



The ODE/DORIS Group works extensively within the oil & gas sector and is highly recognised internationally for its technical abilities "We continue to develop its expertise in this sector and will continue to provide this service to the Egyptian oil & gas sector. Paul DIXON General Manager – ODE North Africa LLC said as interviewed by Perto-minin. During the interview DIXON said that ODE also has extensive international experience in renewables projects worldwide and would like to extend our contribution locally into this important sector in Egypt. We see this as a near to mid-term objective. He believes that the oil & gas sector in Egypt is in a very good position, particularly with new fields being discovered offshore Mediterranean and the Western Desert. In addition, it's pipeline infrastructure and LNG facilities, coupled with its geographical position, provides the systems for Egypt to become the gas hub for the region. He said that ODE intends to invest further in the country in order to have greater capacity to provide a full range of design engineering services in support of the continued growth in the sector.

GENERAL MANAGER – ODE NORTH AFRICA PAUL DIXON:

The Oil & Gas Sector in Egypt is in a Very Good Position

What're the activities of odeEgypt? And what's about the current operations?

ODE North Africa LLC as part of the ODE/DORIS Group provides multi-discipline design engineering and project management services for the development of oil & gas production facilities, both offshore and onshore. Our office in Mew Maadi, staffed by Egyptian engineers, is working for many of the IOCs and also the Egyptian joint venture operating companies. The work undertaken ranges from consultancy services, conceptual studies, through front end engineering to detail design and covers both greenfield developments and brownfield projects.

How much is the volume of ode Egypt current and future investments in Egypt, in the next three years specifically?

ODE established its Egyptian registered company in 2008 and since this time we have continued to grow and expand the business year-on-year. We undertake work for both Egypt and also in support of the ODE/DORIS Group for their international projects. Today we have ongoing works in Cairo for Egypt, UK, Greece and Chad. During the coming period as well as growing to meet domestic demand we intend to develop the Cairo office further as an engineering hub (high value engineering centre) to support larger international projects on behalf of the Group, this will require us to almost double our current size.

And which sectors will the company focus in its investments?

The ODE/DORIS Group works extensively within the oil & gas sector and is highly recognised internationally for its technical abilities. We continue to develop our expertise in this sector and will continue to provide this service to the Egyptian oil & gas sector. The establishment of a high value engineering centre in Cairo, will enable the Group to be more competitive for a wider range of international projects. In turn it will bring work to Egypt and enable us to expand further while giving diversity in the range of projects for our local Team.

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What is your vision for energy in Egypt and its impact on companies?
The population in Egypt continues to grow and as a consequence, the



country requires more energy to meet the aspirations of the population and the demands of industry. The country therefore needs to produce more oil and gas and as such, there is a great opportunity for companies working in this sector, particularly so due to the estimated gas reserves. In addition, Egypt is extremely well placed geographically to serve the wider region as a gas hub. The core infrastructure is readily available and countries across the region are recognising this. Stepping into renewable energy can also be an integral part of a renewed vision for integrated energy systems – gas fired power stations work well in partnership with wind power. For companies such as ODE who are already firmly established in Egypt this offers further opportunity for growth.

What are the challenges that face of your company in Egypt market?

Since establishing the company in 2008 we have seen a number of major challenges throughout this time, from the revolution in 2011 up to and including the global crisis across the oil & gas sector. In the last period Egypt has continued to become more secure and as a consequence day-to-day business activities have stabilized. Our current challenge is to recruit suitably qualified and appropriately experienced engineers as we continue to grow our local team during the coming year.

What's your vision for the current stance of Egypt's oil and gas sector?

The oil & gas sector in Egypt is in a very good position, particularly with new fields being discovered offshore Mediterranean and the Western Desert. In addition, it's pipeline infrastructure and LNG facilities, coupled with its geographical position, provides the systems for Egypt to become the gas hub for the region. ODE intends to invest further in the country in order to have greater capacity to provide a full range of design engineering services in support of the continued growth in the sector.

What is your strategy to increase your services in Egypt?

As well as developing the Cairo office as a high value engineering sector, we are also expanding our services in the provision of

consultancy services for asset integrity. This draws on the extensive capabilities we have in the UK where ODE is responsible for the day-to-day operation of a number of offshore facilities on behalf of oil & gas companies. In providing this service we are fully responsible for the assets integrity and operability. As assets become older they require continued investment in their integrity in order to maintain safe and reliable production operations. We see this as a potential growth area in Egypt during the coming period.

Could you give us more details about RENEWABLES ENERGY in Ode Company?

ODE is a recognised specialist within the offshore wind energy market. We have worked in this sector since the turn of the millennium 2000, initially as project managers for the development of one of the first offshore windfarms in the UK and subsequently through all of the engineering, construction and installation/start-up phases, for numerous offshore windfarm projects. As well as our extensive references in the UK, we have/are undertaking a diverse range of projects in France, Germany, USA, Taiwan and Vietnam. The offshore wind sector has many parallels with offshore oil & gas in terms of substructures and marine logistics for the installation of the facilities. Onshore Wind offers very similar parallels. These are transferable skills across both sectors and as such we are constantly developing our expertise in this area.

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