

# Department for International Trade at Subsea Expo 2019

5 - 6 February 2019  
Aberdeen, UK



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# Foreword



**Campbell Keir**  
Deputy Director,  
Energy and  
Infrastructure  
Department for  
International  
Trade

Dear delegate,

*I am delighted to welcome you to the Department for International Trade (DIT) at Subsea Expo 2019 in the Forbes Suite, AECC. I do hope you have already visited our Export Hub, just outside the AECC.*

If you have not, please do try to find the time to do so. The UK remains the global partner of choice in the subsea and oil and gas industries and we export our goods, services, skills and expertise all over the world. However, export, as the EIC’s latest ‘Survive and Thrive’ report identifies, is for the second year in a row the least used of all business development solutions (against the downturn) at 19%. The figure has risen markedly since the first study, when only 8% of the participants used this strategy, but there is more we can do.

That is why the government has introduced a new Export Strategy which aims to help UK exports rise from 30% to 35% of GDP. The strategy sets out a range of actions DIT will undertake to assist your efforts to win international business. I would urge you to take a look at the strategy on gov.uk and get involved. Within that framework DIT is committed to helping UK supply chain companies achieve the ‘MER UK’ supply chain strategy target to double the UK supply chain global market share by 2035 (from 3.7% to 7.4%). To help this become a reality my oil and gas team continues to run its very successful programme helping UK supply chain companies win new business in markets as diverse as Azerbaijan, Kazakhstan, Nigeria, Senegal and Mauritania, Mozambique, India, Brazil, Mexico, Oman, Iraq and Saudi Arabia.

These markets offer some of the best fits with the UK sector’s strengths, and your capabilities are held in the highest regard in these countries. You can learn about the subsea opportunities within these markets on Wednesday 6 February in the Forbes Suite.

This starts at 09.30 and I am proud to host the day. It offers market briefings from experts covering Azerbaijan, Brazil, India, Mexico, Mozambique, Nigeria, Iran, Norway, Egypt, Kuwait and Lebanon. The day will feature a buffet lunch over which you will be able to network with the speakers and DIT staff. In the afternoon you will be able to hold one to one meetings with speakers and officials for more detailed discussions on your specific business and how we can help you.

DIT is keen to assist you to win new, or more business in these markets. Working closely with trade associations such as Subsea UK, in the last year alone DIT has helped companies achieve business worth nearly £9bn in the Oil & Gas sector; and with £3bn UK Export Finance help for exporters in markets across the globe, there has never been a better time to consider increasing your share of global business.

I look forward to continuing our committed support to UK oil and gas supply chain companies as you seek to increase your share of global business. Finally, I would like to thank our kind Sponsors, Burness Paull for all their support, without which we could not have hosted our drinks reception last night.

**Campbell Keir**  
Deputy Director, Energy and Infrastructure  
Department for International Trade

# DIT Agenda for Subsea Expo

## Tuesday 5 February 2019: 09:30 - 20:00

Time	What	Where
09:30 - 10:00	Burness Paull Briefing for DIT Trade Officers	DIT Export Hub, East Entrance
10:00 - 13:00	1-2-1 Meetings aboard our Export Hub	DIT Export Hub, East Entrance
13:00 - 13:15	Introduction to Exporting	DIT Export Hub, East Entrance
13:15 - 16:30	1-2-1 Meetings aboard our Export Hub	DIT Export Hub, East Entrance
17:00 - 20:00	DIT Networking Reception	The Gallery, AECC

# DIT Agenda for Subsea Expo

## Wednesday 6 February 2019: 09:00 - 17:15

Time	What	Who
09:00 - 09:30	Registration / Tea & Coffee	
09.30 - 09.50	Welcome / Introduction	<b>Campbell Keir</b> Deputy Director, Energy and Infrastructure, Department for International Trade <b>Jamie Stark</b> Burness Paull, Partner
09.50 - 10.15	Brazil	<b>Flavia Silva de Castro</b> DIT Business Development Manager - Oil & Gas, Brazil <b>Ricardo Toneto</b> Subsea Manager, Libra Project, Petrobras <b>Gustavo Mazzei</b> Presalt Subsea Engineer Advisor, Petrobras
10.15 - 10.40	Mexico	<b>Ricardo Solis</b> DIT Energy Trade Officer, Mexico <b>Rafael Daryanani</b> Country Manager, Mexssub <b>Veronica Astrid Karam Enriquez</b> Project and Commercial Manager, Blue Marine <b>Federico Barranco Cicilia</b> Deepwater Technology Centre Director, Mexican Petroleum Institute
10.40 - 10.50	Other Latin America and Caribbean (LATAC ) Markets	<b>Chris Wall</b> DIT Business Specialist
10.50 - 11.15	India	<b>Milind Godbole</b> DIT Senior Adviser, Energy, India <b>Sunil Kumar</b> Senior Deputy General Manager, Subsea, Larsen & Toubro
11.15 - 11.40	Azerbaijan	<b>Ulkar Safaraliyeva</b> Oil & Gas Commercial Officer, British Embassy, Baku <b>Philip Barclay</b> DHM, British Embassy Baku <b>Anvar Rustamov</b> Representative of the State Oil Company of Azerbaijan, SOCAR <b>Eldar Mamedzadeh</b> COO, Nobel Oil Services
11.40 - 11.50	Coffee break	
11.50 - 12.00	UK Export Finance	<b>Jon Boyce</b> UKEF Senior Export Finance Manager - Devolved Regions
12.00 - 12.25	Nigeria	<b>Ola Sorunke</b> DIT Head of Energy, Nigeria <b>Taofeek Adegbite</b> CEO Marine Platforms
12.25 - 12.50	Senegal/Mauritania	<b>Saliou Seck</b> DIT Head of DIT, Senegal <b>Stephen Wood</b> BHGE VP for Subsea Production Systems, Sub Saharan Africa

# Venue:

## Forbes Suite, AECC

Time	What	Who
12.50 - 13.15	Mozambique	<b>Paulo Chachine</b> DIT Head of Trade and Investment, Mozambique <b>Nilza Issufo</b> Advisor to the board, National Oil Company (ENH) <b>Jorgina Manhengane</b> Executive Board Member for Projects and Development, INP (Regulator)
13.15 - 13.45	Lunch	
13.45 - 13.55	Norway	<b>Ingrid Aalholm</b> DIT Senior Market Adviser, Norway
13.55 - 14.20	Kazakhstan	<b>Goulnar Gabdulova</b> DIT Deputy Director for Trade & Investment, Khazakhstan <b>Aibek Krambayev</b> PSA Managing Director <b>Aidar Dosbayev</b> Deputy Director TCO FGP
14.20 - 14.30	Lebanon	<b>Paul Khawaja</b> DIT Head of Trade, Lebanon
14.30 - 14.45	Iran	<b>Ghazaleh Ghonouei</b> DIT Trade Adviser, Iran <b>Colin Rowley</b> Managing Director and Founder of PERGAS <b>Maoud Behsharati</b> PERGAS Iran <b>Fatemeh Nadalizadeh</b> PERGAS Iran
14.45 - 14.55	Egypt	<b>Wafaa Saad</b> DIT Senior Trade Adviser, Egypt
14.55 - 15.05	Kuwait	<b>Alan Menezes</b> DIT Senior Trade Adviser Oil / Gas / Renewables, Kuwait
15.05 - 15.15	UK Export Control Joint Unit	<b>Claire Harrison</b> DIT Head of Business Awareness
15.15 - 15.30	DIT Renewables	<b>Karl John</b> DIT Renewables Sector Specialist
15.30 - 15.35	Closing remarks	<b>Campbell Keir</b> Deputy Director, Energy and Infrastructure, DIT
15.35 - 17.15	Coffee break and 1-2-1 meetings as booked via Subsea Expo's site	





# The UK Subsea Industry

*With over 45,000 employees and around 650 companies, the £7.5 billion UK subsea sector leads the way around the world in terms of experience, innovation and technology.*

Oil and gas accounts for the major share of subsea revenues, but the sector also operates in defence, oceanology and marine renewables, primarily offshore wind including emerging sectors of wave and tidal. The oil and gas offshore sector is known for its pioneering innovative technologies, developed since the 1970s to extract oil and gas reserves that lie beneath the seabed, including:

- Development of the subsea “tieback” to production facilities;
- Development and use of subsea Remotely Operated Vehicles (ROVs) to undertake deep water operations;
- Development of more technically challenging methods such as heavy oil, high pressure/high temperature (HPHT), Enhanced Oil Recovery (EOR) and Increased Oil Recovery (IOR) technologies;

These developments have resulted in numerous benefits, such as being able to explore and produce in deeper waters, saving money by using subsea systems instead of fixed or floating platforms and increasing production from mature or marginal fields. As a result of this innovative industry and the resultant benefits, the UK is seen as the global partner of choice in the subsea and oil and gas industries. We enjoy an excellent reputation as a stable and trusted partner, and are keen to share our experience, which is now so relevant to basins around the world. As a result of this innovative industry and the resultant benefits, the UK is seen as the global partner of choice in the subsea and oil and gas industries.

- Research in special materials for sealing systems, insulation, pipelines and joints, as well as innovations in geophysical imaging, analysis and 4D data interpretation.

## Global Market information

### Azerbaijan



*Azerbaijan’s offshore oil and gas sector is expected to exceed US\$20 billion over the next 10-year period with the expansion of production from major existing fields: Azeri Chirag and the deep-water portion of Guneshli (ACG) and the Shah Deniz gas condensate field, together with the development of new fields through continuing exploration and appraisal of known prospects.*

BP’s signature of the extension to the PSA contract for the ACG field to 2049, has created momentum for the installation of a new platform, Azeri Central East (ACE). ACG currently produces 585,000 barrels of oil per day accounting for 75 percent of Azerbaijan’s output.

Further production increases are expected based on additional billions of barrels of recoverable reserves, with an estimated investment of US\$40 billion in the next 32 years. 2018 was marked with the launch of the Southern Gas Corridor project and the first gas from Shahdeniz 2. BP and SOCAR (the state oil company of Azerbaijan) are continuing E&A programmes, including Shafag-Asiman, Shallow Waters of Asbheron Peninsula, and D230. Another E&A programme is implemented in the Karabakh and the adjacent fields by SOCAR and Equinor partnership.

In October 2015 DIT, SOCAR and BP launched a Partnership Programme to assist UK and Azerbaijani companies form long term relationships to support project developments in the region.

The Program has resulted in 45 new partnerships and £2.9 billion worth UK exports to date.



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I am the Oil & Gas Commercial Officer at the British Embassy in Baku. Working as part of the Commercial and Energy Team, I am responsible for identifying high value oil and gas project opportunities and UK exports to Azerbaijan, advising UK companies on strategies for entering the market and providing them with market analysis.

I am the lead contact in Azerbaijan for activities of the Oil and Gas Partnership Programme as part of the UK-Azerbaijan Ministerial-led Joint Economic and Trade Cooperation Commission.

My background in the Oil and Gas industry includes 5 years of experience in both international and local oil and gas companies. I am fluent in English, Azerbaijani, Russian and Turkish.

# Global Market information

## Brazil



*Petrobras’ (Brazil’s national oil company) investments in the ‘pre-salt’ oil fields off the south east coast of Brazil offer significant potential opportunities for UK companies.*

Petrobras has earmarked ca.US\$60 billion for E&P investments in its 2018-22 Business Plan (total US\$ 74.5 billion). The value of contracts theoretically accessible to the UK supply chain for projects up to 2018/19, based on the UK track record of innovation and existing capability, is ca.£430m. BP, Total, Shell and Equinor also bring in significant opportunities. Recent changes in the regulatory framework and Petrobras’ Divestment Programme have helped to attract new investors such as Exxon Mobil and Perenco. 19 new production units are expected to start operation by 2022 only for Petrobras and the decommissioning of old assets will also generate opportunities.

### DIT Market Strategy

DIT’s aim is to engage at a high level with key players; hold events to showcase UK capability; highlight opportunities to UK companies; work with

UK and local companies to understand the Brazilian Government’s local content requirements and work with UK Export Finance (UKEF). DIT is working closely with Petrobras, other operators such as Shell and Equinor and Brazilian prime contractors to identify opportunities and facilitate introductions.

### UK Energy Showcase

The 7th edition of the “UK Energy In Brazil” conference will take place in June 2019 in Rio de Janeiro, Brazil. The event will be a highly publicised forum of UK capability and will take oil, gas and marine business missions to Brazil. The objective is to showcase UK Companies’ expertise, promote UK excellence and consolidate our role as strategic partners for the Brazilian Energy sector.

### Opportunities for the UK

The main contractors in Brazil are keen to develop relationships with UK suppliers who have the experience to supply offshore construction, engineering, maintenance and subsea equipment and services to the sector. Opportunities exist in offshore engineering; offshore repair and maintenance; subsea equipment and services; EOR/IOR.



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Flavia is focused on developing contacts in the Oil & Gas sector, conducting market research and identifying opportunities for UK companies in Brazil. Oil & Gas is a high priority sector in Brazil for the UK. Brazil has the second largest oil reserves in Latin America - after Venezuela. Despite the global downturn in oil and gas, the Brazilian industry is showing signs that it is picking up. The Brazilian Government established a calendar of Bidding Rounds with 9 auctions to take place between 2017 and 2019. Three have already happened in 2017. With recent changes in sole operator

status rules as well as Local Content regulation, we expect increased levels of foreign investment in these rounds. Petrobras will invest US\$ 75 billion until 2020, and Shell recently announced that it will invest plus in excess of US\$ 10 billion over the next five years in their Brazilian existing portfolio, not including potential business opportunities. Statoil and Total have recently announced that they will develop new projects in Brazil. This presents huge opportunities for UK suppliers in Marine and Offshore Construction & Maintenance, Subsea, IOR/EOR and Decommissioning.

# Global Market information

## Egypt



*Egypt is a large market with a strategic location & diverse economy mean that it offers strong potential for foreign investors.*

The reliance on imports offers opportunities for UK exporters. Egypt has jumped eight places on the World Bank Doing Business ranking to 120 out of 190 economies following the implementation of reforms in five areas assessed in the survey. The government issued a new investment law to facilitate doing business in Egypt & attract FDI. This is the highest number of reforms Egypt has carried out in a single year during the past decade. Starting a Business has been made easier by establishing a one-stop shop and reducing the time to start a business from 16 to 11 days, while strengthening the rights of borrowers and lenders with regards to moveable assets collateral has made access to credit easier. Increasing corporate transparency has strengthened minority investors’ rights in company management, an easier VAT refund process has improved the “Paying Taxes” ranking and facilitating the restructuring of failing companies has made resolving insolvency easier.

S&P Global Ratings has affirmed Egypt’s ‘B/B’ long- and short-term foreign and local currency sovereign credit ratings with a “stable” outlook. The rating is supported by improving macro economy, a more competitive exchange rate and rising domestic gas production; however, fiscal challenges, a high public debt, and low-income levels are constraining the country’s rating. The “Stable” outlook balances strong growth prospects and a small current account deficit, against the risks of fiscal slippages and an increase in interest rate on domestic debt. S&P forecast strong GDP growth averaging 5.4% over the next three years, driven by an increasing contribution from net exports and investment.

Real GDP growth accelerated to 5.3% in the first quarter of FY2018/19 (Jul-Sep) from 5.2% the same quarter last year. The key drivers of growth were the gas, communication, and construction sectors, and well as the Suez Canal. The IMF is forecasting Egypt’s growth at 5.5% in FY2018/19 supported by higher private investment from improved confidence and a strong performance on the export front.

The Oil and Gas Sector represents a massive opportunity for UK PLC. Egypt is implementing an ambitious modernisation programme to turn the sector around and return to net export status by 2020. ENI’s Zohr discovery is the largest gas field in the Mediterranean.



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Wafaa is a Senior Trade Adviser at the Department for International Trade, British Embassy Cairo and currently heading the oil & gas and education sectors. She has 27 years of trade promotion, business development and market research experience based on work in foreign embassies in Egypt. Wide and comprehensive network of key players, senior government officials, NGOs, International Organisations in Egypt, public and private sector companies in various sectors.

Wafaa has been with the British Embassy for 19 years promoting and delivering business development activities to build and maintain British commercial interests and raising awareness of UK capabilities in the Egyptian market. Prior to that, Research and Marketing Manager at the South Korean Trade & Investment Promotion Agency (KOTRA) in Cairo for 8 years. Holds a Bachelor’s degree in Management Sciences and Business Administration and the Advanced Certificate in Int’l Trade - Professionalism in Trade Qualification from the Institute of Export, UK.



## Global Market information

### India



*India is one of the world's fastest growing economies at 7%, Indian energy requirements are the third largest, and it is the fastest growing energy market in the world.*

There is an increased focus on renewables, and demand for oil and gas is expected to increase by 140% to 618 million tonnes of oil equivalent (Mtoe) by 2040.

The Government of India (GoI) is focusing on increasing domestic production (reducing import dependence by 10% by 2022) and creating infrastructure (Deepwater and ultra deepwater exploration, natural gas transmission pipelines, City Gas Distribution (CGD) networks, LNG terminals, refineries etc. Both these areas require investments in technology and infusion of skills, and many UK supply chain companies have services and technologies which can assist Indian companies meet their needs. India's Western Offshore basin has been producing oil and gas for over 60 years. To maximise production from this fast maturing field a massive life cycle extension programme is

underway with a budget of over \$3 billion over 5 years. Oil & Natural Gas Corporation (ONGC) is contributing around 70% to Indian domestic production fulfilling growing demands of many downstream companies.

One of the most prolific basins discovered in Indian history of E&P is KG basin located on the East Coast with its on land part covering an area of 15000 sq. km and offshore 25,000 sq. km up to 1000 m isobaths. Some of the largest E&P companies: ONGC, Reliance and Cairn are investing heavily into this, India's first deep water project. Armed with collective expenditure plan of \$7-10 billion over the next 3-5 years, UK companies stand to win major projects. The recently won largest ever deep water SPS and SURF contract of \$1.7 billion by a UK led consortium has opened many opportunities for UK technology and Subsea companies in the bigger, larger and deeper cluster 3 and HPHT development programme worth \$5 billion.

DIT India Energy team is continuing its strategy of proactively engaging with key stakeholders in FY 2019-2020 and is committed to maintaining its 'most preferred partner' tag and no 1 position.



**Milind Godbole**

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I work as a Senior Trade & Investment Adviser with the British Trade Office in Ahmedabad, Gujarat, which has been a British High Commission network office for the past 10 years.

My key responsibilities are to lead from western India on the Energy sector, Inward Investment across the sectors and Marketing of UK's key strengths.

## Global Market information

### Iran



*Iran currently holds the fourth largest proven reserves of oil and the first largest reserves of natural gas in the world. The country has 4.8% of the global petrochemical market.*

With extensive knowledge in oil and gas, an educated workforce, a border shared with 7 countries, sea access to 7 more countries (with an estimated 500 million inhabitants), and infrastructure already in place for oil and gas extraction and transport. It is one of the most attractive markets in the world.

The National Iranian Oil Company (NIOC) has focussed on attracting foreign companies that have their own lines of financing. NIOC has also created a new contract regime that is much more attractive than the previous buy-back version. UK companies are in unique position to take advantage of this market due to much of the infrastructure of Iran's oil and gas being UK-based.

The UK continues to be party to the Joint Comprehensive Plan of Action (JCPOA) "nuclear deal". We continue to fully support the expansion of our trade relationship with Iran and we encourage UK business to take advantage of new opportunities. The UK is committed to maintaining sanctions relief to Iran to make sure we meet our obligations under the deal. Currently, the biggest challenges are sourcing banking channels that can handle the transfer of large sums of money and issuance of multiple entry visas for Oil and Gas executives and workers to Iran. In coordination with our European partners, we are looking at what we can do to protect UK and European business interests in Iran. The E3/EU are committed to delivering a solution that preserves banking channels by using a European special purpose vehicle (SPV). This vehicle aims to secure banking channels that will enable continued transactions for consumer goods, through functioning as a clearing and settlement mechanism. On 7th August 2018 the existing EU Blocking Regulation was updated to include re-introduced US sanctions on Iran following their withdrawal from the JCPOA. This aims to protect EU companies doing legitimate business with Iran from the impact of US extra-territorial sanctions.



**Ghazaleh Ghonouei**

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She has been working with DIT for last two years and covered variety of sectors in Transport Infrastructure. She supported different British Businesses in aviation, aerospace, rail, high performance engineering and automotive in their market entry stage and next phases of their trade.

DIT Iran address market access issues, the excellent DIT team in Tehran have established good visibility in the market to maximise our efforts over the difficult period.

## Global Market information

### Kuwait



*The Oil & Gas sector is the driver of the Kuwaiti economy and responsible for more than 60% GDP and 95% of the country's exports.*

Kuwait is estimated to have over 6% of the world's oil reserves, is the 4th largest OPEC producer of crude and with some of the lowest production costs in the world, Kuwait is embarking on a vast programme to upgrade its production capacity and export infrastructure, expand exploration, and build downstream facilities, both domestically and abroad.

- Oil production capacity: 3.2 million b/d
- Planned oil production capacity by 2020: 4 million b/d
- Refinery capacity: 736,000 b/d
- Planned refinery capacity by 2022: 1.4 million b/d
- Al-Zour refinery (under construction): 615,000 b/d

Kuwait plans to spend \$112bn on energy projects over the next five years to boost crude production capacity to 4 million barrels a day (b/d) by 2020, up from 3.2 million b/d.

Some 3.65 million b/d of this will come from Kuwait Oil Company, with the remainder produced from Neutral Zone.

#### Key Opportunities

- Offshore Exploration
- Jurassic Fields
- Petrochemical facilities Olefins , Aromatics
- Heavy oil

#### What UK can offer

- EPC companies
- PMC
- Engineering / Advance Engineering
- Oil & Gas consultants
- Environmental Services - Soil Remediation



#### Alan Menezes

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I was born in Kuwait and have many years' experience of working with 3 trading families (tools, consumables and chemicals) and foreign companies. Apart from working with oil and gas EPC contractors, "K" company PMC's and Prime Contractors, I am also familiar with FMCG and HORECA. Worked and travelled extensively the MENA , EMEA, Asia Pacific.

I very much look forward to taking a proactive role in supporting UK companies into the Kuwait market.

## Global Market information

### Lebanon



*Lebanon is on the Levant Basin in the Eastern Mediterranean where a number of big sub-sea gas fields have been discovered since 2009 in Egypt, Israel and Cyprus.*

The Lebanese Ministry of Energy and Water signed its first offshore oil and gas exploration and production agreement with the consortium TOTAL (operator) / ENI (none operator) / NOVATEK (none operator) for blocks 4 & 9 of the 10 blocks in Lebanon's EEZ. Exploration period can last up to three years and drilling is expected to start in March 2019.

The Lebanese Petroleum Administration were instructed to prepare for the second licensing round, and it's expected that the opening of the pre-qualification will start in January 2019 for four blocks (1, 5, 8 and 10) out the remaining eight blocks. The results of the pre-qualification round will be announced in May 2019.

Prequalified companies will have six months to prepare and submit the bids. A consortium of a minimum of three companies (one operator) need to submit the bid (one bid per block). The Exploration and Production agreements are expected to be signed by the end of 2019.

Leveraging UK's North Sea oil offshore expertise there are significant commercial opportunities for UK investment and technical assistance, including:

- Extraction Management
- Infrastructure design and construction
- Infrastructure servicing and maintenance
- Corporate services and insurance
- Health and safety systems
- Shipping and pipeline management.



#### Paul Khawaja

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Paul joined the British Embassy in Beirut in March 1992 as a Commercial Officer to reopen the Commercial section following 17 years of civil war and assist UK companies take part in the reconstruction programme.

Since then, he has been in charge of a wide range of sectors including constructions, transport, water & wastewater, energy (including renewables), oil & gas, defence sales and security. He was appointed as Head of trade in June 2010.

In addition to his new role, managing the DIT team in Beirut, he continues to lead on the sectors mentioned above.



## Global Market information

### Mexico



*DIT is engaging with PEMEX and prime contractors in the market, which now comprises over 73 different companies.*

Our strategy includes: ensuring there is a comprehensive evaluation of the opportunities across the whole value chain; showcasing UK capability to the operators and prime contractors in Mexico, profiling and developing contacts at the prime contractors and identifying gaps in their supply chain; inviting energy companies for UK site visits to demonstrate excellence; engaging with UK Export Finance (UKEF) to support UK suppliers and international buyers, and to identify further large infrastructure projects which will provide new opportunities for UK suppliers.

To date, an increasingly successful series of 14 bidding rounds has awarded 107 blocks in onshore, shallow and deep water plays to Mexican and international oil companies.

This includes significant players from the UK, including BP, Shell, Premier Oil, Ophir and Capricorn Energy, while specialist service companies such as Penspen, Whittaker Engineering, Wood Group, Petrofac and Expro are winning contracts to supply goods and services in market.

As the development of deep water plays continues following the first bidding round in 2016, UK suppliers are well placed to win significant amounts of work.

Opportunities have been identified through the Mexican Oil and Gas Supply Chain Review, a joint-work between DIT and the Prosperity Fund to better understand Mexican capabilities and gaps across the whole value chain. Results show that UK capabilities can add value in areas such as advanced pipeline inspection, seismic surveys and evaluation, pre-FEED and FEED studies, offshore operations and maintenance through to EOR and decommissioning, in addition to midstream and downstream opportunities in natural gas pipeline and refinery modernisation programs.



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I completed an MSc in Petroleum, Energy Economics and Finance at the University of Aberdeen, and now implement the skills obtained to support UK operators and companies looking for export opportunities in the Mexican Oil & Gas Sector.

Following DIT's strategy of promoting UK exports and bilateral investment, I provide specialised market entry advice and reports, organise trade missions, attend and organise conferences in Mexico, the UK and the US and develop close and robust relationships with key stakeholders of the energy industry.

## Global Market information

### Mozambique



*Mozambique has world-class gas reserves that could transform it into a global LNG hub and have a massive impact on the country's development in the deep waters off the coast of the country.*

Coral South FLNG 10 bn project led by ENI reached FID in June 2017 - JGC, Samsung and TechnipFMC were awarded EPC contracts. Additionally, two connected gas fields are operated by Area 1 consortium led by Anadarko and Area 4 consortium led by ExxonMobil and both are expecting FID Q2 - 2019.

Development plans were recently approved for the Anadarko operated Area 1. The project will initially consist of two LNG trains with a total capacity of 12.88 MTPA to support the development of the offshore Golfinho / Atum.

The Area 4 project led by ExxonMobil has submitted development plans to the Government of Mozambique and plans to develop 10 - 12 MTPA. Both projects have an assumed total integrated cost of around US\$ 50 bn.

In August 2018, the Government of Mozambique awarded 5 EPCC's for three blocks for ExxonMobil, one for ENI and one for Sasol. The five EPCCs are now signed.

DIT's campaign is aimed at maximizing value for the UK Oil & Gas upstream supply chain, which stands at a competitive advantage at this very early stage to develop existing opportunities in compliance with local content policies and enable local equipment and service delivery, skills development, technology transfer and inward investment.



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Paulo currently is the Head of Trade and Investment at the British High Commission in Maputo - Mozambique.

Before joining DIT, since 2013, Paulo held senior positions in investment banking and commercial banking in Mozambique having participated in business development, origination and execution of financial advisory mandates engaging with top tier global impact investors having been involved in mandates including M&A, debt placement via capital markets, research projects and company valuation across different industries.

Between 2008 and 2013, he worked as a Quantitative Executive Researcher at the GfK Group in Portugal.

Paulo holds a degree in Economics by the University of South Africa, Post-graduate in International Management by ISCTE Business School in Lisbon and an intensive course in Finance by Católica Lisbon School of Business and Economics.

# Global Market information

## Nigeria



*The Oil & Gas sector is the driver of the Nigeria’s economy, with Oil reserves at 37.2Billion barrels of Oil and 187TCF of gas economy and responsible for roughly 10% of Nigeria’s GDP and 90% of the country’s exports.*

Nigeria is estimated to have the 2nd largest proven reserves of Oil in Africa but is the largest producer of oil at 2.28Mbbbl/day and the 11th largest OPEC producer of crude. Nigeria is embarking on a vast program to produce oil from the largely untapped deep offshore fields, upgrade its production capacity and export infrastructure, expand exploration, and build downstream facilities.

Nigerian IOCs and NOCs plans to spend over \$100bn on energy projects over the next few years to boost crude production capacity to 3 million barrels a day (b/d) by 2021. Majority of the produced Oil will come from existing IOC assets, new ventures such as the Shell Bonga SW, Eni Zaba Zaba and the newly kick started Total Egina projects and the rest from NOC legacy and green fields.

Onshore, swamp and shallow water expansion projects are led by domestic oil companies such as First E&P, Seplat, NDEP, Britannia U, AMNI, etc.

The total value of contracts accessible to the UK supply chain for projects up to the 2019/20 financial year is around \$25.62bn.

**Key Opportunities**

- Shell Nigeria Bonga South West Aparo project - \$12bn
- Assa North field development, SHELL - 1bn - FID announced in December 2018
- LNG Train 7 development - \$4.5bn
- OPL 245 Zabazaba subsea packages - \$3.2bn
- OPL 245 zabazaba FPSO build - \$5.42bn.



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- Ola’s role revolves around:
- strengthening bilateral relationship and trade between Nigeria and UK,

- Supporting the drive for economic growth by building on existing relations in these markets while establishing and building new relations to maximize bilateral trade, thereby generating sustainable bilateral relations between Nigeria and the UK.
- Providing operational support for exports and facilitates inward and outward investments.
- Carrying out Trade missions within the Energy terrain.

Ola has over 10 years of technical and commercial experience working within the Oil and Gas industry and wider Energy sector.

# Global Market information

## Norway



*Energy continues to dominate the Norwegian economy, and it remains one of the largest offshore sectors in the world.*

Although first oil from the Norwegian Continental Shelf (NCS) was over 50 years ago, there are over 30 Billion boe of proven resources still in place (90 Bcf gas and 15 Billion barrels of oil), plus a further 18 Billion boe of probable resources yet to be discovered. Much of this lies in the underexplored Barents Sea, which is attracting considerable interest and investment.

After the recent long downturn activity picked up during 2018, and there is a cautious optimism which characterises the sector. The past few years have seen many changes to the NCS, with the majors moving out and new players establishing themselves and new forms of collaboration being entered into. Digital technology and solutions are being developed and introduced and there is continued standardisation and innovation which have resulted in considerable cost reductions. These measures are being maintained and the focus on costs will continue in the years ahead.

External expenditure continues to rise with a number of interesting new developments underway and expected on the NCS. These will include the concept selection for NOAKA in 2019 and the FID in 2020.

For UK companies the NCS presents opportunities spanning the entire offshore lifecycle from frontier exploration to mature basin decommissioning. The proximity and similarity of the UKCS to the NCS means many UK companies possess transferable expertise and relevant world-class capability that allows them to compete effectively with Norway’s indigenous supply chain.

**Technology Target Areas (TTAs) for the NCS are:**

- Energy efficiency and environment
- Exploration and IOR
- Drilling completion and Intervention
- Production, processing and transport
- Digitalisation



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Ingrid Aalholm is the Senior Market Adviser, Strategic Trade in DIT Norway.

In addition to the offshore sector, she also covers infrastructure, power, maritime, environmental technologies and construction sectors in Norway.

# Global Market information

## Other Latin America and Caribbean (LATAC)

*The major Oil & Gas markets in Latin America are Brazil and Mexico, but there are plenty of opportunities for UK suppliers in other markets in the region, which will require the expertise and technology which UK companies are well placed to provide.*

These include:

**Guyana**

- Payara Oil field - concept design - start-up 2023
- EPCI risers, flowlines, associated structures & jumpers with major players FMC, Saipem, SBM Offshore in Liza Oilfield Phase 2
- FPSO topsides in Liza Oilfield Phase 1

**Trinidad & Tobago**

- Major EPCs present and home to 50 UK companies including BP & Shell
- BHP Billiton - feasibility study on Ruby-Delaware oil & gas project - start up 2022
- Significant discoveries in Exxon's Stabroek block

**Argentina**

- Largest gas consumer in South America: aiming to shift from net-importer to net-exporter
- 850 completed wells (2018) to rise to 1,943 in 2023
- Existing offshore E&P activity by Total Austral and ENAP Sipetrol in Marina Austral basin
- New Offshore Licencing Round for 31 shallow & deepwater blocks: bids open March 2019
- Strong push by government and operators to strengthen supply chain

**Venezuela**

- High technology goods, vales, specialised piping, offshore gas equipment, control & application, flexible pipelines
- Giant field Perla operated 100% privately by Repsol-Eni in the Cardon IV JV



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Chris Wall is a Business Specialist at DIT, and a Spanish and Portuguese speaker. He works with the commercial teams based in Rio and at the British Embassy in Mexico City, supporting UK companies in the target sectors, mentoring senior management, and facilitating high level contacts with local partners.

# Global Market information

## Senegal/ Mauritania



*The SNE oil field, located in the Sangomar Deep Offshore block, being developed by Cairn Energy, Woodside and partners 100 kilometers south of Dakar, will be Senegal's first offshore oil development.*

The Development and Exploitation Plan for the SNE oil field offshore Senegal was submitted to the Government of Senegal by the joint venture in October 2018 with Government approval expected by year-end. Final investment decision is expected to follow in the first half of 2019. The Development and Exploitation Plan outlines the full field multi-phase development of oil and gas and details how the field will be developed in a series of phases with plans for ~500 mmbbls of oil to be developed with a plateau production of 100,000 bbls oil per day with first oil expected in 2022.

The development concept includes the installation of a stand-alone floating production storage and offloading (FPSO) facility and subsea infrastructure that will be designed to allow subsequent development phases. These options include potential gas export to Senegal and future subsea tie-backs to other fields.

**Tortue Gas Field**

On the maritime border between Mauritania and Senegal, at a depth of 2,850m, BP and its partners are developing a gas field with a 30-year production potential. The Tortue field has an estimated 15 trillion cubic feet of gas and is forecast to be a significant source of domestic energy. The first phase Unit Development Plan has been submitted to the energy ministries of both countries and all parties aligned and actively working to achieve a final investment decision (FID) around year-end.

The development plan for Tortue West is slated to include a floating, production, storage and offloading (FPSO) facility to convert the produced gas into liquefied natural gas (LNG).

A nearshore hub plant and a pipeline with connections to the domestic gas network will also be part of the field development.

**Opportunities for the UK**

Opportunities exist for UK companies in the whole supply chain to get involved at this very early stage and develop these opportunities with the chance to become pioneers for example in local content and capacity building. Major opportunities include Engineering design, EPC, Subsea Equipment, Gas to Power development, LNG and pipelines.



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Saliou is DIT lead at the British Embassy in Dakar, Republic of Senegal, West Africa. From a Mechanical engineering background, he diversified his range of qualifications through Master Degrees, in Finance, Economics and Technology Management. Having

previously worked in private as well as public sector, he has extensive knowledge of Senegalese business environment and is well connected to businesses and government. Saliou has been working in DIT's oil & gas sector for 3 years.





*Wind farm under construction  
on the English coast*



**The UK has brought together a breadth of expertise to create a large renewable sector, with the largest offshore wind construction programme in Europe, and the world's largest installed offshore wind base.**

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## Global Market information

### DIT Renewables

*Offshore wind provides clean, sustainable and predictable energy at scale, rapidly making it a leading renewable energy solution in Europe – in 2017 alone, 3GW was installed with more to follow.*

This at-scale deployment has quickly brought down costs and enabled new innovations that drive up efficiency and reduce maintenance. Onshore wind is an excellent choice for large scale renewable energy generation.

Design engineering and regulatory and professional services generate revenues of £510 million in the UK, part of a £12.3 billion global market,<sup>11</sup> while civil engineering in the UK is worth £3.13 billion of a global market worth £70.1 billion.<sup>12</sup> The UK focuses on delivering quality solutions with a careful eye on environmental impact. UK solutions provide high quality results wherever they are deployed.

As at February 2018, 53% of new offshore wind capacity brought online was in the UK.

This scale of deployment has given the UK a highly skilled and experienced supply chain that continues to grow. For example, construction of the Dudgeon windfarm saw individual turbine installations undertaken in a record sub-18-hour time frame.

The UK is the largest base for operational offshore wind in the world, with 7.6GW of installed capacity, with an ambition to deliver 30GW of operational capacity by 2030. As a result of this at-scale deployment, the UK has developed world-leading expertise in all areas of offshore windfarm design, development, installation and O&M.

This expertise is supported by an ever-increasing supply chain that offers high quality, cost-competitive components and services.



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Karl is a Specialist within the Department for International Trade's Renewable Energy team.

Previously to joining DIT/UKTI Karl was on secondment to the BIS/BEIS team responsible for delivering of the Offshore Wind Industrial Strategy in 2013. Prior to joining HMG Karl was the Vice President for Vestas Offshore UK and Country Manager for Areva Wind UK.

A mechanical engineer at heart spending 20 years in Automotive consultancy (Ricardo) – supporting the diversification into clean tech at Ricardo.





## Different flags. One standard.

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## The Export Control Joint Unit (ECJU)

### The Export Control Joint Unit (ECJU) issues licences for the export of 'strategic' goods.

#### These can include:

- Military equipment
- Dual-use goods (can be used for both civil and military purposes)
- Radioactive sources

ECJU is here to help ensure UK businesses export responsibly and within the law. Our licensing process asks four questions:

- What is the control list entry?
- Do controls, sanctions or embargoes apply?
- Are there end-user concerns?
- Are there WMD or military end-use issues?

### How can ECJU help me

- Easy-to-use online licensing system
- Expert advice available at every stage of the process
- End-user advice service via the SPIRE online system
- Comprehensive training programme, delivered around the country
- Regular awareness seminars for industry sectors
- Free subscription service to receive automatic updates on changes in legislation, sanctions and licence amendments
- Range of detailed guidance on GOV.UK

### What kind of licence do I need?

Open General Export Licences – Available for a range of goods and destinations. If your goods are controlled and not covered by one of the OGELs, you must apply through SPIRE for an Export Licence. Open Individual Export Licences (OIELs) cover multiple shipments of specific controlled goods to named destinations. There are also licences covering transshipment and trade control (trafficking and brokering) activities.

### Other types of open licences

#### Open Individual Export Licences (OIELs)

cover multiple shipments of specific controlled goods to named destinations.

#### Open General Trade Control Licences

(OGTCLs) control trafficking and brokering activity between one third country and another where the transaction or deal is brokered in the UK or by a UK person.

#### Open Individual Trade Control Licences

(OITCLs) allow a range of activities, such as the trading of specific goods between any numbers of specified countries.

#### More information:

[www.gov.uk/government/organisations/export-control-organisation](http://www.gov.uk/government/organisations/export-control-organisation)

### How do I get to know more about export controls?

ECJU arranges training courses for exporters around the country.

- **Beginners**  
A basic overview for those new to export controls
- **Intermediate**  
For those with a good knowledge of controls who need to develop their expertise
- **Licences workshop**  
Understanding the permissions required to export, also compliance with open licences
- **Making Better Licence Applications**  
For those who use SPIRE

For more information about our training, email: [denise.carter@trade.gov.uk](mailto:denise.carter@trade.gov.uk) or search online for 'Export Control Training Bulletin' on GOV.UK



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UK Export  
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 **EXPORTING  
IS  
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## About the Department for International Trade

*The Department for International Trade (DIT) is the UK Government department responsible for promoting British trade across the world.*

Its role is to support UK based businesses to succeed in international markets and to encourage overseas companies to make the UK their global partner of choice.

DIT has over 3,900 experienced civil servants, industry and international business specialists operating across 174 offices in 109 international markets and nine UK regions. With strong links into all major Government and industry bodies in the UK and overseas, DIT is well positioned to help your business succeed, whether small or large, as an investor or exporter. UK Export Finance, the UK's export credit agency, can offer attractive long-term financing for project sponsors who source from the UK, and a range of flexible structures such as project financing, public-private partnerships and Islamic finance.

**For more information: [www.great.gov.uk](http://www.great.gov.uk)**

Department for  
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## Notes











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#### **DIT**

The Department for International Trade (DIT) helps businesses export, drives inward and outward investment, negotiates market access and trade deals, and champions free trade.

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