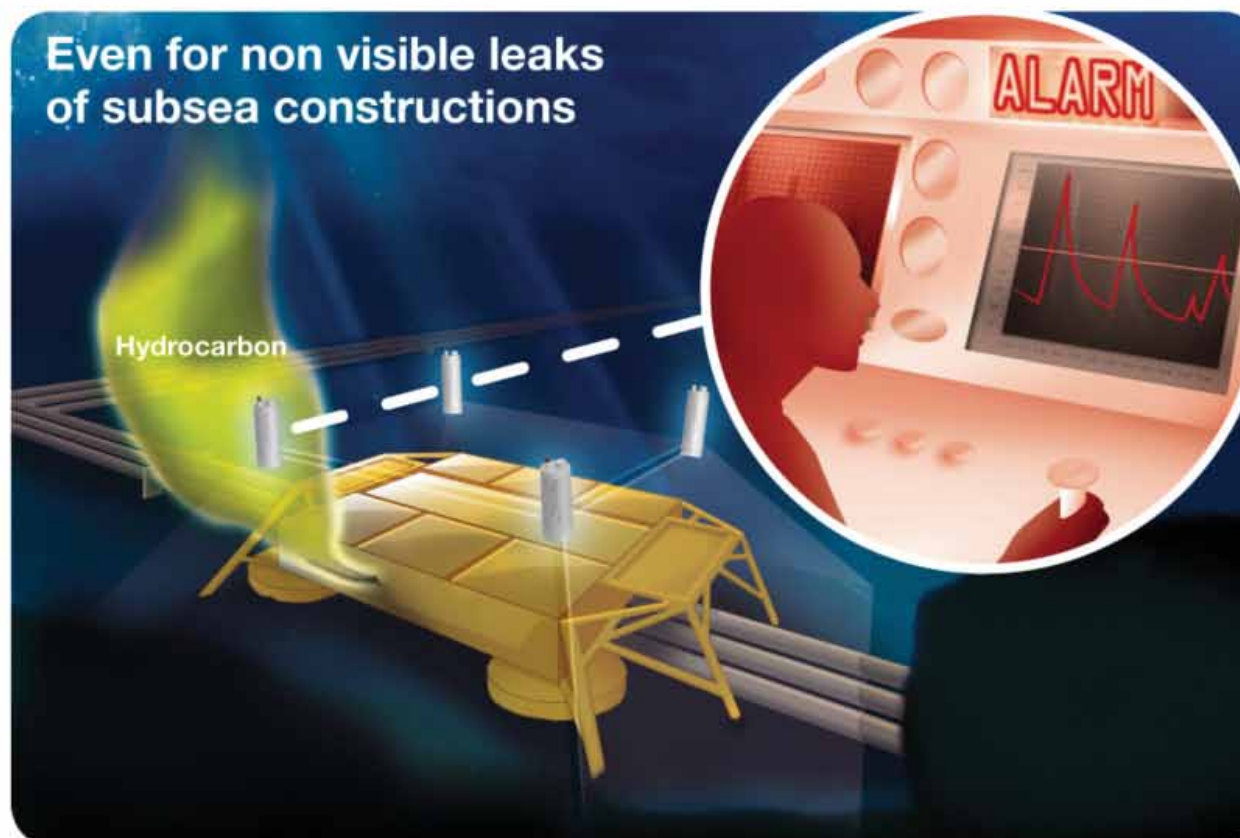
## Optical Sniffers in Leak Detection

Advanced online leak detection  
system for offshore subsea  
constructions



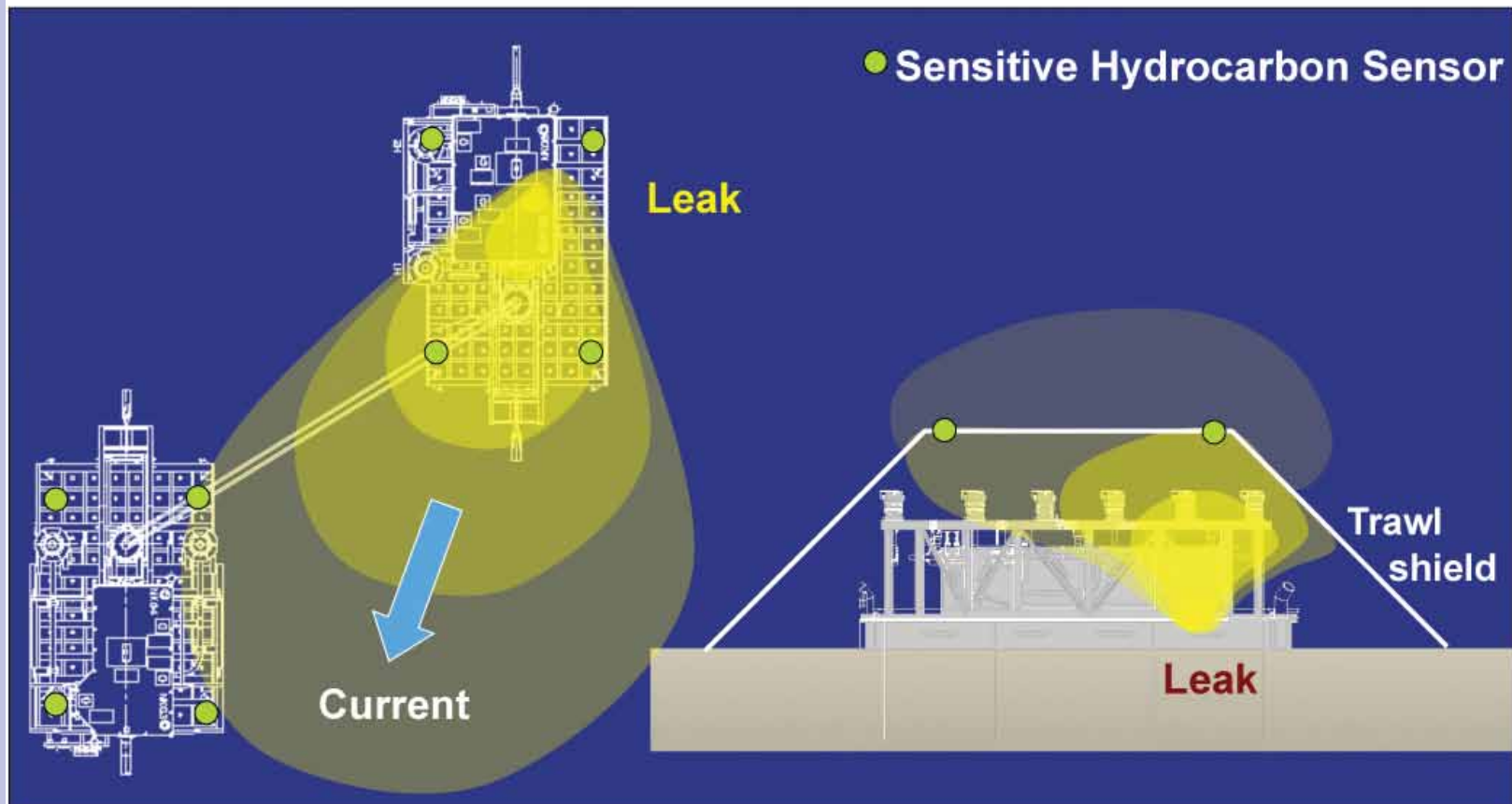


## Optical Sniffers in Leak Detection





## Permanent Leak Detection

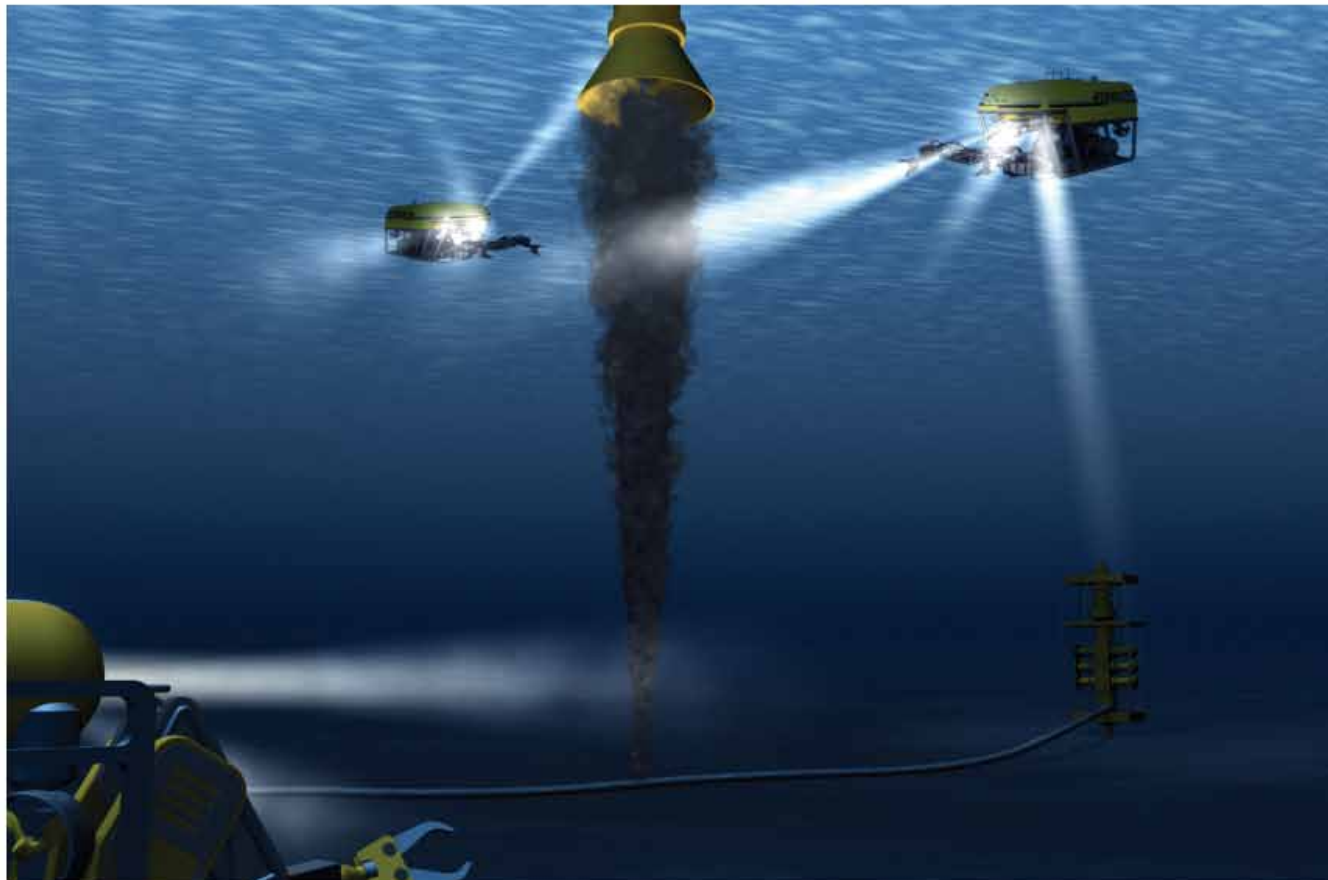




SOPHISTICATED UNDERWATER GAS DETECTION  
MADE IN GERMANY



## Leak Response & Emergency System





## Positioning of Leak Detection Systems

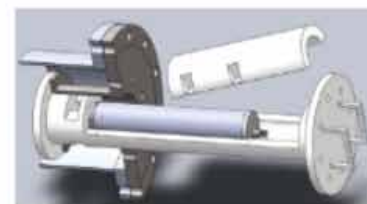
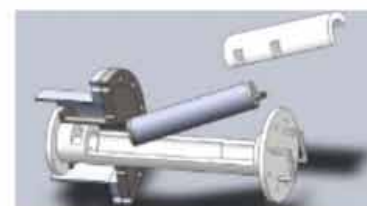
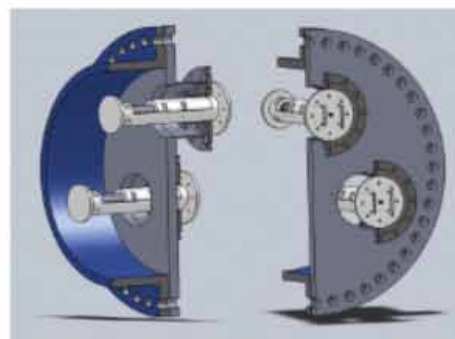
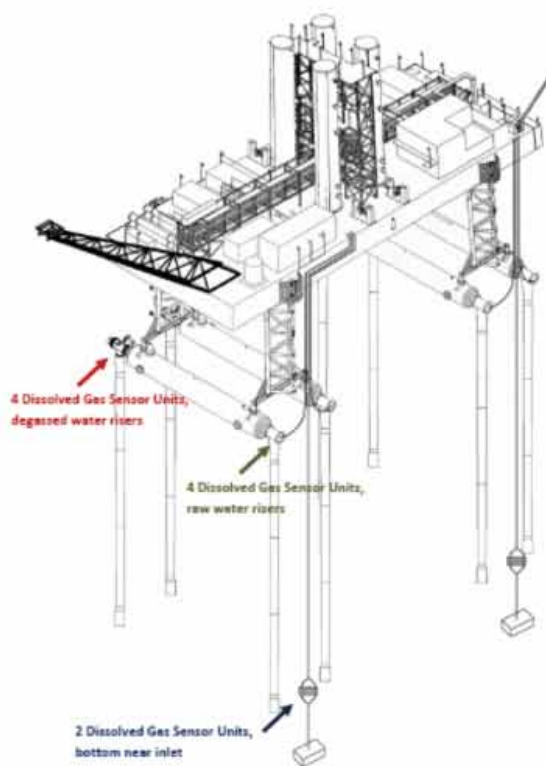
Background values deliver the baseline for site-specific models to:

1. find the best possible layout for the monitoring system (positioning)
2. estimate the environmental impact of fugitive emissions.





## Lake Kivu: Water Density Measurement System

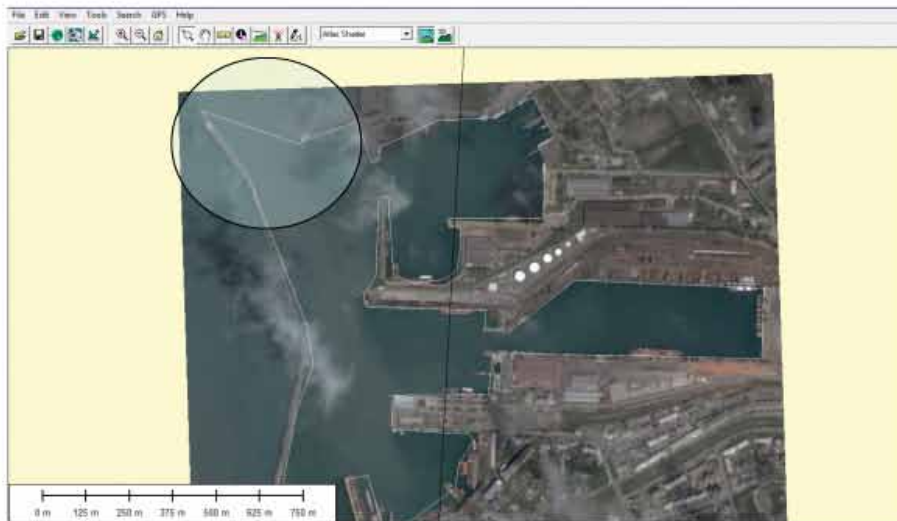




SOPHISTICATED UNDERWATER GAS DETECTION  
MADE IN GERMANY



## Port Security

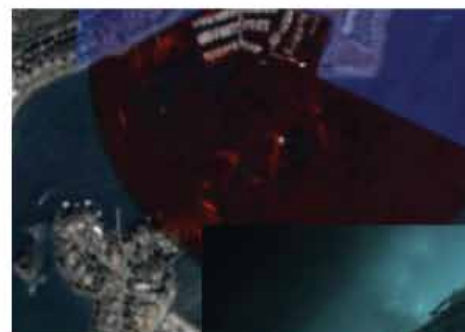




## Port Security Projects

Protection from attack by  
underwater intruders by:

1. Detection
2. Classification
3. Tracking
4. Search and Recovery

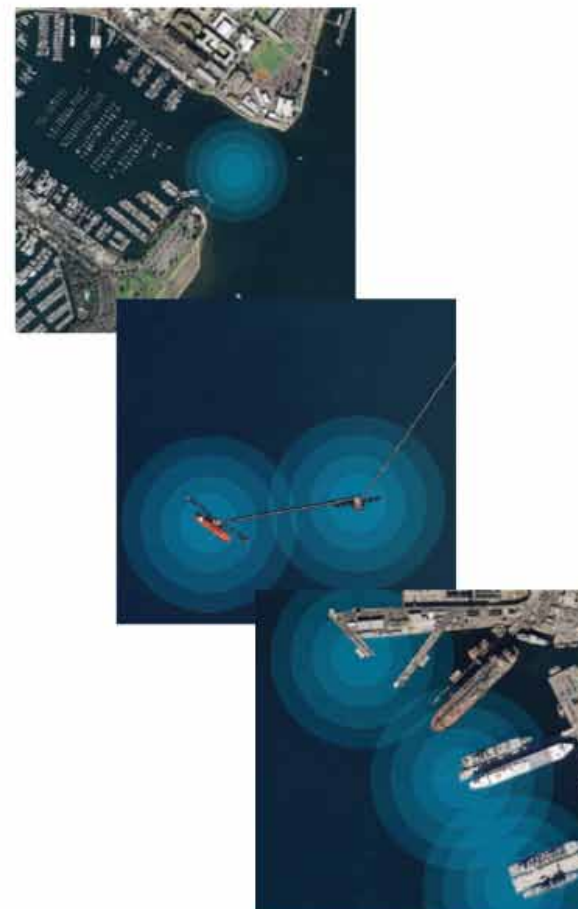




SOPHISTICATED UNDERWATER GAS DETECTION  
MADE IN GERMANY

## Possible Applications

- ▶ Naval bases / Harbour protection / Commercial ports
- ▶ Off-shore oil and gas installations
- ▶ Coastal industrial installations such as power stations and desalination plants
- ▶ Warships / Cruise liners / Mega / Super Yachts



Pictures by Sonardyne

## Legal Documents



بسم الله الرحمن الرحيم

سجل مكتب توثيق العقود والشركات

وزارة العدل

إدارة التسجيل العقاري والتوثيق

جلد ١

( كاتب العدل )

**شركة الناقلات الخليجية**

**شركة مساهمة كويتية مغلقة**

**النظام الأساسي**

**الفصل الأول**

**في تأسيس الشركة**

**أ- عناصر تأسيس الشركة**

هـ

مادة (١)

تأسست طبقاً لأحكام قانون الشركات التجارية وهذا النظام الأساسي بين مالكي الأسهم المقيمة أحكامها فيما بعد شركة مساهمة كويتية مغلقة تسمى **شركة الناقلات الخليجية "شركة مساهمة كويتية مغلقة"**.

مادة (٢)

مركز الشركة الرئيسي ومحلها القانوني في مدينة الكويت ويجوز لمجلس الإدارة أن ينشئ له فروعاً أو توكيلات أو مكاتب أو مراكز عمليات أو تعيين ممثلين في الكويت أو في الخارج.

مادة (٣)

مدة هذه الشركة غير محددة، وتبدأ من تاريخ قيدها في السجل التجاري ونشر المحضر الرسمي الخاص بتأسيسها في الجريدة الرسمية.



## مادة (٤)

الأغراض التي تأسست من أجلها الشركة هي كالآتي :-

- ١- شراء وبيع وتأجير واستئجار وتشغيل الناقلات البترولية بكافة أنواعها بما في ذلك نقل الغاز والبتترول ومشتقاته.
  - ٢- القيام بالعمليات وأساليب نقل الغاز والبتترول الخام ومشتقاته.
  - ٣- الاستثمار في التنقيب عن النفط والغاز.
  - ٤- القيام بعمل الدراسات والاستشارات في مجال أغراض الشركة.
  - ٥- القيام ببناء المصافي للنفط الخام.
  - ٦- استغلال الفوائض المالية المتوفرة لدى الشركة عن طريق استثمارها في محافظ مالية تدار من قبل شركات متخصصة.
- ويكون للشركة مباشرة الأعمال السابق ذكرها في دولة الكويت وفي الخارج بصفة أصالية أو بالوكالة.
- ويجوز للشركة أن يكون لها مصلحة أو أن تشترك بأي وجه مع الهيئات التي تزول أصلاً شبيهة بأعمالها أو التي قد تعاونها على تحقيق أغراضها في الكويت أو في الخارج، ولها أن تنشئ أو تشارك أو تشتري هذه الهيئات أو تلحقها بها.

ب- رأس المال

## مادة (٥)

**حدد رأس مال الشركة بمبلغ ١٠٠.٠٠٠.٠٠٠ د.ك مائة مليون دينار كويتي موزعة على ١٠٠٠.٠٠٠.٠٠٠ سهم بقيمة كل سهم ١٠٠ فلس وجميع الأسهم نقدية.**

## مادة (٦)

أسهم الشركة اسمية ويجوز لغير الكويتيين تملكها وفقاً لأحكام القانون والقرارات الوزارية المنظمة لذلك.

## مادة (٧)

اكتتب المؤسسون الموقعون على عقد التأسيس في كامل رأس مال الشركة بأسهم يبلغ عددها ١٠٠٠.٠٠٠.٠٠٠ سهم، قيمتها ١٠٠.٠٠٠.٠٠٠ د.ك مائة مليون دينار كويتي موزعة فيما بينهم، كل بنسبة لكتتابه المبينة في عقد التأسيس، وقد تم توقيع



150458





*Thank You*

