

Oil & Gas MIDDLE EAST

PROJECT INFO AND UPSTREAM ENERGY PROSPECTS FOR THE LEADING CONTRACTORS IN THE MIDDLE EAST

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TOP 25 EPC CONTRACTORS

The premier EPC firms working in the Middle East's upstream energy business

SPECIAL REPORT

IN ASSOCIATION WITH arabian **OilandGas.com**

THE OIL & GAS MIDDLE EAST TOP 25 EPC CONTRACTORS 2010

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Oil & Gas MIDDLE EAST

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Capping it at 25 was the hard part

Ranking is a tough job, but someone's got to do it. Find out how we made the list here

Welcome to the 2010 *Oil & Gas Middle East* Top 25 EPC Contractors special edition in association with *ArabianOilandGas.com*

The Middle East has been touted by the collective international upstream industry as one of the principal reasons they have managed to stay in the black throughout one of the worst downturns in modern history. When every other major heavy industry suffered, EPC contractors – typically quiet during tight spots – collectively managed to book over \$65 billion worth of work from 2009 through to today.

Some projects stalled, and costs were reviewed, but in spite of some serious challenges, both economically and technically, the region has played host to some of the biggest tenders, most ambitious projects and the best prospects anywhere in the oil and gas world.

This special edition has been compiled by the Energy Team editorial staff at ITP Business Publishing, combining the efforts of upstream and downstream specialists and the ranking has caused lively debate, which we fully expect to continue on our message board at *ArabianOilandGas.com*

Picking the best performers has been an enjoyable task and we could not have delivered this product without the cooperation of the international and regional EPC contractors who have proved forthcoming with their banked figures and strategies for the year ahead.

Rather than rank companies simply on the orderbook value at year-end, or from financial disclosures, we have chosen to weigh performers on the basis of how significant their contribution to the region's upstream vision has been, and what their performance trajectory is going forward.

For EPC firms whose influence in the region is in the ascendancy, or for compa-



Qatar (pictured) and Abu Dhabi have played host to the biggest EPC success stories over the last year.

nies we tip to be ones to watch in the years ahead, you can expect a higher placing than regional stalwarts who may be resting on the laurels of past successes.

The same logic has applied for regional companies which have managed to grow their orderbook by swallowing up more of the work that would have been farmed out internationally five years ago. There is no doubt, as you will see from the projects being taken on and delivered by local companies and their JV partners that the region has much to offer in terms of home

grown talent, and we are confident our rankings reflect this.

The profiles included in print here are the tip of the iceberg in terms of the phenomenal participation we received from the best EPC companies in the region, so keep an eye on the website for fuller profiles, exclusive management interviews and project galleries. And most of all, enjoy this edition, it's 12 months until the next instalment.

Daniel Canty, Editor
Group Editor, Energy Titles

To subscribe to the magazine, please visit: www.ArabianOilandGas.com



PETROFAC



Petrofac won an EPC deal with PDD for a gas compression project worth \$350 million last year.

Petrofac took a massive stride towards regional domination in a record-breaking 2009

Petrofac delivered a phenomenal performance in 2009, and has built on that with a bullish first half of 2010. The momentum that Petrofac has built up over the past 18 months, particularly in the Middle East has earned the company the coveted number one spot in the *Oil & Gas Middle East Top 25 EPC contractor's special report*.

"I am pleased to report that we have made a good start to 2010 and we are confident that this will be another year of strong growth," said Ayman Asfari, group chief executive, when he delivered another bumper set of results in March this year. Following some massive contract awards in 2009, the

company's Engineering & Construction segment is now working on ten large EPC projects in seven countries, including in Syria, where mechanical completion on the Ebla gas plant was achieved in February 2010, two months ahead of schedule.

"In March 2010 Petrofac announced the award of an EPC contract for more than \$600 million for gas sweetening facilities for Qatar Petroleum and we continue to bid actively in both our existing core markets and selectively into new but adjacent markets such as Iraq," said Asfari in Petrofac's recent Interim Management Statement.

In what was a tough year for contractors the world over,

Petrofac managed to pull off some major contract wins in the region throughout 2009, and build on those awards this year. One of the most notable successes of 2009 from a regional perspective was the \$2.1 billion Abu Dhabi integrated gas development contract.

In summer last year the company announced that its 50% owned joint venture, Petrofac Emirates, in partnership with GS E&C, won the contract from

ADNOC group division GASCO for a contract worth approximately US\$2.1 billion, with a value to Petrofac Emirates of around US\$1 billion.

The 48-month lump-sum contract is for the construction of the 4th NGL train at the Ruwais complex in Abu Dhabi. This was the first project to be awarded to Petrofac Emirates, the joint venture between Petrofac and Mubadala, established in November 2008.

US\$7.3 billion

Petrofac's group backlog as of end April 2010
Source: Petrofac

STAR PERFORMER: \$2.3 BILLION CONTRACT WIN

Petrofac was awarded a \$2.3 billion contract by Abu Dhabi Company for Onshore Oil Operations (ADCO) for the development of the onshore Asab oil field in 2009. Under the 44-month lump-sum contract, Petrofac will provide EPC services to upgrade the production capacity of the Asab field. In addition to the production capacity upgrade of Asab, Petrofac's scope includes upgrading the facility's capacity to accept increased production from Sahil, Shah and other south east fields and to upgrade the associated utilities and water handling facilities.

Around the same time last year the company won an Oman gas compression project worth more than \$350 million.

The EPC deal covered the Kauther gas-field depletion-compression project. The contract was awarded on behalf of the Government of Oman by Petroleum Development Oman.

Maroun Semaan, group chief operating officer of Petrofac, commented: "We are delighted to have successfully secured the Kauther gas depletion compression project. This award serves to further reinforce Petrofac's commitment to the Omani market, gives us continuity of business in the Sultanate and again highlights Petrofac's continued competitiveness in the Middle East." Petrofac will undertake the engineering, procure-

ment and construction (EPC) of the gas compression system, and associated facilities at the Kauther gas plant, in addition to undertaking the commissioning and six months of initial operations.

The project follows the successful completion of the Kauther gas plant in 2007, which Petrofac built on an EPC basis for PDO, including commissioning and operations. In early 2008, Petrofac was asked to carry out the front end engineering and design (FEED) for the gas depletion-compression project and then invited to submit a commercial proposal for the EPC on a negotiated basis.

The March 2010 deal with Qatar Petroleum is worth more than US\$600 million. The deal covers the EPC work for a gas



Ayman Asfari, Petrofac CEO.

sweetening facilities project in Qatar's Messaieed and Dukhan industrial districts.

Petrofac will undertake the engineering, procurement, installation and commissioning of gas sweetening facilities in both locations which includes a sulphur recovery upgrade at NGL-3 in Messaieed and an acid gas recovery plant at Arab-D in Dukhan. Work on the projects is expected to commence shortly and is due for completion within 38 months.

"Petrofac has a long history of working with Qatar Petroleum and this award, alongside the engineering services contract that we recently secured, further underpins our continued relationship," said Petrofac's group chief operating officer, Maroun Semaan.

"We are delighted to be part of the continuing investment in oil and gas infrastructure by governments in the region. The award of this contract serves to further reinforce Petrofac's commitment to the Qatari market," he added.

Delivering the Interim Management Statement, the company's chief executive was upbeat, saying the company's continued success in its key markets was in-line with expectations. "Following our record order intake in 2009, the business is delivering on our broader portfolio of existing contracts and our backlog gives us outstanding revenue visibility for the current year and beyond," said Asfari.

"We continue to invest in our people and our business infrastructure. Our differentiated offering, focus on major hydrocarbon regions where significant expenditures are expected and strong bidding pipeline gives me confidence in continued growth." The company's backlog of \$7.3 billion at end of April 2010 and cash balances of US\$1.2 billion shows the group is in fine financial form, and is well placed to deliver on its major contract success of the past 18 months.



Petrofac will undertake the EPC of the gas compression system and associated facilities at the Kauther gas plant (pictured) in Oman for PDO.



NPCC



NPCC was created in 1973 to support the UAE's upstream oil and gas project pipeline.

This year alone Abu Dhabi's National Petroleum Construction Company has bagged contracts worth over a billion US dollars in onshore and offshore projects in the UAE

NPCC was established in April 1973 to provide a facility for the fabrication of steel structures required by the onshore and offshore oil and gas production industry. The late seventies saw NPCC growing through considerable expansion with the construction of its own pipe coating facilities and the launching of a successful Offshore Services Division providing full marine spreads for Pipe laying, Installation and Hook-up works.

NPCC's dynamic growth, its past achievements and new facilities have transformed this national company into a major international (EPC) contractor, capable of providing the off-

shore and onshore upstream oil and gas industry with complete EPC solutions.

This year alone NPCC has bagged contracts worth well over a billion US dollars in both onshore and offshore projects in the UAE.

In May this year Abu Dhabi Marine Operating Company (ADMA-OPCO) awarded the EPC contract to NPCC for the Zakum Central Super Complex (ZCSC) Demothballing Project. The contract is valued at US\$350 million. The agreement was signed by Ali Al-Jarwan, ADMA-OPCO general manager and Aqeel Madhi NPCC CEO. "It's our pleasure to have NPCC with

us in this complicated project which is the largest we will do for sometime," said Al-Jarwan.

"In this particular project NPCC have demonstrated their competitive edge in terms of pricing, schedule and willingness to do the project and we assure them of our maximum cooperation to do the job successfully," said Al-Jarwan.

Aqeel Madhi said of the project: "It's not easy... in fact it's complicated, but ever since we have been working together we have had great cooperation... We will definitely succeed. As this is a brownfield project ... a lot of challenges are there but our objectives are

definitely common." The ZCSC demothballing project is part of overall ADMA Lower Zakum 100 million bpd programme aimed at enhancing the oil production capacity from Zakum Field progressively from the year 2012 onwards. In order to achieve the additional surface facilities required for this objective, ADMA-OPCO is de-mothballing and re-commissioning the production facilities at the Zakum Central Super Complex, which were shutdown and subsequently mothballed in the early 1980's. The scope of work comprises: detailed engineering, procurement, construction, commissioning and

start-up assistance for major complex brown field works on Zakum Central Complex and a new accommodation platform (NAP) comprising an 80 bed living quarters module. The NAP module which weighs approximately 3500MT will be installed by float over technique. It also consists of installation of Five Boat Landings on piles and a bridge connecting the main ZCSC complex with the new accommodation module. The overall project is scheduled for completion in 30 months from the contract effective date of 1st April 2010.

Earlier this year Abu Dhabi Company for Onshore Operations (ADCO) awarded another EPC contract to NPCC to carry out engineering, procurement and construction) works on

the Qusahwira Field as part of Phase I of ADCO's ambitious 1.8 million bpd project scheme.

The Contract value is US\$560 million and was signed in March by Abdul Munim Saif Al Kindi, general manager of ADCO. Earlier in February 2010 ADCO awarded to NPCC the first EPC contract under the scheme which covered facilities required at Bab Field.

The 1.8 million bpd project aims to augment ADCO's exploitation programme from its current crude oil production of 1.4 mbpd to 1.8 mbpd.

To achieve this, ADCO plans to increase production at existing North-East Bab oil field and to begin productions from other three new oil fields; Bida Al Qemzan, Qusahwira and Bab. Qusahwira is a new unde-

veloped field located about 80 kilometres Southeast of Asab Field. NPCC will carry out full engineering, procurement and construction of production facilities including central and remote degassing stations, oil producing, water and gas injec-

tion wells and around 350 kilometres of pipelines and other associated works including overhead transmission and fiber optic cables.

The overall project is scheduled for completion in 33 months from March 2010.



NPCC has won multi-billion dollar contracts with the ADNOC Group in UAE.



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TECHNIP

Global expertise combined with a massive local workbook propels Technip to our top tier

France's brightest EPC firm has made winning Middle Eastern business look easy. The company's Middle East regional backlog represents

US\$4.2 billion, or 41% of the total Technip Group's backlog of \$9.8 billion. It may be a global company, but its massive commitment to the region, and

the key upstream contracts it has won in the Middle East, combined with its interest in Iraq sees the company take the number three spot in the *Oil & Gas Middle East* Top 25 EPC Contractors list for 2010.

In the upstream business Technip is in the final stages of construction on the OAG-1 project on Das Island in Abu Dhabi for ADGAS, Asab 3 for GASCO; Nasr and Umm Lulu EPS Field Development FEED, Zadco Artificial Islands FEED and numerous conceptual and other FEED projects.

In 2009, Technip banked the Jubail Refinery project for \$3.2 billion, Asab 3 for a little less

than half a billion dollars and numerous small size projects.

Technip is one of the few players with sub-sea, offshore and onshore expertise in handling upstream projects. Drawing on its experience in all component areas, Technip is in a unique position to design and deliver floating LNG facilities. Today, Technip is engineering liquefaction trains with a total capacity of more than one third of the world LNG trade through gigantic projects in Nigeria, Qatar and Yemen.

In 2010, the company told *Oil & Gas Middle East* its main objectives are to be closer to our clients in the region. "We

are reinforcing our office in Al-khobar, we have a new office in Sana'a, Yemen and last but not least we are reopening our office in Baghdad. We target to continue bidding various sizes initiatives for both NOC's and IOC's in view of intaking several hundred millions," said Lara Salem, head of communication.

To tackle Iraq the company's Baghdad office will be busy working on developing partnerships with local construction companies. "We are bidding on several EPC projects with both IOCs and Iraqi NOCs and we have already been awarded the FEED for the Karbala refinery," added Salem.



Arturo Grimaldi, Senior VP Middle East at Technip.



SAIPEM

Italian firm flies up the rankings courtesy of \$3.5 billion Abu Dhabi Gas Development award

Saipem has built a strong reputation for projects in remote areas and deepwater, and competencies such as gas monetisation and heavy oil exploitation. Saipem is organised in three business units: Offshore, Onshore and Drilling. Saipem is a global contractor, with strong local presence in strategic and emerging areas such as West Africa, North Africa, FSU, Central Asia, Middle East, and South East Asia.

In May Abu Dhabi Gas Development Company Limited awarded Saipem three EPC contracts as part of the Shah Gas development program.

The development program is designed to treat 1 billion cubic feet a day of sour gas from the Shah field, before separating the sulphur from the natural gas and transporting both to processing facilities at Habshan area, and then to Ruwais, located in the northern part of the Emirate. The first two contracts encompass the engineering, procurement, and construction of the gas process plant and of the sulphur recovery unit. The third contract covers the engineering, procurement, and construction of nearly 250 kilometre long pipelines in total for transporting gas, condensate and NGL

from the Shah Gas plant to Habshan and ASAB tie-in point. The activities will be completed within 52 months.

In March 2009, Saipem was awarded a new contract worth approximately US\$400 million for the charter of offshore drilling rig Scarabeo 6 of the coast

of Egypt. The contract has been assigned to Saipem by Burullus Gas Company, extending their charter of Scarabeo 6 to the fourth quarter of 2014.

Saipem recorded a net profit of US\$222 million in the first quarter of 2010, with revenues of \$3.08 billion.

\$610 million

PetroSaipem's most recent contract is for a 3850 tonnes per day granulated urea production plant as well as all of the associated utilities and off-site units. The facility will be constructed at the Qafco Complex in Mesaieed Industrial City, awarded by QAFCO. The project length is 35 months with Qafco expected to take delivery of the facility in the third quarter of 2012.



TOPAZ ENERGY & MARINE

UAE firm is making waves in Gulf and Caspian projects and support business

Topaz Energy and Marine is becoming a world leading, oil and gas focused marine services and engineering company, with a footprint spreading across the Middle East and the Caspian.

Topaz posted revenue of US\$448 million, and a net profit of \$65 million for 2009. The company's growth in difficult times demonstrates a resilience that sets Topaz apart from many of its peers. The company's operating facilities are in Abu Dhabi (Adyard) and Fujairah (Nico International Hydrospace). Its fabrication and construction business is engaged in offshore and onshore construction across the UAE, and for global clients in the energy industry.

Topaz Engineering provides marine and energy engineering

services, whilst Topaz Marine is an offshore support vessel owner and operator serving the oil and gas industry exclusively.

Charismatic CEO Fazel Fazelbhoj, told *Oil & Gas Middle East*: "This is an outstanding achievement in a volatile economic climate and reflects the inherent strengths of our business. We have demonstrated our business to be one that grows shareholder value in a measured and responsible fashion in any economic cycle. Topaz's recession resilience is a result of a blend of long and short-term contracts, exposure to geographies of strategic importance to energy markets and our refusal to jump on the bandwagon of speculative vessel new-buildings at the peak of the market."



TOPAZ Energy & Marine CEO Fazel Fazelbhoj says 2009 was outstanding.



AKER SOLUTIONS

FEED job in KSA boosts Aker's local ops

Aker Solutions is organised into four business lines: energy development & services; sub-sea; products & technologies; and process & construction. The company has annual revenue of more than US\$8 billion, though does not generate much of that revenue stream directly in the Middle East.

This year, the company has won contracts across the globe. Kebabangan Petroleum Operat-

ing Company hired the company as its contractor for the detailed engineering of the Kebabangan (KBB) Northern Hub development project in the South China Sea.

Aker Solutions has offices in the UAE, KSA and Oman. Dammam 7 Petrochemicals recently signed a programme management agreement for its acrylic acid complex to be constructed in Jubail 2 in KSA.



LARSEN & TOUBRO

A fine pedigree but a quiet year from L&T

L&T offers the full range of facilities and equipment for oil and gas production. The Indian company fabricates process platforms with dedicated teams, backed by extensive fabrication facilities and complementing construction resources, execute process platforms. For upstream clients the company can also manage well platforms and pipelines projects, but failed to

deliver much to the Middle East market in 2009 and 2010. An exciting development was the opening of L&T's Heavy Engineering high tech manufacturing facility in Sohar, Oman. The new unit in the SIPC area will augment the existing modular fabrication facility, making it one of the largest integrated manufacturing complexes in the Middle East catering to the hydrocarbon and power sectors.