

OFFSHORE *West Africa*

16TH EDITION

CONFERENCE & EXHIBITION

24 - 26 JANUARY 2012

INTERNATIONAL CONFERENCE CENTRE, ABUJA, NIGERIA



SUPPORTED BY

NIGERIAN NATIONAL PETROLEUM CORPORATION

OFFSHORE WEST AFRICA 2012 POST SHOW REPORT



OWNED & PRODUCED BY

PennWell®

PRESENTED BY

Offshore

SUPPORTING PUBLICATIONS

OIL & GAS
JOURNAL

PennEnergy

INTRODUCTION

The 16th Offshore West Africa Conference and Exhibition, held at the International Conference Centre, Abuja, Nigeria, attracted more than 800 attendees, both International and West African.

The 2012 Conference, under the title of “*Deepwater Technologies for West Africa*”, began with the Opening Plenary Session, with contributions from Mr. David Paganie, Chief Editor, *Offshore* magazine; Engr. Francis Alabo Ogaree, General Manager, International Venture Operations, Nigerian National Petroleum Corporation and Dr. Sammy J. Ojigbo, General Manager Operations, NNPC Oil Field Operations. Further dignitaries were invited to join the stage including Dr. Kingsley Ojoh PHD, Corporate GSR and Business Executive Director, Total E&P Nigeria Limited, and Chief Franklin Dandison Nengia of the Port Harcourt Chamber of Commerce, Industry, Mines and Agriculture.

Following on from the Opening Plenary was the Operators’ Perspective including contributions from Total E&P Nigeria, and Shell Nigeria Exploration & Production Company Limited. The exhibition floor was officially opened after the completion of the Opening Plenary Session, and offered a vast range of services and equipment, full of industry experts and renowned organisations, institutions and associations.

On the final day of the 2012 Conference was a lively debate as part of the Regional Local Content Panel Discussion. The Panel was moderated by Mr. Ernest Nwapa, Executive Secretary, Nigerian Content Development and Monitoring Board, and included contributions from Mr. Emeke Ene, Vice President, PETAN; Hon. Asita Honourable, Chairman, Committee on Local Content; Dr. Sammy J. Ojigbo, General Manager Operations, NNPC Oil Field Operations, and Engr. Francis Alabo Ogaree, General Manager, International Venture Operations, Nigerian National Petroleum Corporation. The panel discussed various facets of the oil and gas market from a local and regional perspective and included an extensive question and answer session from the audience, directed to the panel members.

Offshore West Africa has gained tremendous support from the leading authorities and organizations in West Africa including the Nigerian National Petroleum Corporation, ABS, Modec, SNEPCo, Halliburton, ExxonMobil and Total.

QUICK STATS

- **800** attendees from 32 countries
- **350+** conference attendees
- **75%** of attendees stated that the exhibition met or exceeded expectations
- **86%** of OWA 2012 exhibitors established contacts for future sales and improved prospects within the region
- **93%** of OWA conference attendees rated the conference as good to excellent
- **80%** of attendees think attending OWA is important for meeting business objectives



ADVISORY BOARD

ADVISORY BOARD CHAIRMAN

FRANCIS ALABO OGAREE

NIGERIAN NATIONAL PETROLEUM CORPORATION

ADVISORY BOARD MEMBERS

THEO AHWIRENG

GHANA NATIONAL PETROLEUM CORP.

TOYIN AKINOSHO

AFRICA OIL AND GAS REPORT

RICHARD ADDO DARKO

GHANA NATIONAL PETROLEUM CORP.

RAJAN BATRA

CHEVRON

PHILIPPE BONNEAU

TECHNIP

CLETUS U. EGBUZIE

EXXONMOBIL

JOHN GALLAGHER

ABS

KHALID GHOZLANI

GENERGY CONSULTING

JAMES E. IBE

MOBIL PRODUCING NIGERIA,
SUBSIDIARY OF EXXONMOBIL

OISE IHONDE

MODEC INTERNATIONAL

MICHAEL LEONARD

WOOD GROUP

PIERRE NOUAMA

PETROCI

GABRIEL OBANDO

OKLNG

GEORGE OGUACHUBA

TOTAL E&P Nigeria

SAMMY J. OJIGBO

NNPC

NOSA OMORODION

SCHLUMBERGER

AKIN OSUNTOKI

RICHARDSON OIL & GAS LTD.

JEAN DANIEL OTCHOUMOU

ANGOFLEX - A SONANGOL –
TECHNIP ASSOCIATION

DAVID PAGANIE

OFFSHORE

FIDEL PEPPLE

NNPC

LEONARD QUARCOOPOME

TULLOW GHANA LIMITED

ADEYEMI SUARA

SHELL NIGERIA EXPLORATION AND
PRODUCTION COMPANY LIMITED

RICHARD TAYLOR

DNV

AWARD WINNERS

YOUNG ENGINEER AWARD

To: **Mr. Unwana Bassey**

From: Total E&P Nigeria

For: *Deepwater Intelligent Well Completion:
Case Study of an Installation Failure
in Usan Project*

AWARD FOR BEST PRESENTATION

To: **Mr. Akin Osuntoki**

From: Richardson Oil & Gas Limited

For: *Local Content Development –
Closing Opportunity Gaps*

AWARD FOR BEST TECHNICAL PRESENTATION

To: **Mr. Brian Ennever**

From: Paladon Systems

For: *Autonomous Shutdown Valve for Subsea
PLEM Valves.*

OFFSHORE
West Africa

CONFERENCE INFORMATION

The 2012 Conference was officially opened on Tuesday 24th January 2012 with the annual **Opening Plenary** address. Speakers at the keynote session included:

WELCOME & INTRODUCTION - Mr. David Paganie, Conference Director, PennWell Corporation

CHAIRMAN'S REMARKS - Engr. Francis Alabo Ogaree, General Manager, International Venture Operations, NNPC

MASTER OF CEREMONIES - Dr. Sammy J. Ojigbo, General Manager Operations, NNPC Oil Field Operations, NNPC

INVITED PARTICIPANTS - Dr. Kingsley Ojoh PHD, Corporate GSR and Business Executive Director, Total E&P Nigeria Limited,
Chief Franklin Dandison Nengia of the Port Harcourt Chamber of Commerce, Industry, Mines and Agriculture

UNRIVALLED CONFERENCE SESSIONS

For over 15 years, Offshore West Africa has provided a forum to address technical issues, introduce pioneering technology, and discuss lessons learned while exploring, developing, and producing oil and gas within West Africa. Key topics included:

- Subsea Technology
 - Geosciences
 - Flowlines & Pipelines
 - Field Development
 - Well Construction/Drilling Operations
 - Local Content
-

Conference Pricing

Full Conference Delegate	€ 1,445
Single Day Delegate	€ 735
Exhibitor Delegate	€ 725



SPONSORS

OWNED & PRODUCED BY



PRESENTED BY



SUPPORTED BY



SPONSORED BY



HALLIBURTON



ExxonMobil



TOTAL

SUPPORTING ORGANIZATIONS



SUPPORTING PUBLICATIONS

OIL & GAS
JOURNAL

PennEnergy.

OFFSHORE
West Africa

EXHIBITOR LIST

- African University of Science and Technology
- Afrac Ltd.
- Ansett Intergrated Services Limited
- Asbury International Limited
- Atlantic Bluewater Services Limited
- Atlantic Fluids
- B.G. Technical Limited/Pipeline Pigs & Accessories (PPA)
- Belzona Polymerics Limited
- Chesroc
- Damagix Group
- Dantussynergyn Oil Ghana Ltd.
- Emval Nigeria Limited
- Epic Atlantic Limited/Colfax – Allweiler
- FLIR Systems
- Furmanite West Africa Limited
- GEMS Global Resources Nigeria Ltd
- Geoplex Drillteq Limited
- Global Energy Events
- Halliburton
- Holborn (Nigeria) Limited
- Hull Inspections / Hull Engineering
- Hydratight SAS
- InterMoor
- Interspiro A.B
- KAMAG Transporttechnik GmbH & Co. KG
- Kay Global Limited
- Laser Engineering & Resources Consultants Limited
- Mansfield Energy Nigeria Limited
- Makon Engineering & Technical Services Limited
- Matpatson Petroleum Services
- MODEC
- Nestoil Group
- NICOLAS Industrie S.A.S
- Nigerian Society of Engineers
- NOV ASEP Elmar
- OCO
- Oil and Gas Free Zone Authority, Onne
- Oil Review Africa
- Oil, Gas & Petrochem Equipment
- Oilserv Limited
- Oiltest Services Limited
- PennWell Corporation
- Pestana Hotels and Resorts
- Petroleum Technology Association of Nigeria (PETAN)
- Petrolog Ltd.
- Pipeline Professionals' Association of Nigeria
- Port Harcourt Chamber of Commerce, Industry, Mines & Agriculture
- Q-She Limited
- Radial Circle Group
- Redwise Maritime Services B.V.
- Richardson Oil & Gas Limited
- Ropetec
- SCHEUERLE Fahrzeugfabrik GmbH
- Senacare
- Shell Nigeria Exploration and Production Company Limited (SNEPCo)
- Silvetti Marine Surveys, Nigeria Ltd
- Society for Underwater Technology
- Tecon Oil Services Limited
- Tilone Subsea Limited
- TOTAL Upstream Companies in Nigeria
- Wachs Subsea
- Weafri Well Services Company Limited

TYPES OF PRODUCTS AND SERVICES ON DISPLAY

- CHEMICALS
- CONTRACTING SERVICES
- CORROSION / ABRASION CONTROL
- CORROSION / ABRASION CONTROL
- DIVING SERVICES AND UNDERWATER MAINTENANCE
- DRILLING
- ENVIRONMENTAL MONITORING AND PROTECTION
- GOVERNMENTAL SERVICES
- INSTRUMENTS & CONTROL
- LOGGING & FORMATION EVALUATION
- LOGISTICS
- MARINE EQUIPMENT & SERVICES
- MATERIALS
- OFFSHORE PLATFORMS
- PIPELINE COATING APPLICATOR
- POWER SUPPLY
- PROCESS EQUIPMENT & SERVICES
- PRODUCTION
- PUMP EQUIPMENT AND SERVICES
- RECRUITMENT & CONSULTANCY
- ROPE, WIRE, ROPE AND CHAIN
- SAFETY EQUIPMENT AND SYSTEMS
- SHIPS, BOATS, VESSELS, EQUIPMENT
- SUBSEA
- TECHNICAL, LABORATORY AND COMPUTER SERVICES
- TECHNICAL LITERATURE/ TRAINING
- TOOLS
- TRANSPORTATION & COMMUNICATION SERVICES
- TUBULARS & PIPING
- VALVES & ACTUATORS
- WELL COMPLETION

COUNTRIES REPRESENTED

- ANGOLA
- BELGIUM
- CAMEROON
- CANADA
- COTE D'IVOIRE
- CHINA
- DENMARK
- EGYPT
- FRANCE
- GERMANY
- GHANA
- GREECE
- HONG KONG
- HUNGARY
- INDIA
- IRAN
- SOUTH KOREA
- NETHERLANDS
- NIGERIA
- NORWAY
- NEW ZEALAND
- PAKISTAN
- SOUTH AFRICA
- SAO TOME AND PRINCIPE
- SPAIN
- SWAZILAND
- SWEDEN
- SWITZERLAND
- TUNISIA
- UNITED ARAB EMIRATES
- UNITED KINGDOM
- UNITED STATES

ATTENDEE PROFILE

PRIMARY JOB FUNCTION/RESPONSIBILITY

SENIOR MANAGEMENT	15.6%
ENGINEERING/TECHNICAL	34.4%
SUPERINTENDENT/FIELD PROFESSIONAL	3.1%
CONSULTING	15.6%
GEOLOGY/GEOPHYSICS	6.3%
OTHER	25.0%

TYPE OF COMPANY OR ORGANIZATION

OIL COMPANY – NATIONAL, INTEGRATED, INDEPENDENT	21.2%
SERVICE COMPANY	27.3%
EQUIPMENT MANUFACTURING/ SUPPLY	3.0%
ENGINEERING /DESIGN	12.1%
INSPECTION & MONITORING	3.0%
INSTRUMENTATION AND CONTROL SYSTEMS	6.1%
PIPELINE/ TRANSPORTATION	3.0%
OTHER	24.2%

WHICH AREA ARE YOU MOST INTERESTED IN?

EXPLORATION	9.3%
DRILLING/ WELL CONSTRUCTION	11.6%
FIELD DEVELOPMENT	18.6%
FLOW ASSURANCE	4.7%
FLOATING PRODUCTION YARD	9.3%
SUBSEA TECHNOLOGY	9.3%
CONSTRUCTION/ INSTALLATION	9.3%
MOORING/ STATION KEEPING	2.3%
SHIPYARD / FABRICATION YARD	5.8%
INSPECTION & MONITORING	4.7%
FLOWLINES/ PIPELINES	11.6%
OTHER	3.5%

PURCHASING AUTHORITY

FINAL DECISION	12.9%
RECOMMEND	35.48%
SPECIFY	16.13%
OTHER	35.5%

SAMPLE ATTENDEE LIST

MARKETING SPECIALIST
MANAGING DIRECTOR
GLOBAL DIR OFFSHORE
DISTRICT MANAGER
ENGINEERING MANAGER
MANAGER OF GEOPHYSICS
VP INTL BUSINESS DEVELOPMENT
PRODUCT LINE MANAGER
PRESIDENT/CEO
GENERAL MANAGER
CEO
AREA SALES MANAGER
PRESIDENT
CHAIRMAN/CEO
BUSINESS DEVELOPMENT MANAGER
MD/CEO
BUSINESS DEV'T MANAGER
CORPORATE ACCOUNTS MANAGER
SUBSEA BUSINESS MANAGER
PA/HEAD OF MISSION
COMMERCIAL MANAGER
OPERATIONS MANAGER
AMBASSADOR
BUSINESS DEVELOPMENT MNGR
MANAGING DIRECTOR
REGIONAL DIRECTOR - AFRICA
PROFESSOR
CHAIRMAN/CEO
TERRITORY MANAGER
PROJECT MANAGER
BUSINESS DEVELOPMENT MGR
PRESIDENT
CHARGE D'AFFAIRES
ENGINEER
CHAIRMAN
PETROLEUM ENGINEER

MODEC INTERNATIONAL INC.
MANSFIELD ENERGY NIG. LIMITED
DET NORSKE VERITAS
ABS EUROPE LTD
DELTAAFRIK
GNPC
WOOD GROUP PSN
BAKER HUGHES
JAHCON INTERNATIONAL LIMITED
FURMANITE WA
ANSETT INTEGRATED SERVICES LTD
INTERSPIRO
GEOBENTO
PETROLOG GROUP
RICHARDSON OIL AND GAS LIMITED
TILONE SUBSEA LTD
SAIPEM
SIEMENS LIMITED
SCHLUMBERGER
AUSTRALIAN HIGH COMMISSION
MAERSK DRILLING
ROPETEC
GERMAN AMBASSY
INTERMOOR
SILVETTI MARINE SURVEYS
WOOD GROUP
AFRICAN UNIVERSITY OF SCIENCE & TECHNOLOGY
KAY GLOBAL LIMITED
COCHRANE INTERNATIONAL
AKER SOLUTIONS
OANDO ENERGY SERVICES LTD
NIGERIAN SOCIETY OF ENGINEERS
BRITISH HIGH COMMISSION
ASBURY INTERNATIONAL LTD
SOCIETY FOR UNDERWATER TECHNOLOGY
MINISTRY OF ENVIRONMENT

UNITED STATES
NIGERIA
NORWAY
CAMEROON
NIGERIA
GHANA
UNITED STATES
UNITED STATES
NIGERIA
NIGERIA
NIGERIA
SWEDEN
CANADA
NIGERIA
NIGERIA
NIGERIA
GHANA
NIGERIA
FRANCE
NIGERIA
DENMARK
SOUTH AFRICA
GERMANY
UNITED STATES
NIGERIA
UNITED KINGDOM
NIGERIA
NIGERIA
SOUTH AFRICA
UNITED STATES
NIGERIA
NIGERIA
UNITED KINGDOM
NIGERIA
NIGERIA
COTE D'IVOIRE

SAMPLE ATTENDEE LIST

VICE PRESIDENT	WACHS SUBSEA, LLC	UNITED STATES
DIRECTOR OF SALES	MODEC INTERNATIONAL LLC	UNITED STATES
COMMERCIAL DIRECTOR	TECHNIP	ANGOLA
SALES MANAGER	OIL STATES INDUSTRIES INC	FRANCE
GROUP MANAGING DIRECTOR	OKLNG	NIGERIA
VP SALES-AFRICA	TECHNIP	FRANCE
SR MANAGER MARKTING	OIL & GAS FREE ZONE AUTHORITY	NIGERIA
CEO	RICHARDSON OIL & GAS LTD	NIGERIA
GENERAL MANAGER	DNV	ANGOLA
GM , GROUP PUBLIC AFFAIRS	NNPC	NIGERIA
BUSINESS DEVELOPMENT	MAKON ENGINEERING & TECH	NIGERIA
CEO	PETAN	NIGERIA
EXECUTIVE DIRECTOR	TOTAL E & P NIGERIA LTD	NIGERIA
MNG DIRECTOR	PALADON SYSTEMS LTD	UNITED KINGDOM
SENIOR PARTNER	GLOBAL EDGE CONSULTING LTD	UNITED KINGDOM
BUSINESS PROJECT MANAGER	ARK GLOBAL SOLUTION SERVICES	NIGERIA
TECHNICAL PROJECT MANAGER	HERMES DATACOMMS	UNITED KINGDOM
COMMERCIAL DIRECTOR	CHINESE EMBASSY COMMERCIAL OFFICE	NIGERIA
PRESIDENT	THE LAGOS OIL CLUB	NIGERIA
SALES DIRECTOR	FLIR SYSTEMS	NETHERLANDS
CONSTRUCTION ENGINEER	SAIPEM	NIGERIA
MANAGING DIRECTOR	EXMAR OFFSHORE SERVICES	BELGIUM
DEPUTY MANAGING DIRECTOR	ADDAX PETRO DEV NIGERIA LTD	NIGERIA
MANAGING DIRECTOR	SHELL NIGERIA E&P	NIGERIA
PROJECT MANAGER	NNPC	NIGERIA
IMMEDIATE PAST PRESIDENT	NIGERIAN SOCIETY OF ENGINEERS	NIGERIA
MANAGING DIRECTOR	SINGLE BUOY MOORINGS	SWITZERLAND
GENERAL MANAGER	EXXONMOBIL CORP	NIGERIA
MARKET ANALYST	HALLIBURTON	NIGERIA
COUNTRY MANAGER	ABS LIMITED	NIGERIA
HEAD OF PROMOTION DEPT	PETROCI	COTE D'IVOIRE
GM, INTL VENTURE OPPTS	NNPC	NIGERIA
GENERAL MGT	TOTAL E&P NIGERIA LTD	FRANCE
SUBSEA PROJECT LEAD	CAMERON	GERMANY

OFFSHORE WEST AFRICA – THE FUTURE

For 16 years Offshore West Africa has been showcasing pioneering technology that has been shaping the future of the West African offshore industry. Offshore West Africa showcases the most innovative technologies and discusses the specific challenges of the region and the latest groundbreaking solutions.

Offshore West Africa puts you at the heart of the leading industry forum which attracts the key industry experts and decision makers from the major E&P companies. Don't miss your chance to join the distinguished list of exhibitors, delegates and visitors.

Offshore West Africa 2013 Conference & Exhibition will take place in Accra, Ghana at the International Conference Centre, on 19-21 March 2013. For more information, please visit www.offshorewestafrica.com or contact:

Europe, Middle East & Africa

Tony B. Moyo
Sales Manager
T: +44 (0) 1992 656 658
E: tonybm@pennwell.com

The Americas

Desiree Reyes
Sales Manager
T: +1 713 963 6283
E: desireer@pennwell.com

Conference

Niki Vrettos
Conference Manager
T: +44 (0) 1992 656 630
E: owaconference@pennwell.com

Nigeria

Dele Olaoye
Sales Manager
T: +234 802 223 2864
E: q-she@inbox.com

Asia Pacific

Michael Yee
Sales Manager
T: +65 9616 8080
E: yfyee@singnet.com.sg

Marketing

Lee Catania
Marketing Manager
T: +44 (0) 1992 656 647
E: leec@pennwell.com

Exhibitor Services

Claudette Hultzer
Exhibitor Services Manager
T: +44 (0) 1992 656 637
E: claudetteh@pennwell.com

Operations

Richard Logan
Operations Manager
T: +44 (0) 1992 656 656
E: rlogan@pennwell.com



OFFSHORE
West Africa

OFFSHORE
West Africa

19 - 21 March 2013

Accra International Conference Centre, Accra, Ghana
www.offshorewestafrica.com

SAVE THE DATE

DEEPWATER DISCOVERIES

**EMERGING
OPPORTUNITIES**

