

7TH DOHA NATURAL GAS
CONFERENCE & EXHIBITION

POST SHOW REPORT

ORGANIZED BY

**QATAR
EXPO**
EVENT MANAGEMENT


ufi
Member

IN ASSOCIATION WITH


قطر للبترول
Qatar Petroleum

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INTRODUCTION

Under the patronage of HH Sheikh Hamad Bin Khalifa Al-Thani, Emir of the State of Qatar, the 7th Doha Natural Gas Exhibition (DNGCE) was held from 9 - 12 March, 2009 at Doha Exhibition Center.

Designed as fully complementary to the prestigious Conference, the Exhibition comprised representatives from major multinational companies, Government officials, traders, suppliers and manufacturers, project financiers, trade publications, consumers and technical consulting experts, converging with the very latest in services and products.

H.E. the Deputy Prime Minister and Minister of Energy and Industry Abdullah Bin Hamad Al-Attiyah inaugurated the four-day 7th DNGE at the Doha Exhibition Center (DEC). More than 100 participants from some 22 countries, including the United States, United Kingdom, China, Austria, South Africa, Austria, Norway, Saudi Arabia, Bahrain, United Arab Emirates, Singapore, Germany and Denmark took part in the event to display the latest products and services in the energy sector, as well as participants from all major energy companies in Qatar and the region. The exhibition covered 15,000 square meters divided into 5 halls. The inauguration ceremony was attended by H.E. the Minister of State for Energy and Industry Affairs Dr. Mohammed Bin Saleh Al-Sada, and Secretary General of the Organization of the Petroleum Exporting Countries (OPEC) Abdullah Salem El-Badri. The exhibition was held on the sidelines of the DNGCE Conference with the attendance of more than 2500 delegates.

TOTAL SQM	15,000 sqm
LOCATION	DEC (DOHA EXHIBITION CENTER)
CITY / COUNTRY	DOHA, QATAR
DATE	9th - 12th MARCH 2009
FREQUENCY	BI-ANNUAL

FACTS AND FIGURES	
NO. OF EXHIBITORS	103
FOREIGN EXHIBITORS	38
LOCAL EXHIBITORS	65
PARTICIPATING COUNTRIES	20
VISITORS	12,000
MEDIA PARTNERS	13

- 72% of exhibitors stated that 7th DNGCE was successful.
- 79% of exhibitors said DNGCE met their expectation and targets.
- 56% of exhibitors generated good contacts for future sales.
- Visitors stated that 82% of the exhibitors are up to the standards.

MARKETING

Pre-Sales Campaign, Advertising & Media Plan to Promote 7th DNGCE 2009

- Back Page Advert in Offshore Arabia Exhibition Catalogue.
- Qatar Arabic Newspapers – Al Watan 3 adverts, Al Sharq 4 adverts and Arrayah 4 asdverts.
- Qatar English Newspapers - Gulf Times 5 adverts
- 1 advert in OKAS (K.S.A) was implemented.
- A pre-sales campaign was covered by email blast for more than 5000 address
- A pre-sales campaign was covered by phone blast foreign in Europe, USA, ASEAN and GCC
- A pre-sales campaign was covered by email blast using our database.
- A pre sales campaign was covered with our partners in different magazines.
- 10 Flags outside the exhibition during the event.
- 21 Street Banners from Sheraton roundabout to Doha Exhibition Center
- Banners inside the Doha Exhibition Center & the registration desk.
- International magazines distributed free of charge thru their respected stands and the newspaper area near the entrance door.
- Barter deals with Media Partners as per below:

MEDIA PARTNER	PUBLICATION	APPEARANCE DATES	ADVERT SIZE
LNG UNLIMITED	LNG Unlimited	28 Nov 2008	1/4 page
		19 Dec 2008	1/4 page
		9 Jan 2009	1/4 page
ALAIN CHARLES	Oil Review Middle East	13/02/2008	1/4 page
		Dec 2008	full page
		Jan 2009	full page

MEDIA PARTNER	PUBLICATION	APPEARANCE DATES	ADVERT SIZE	
UNIVERSAL SOLUTIONS	online publication		online banner	
ARGUS MEDIA	Argus Global Market	Jan 2009	A5 flyer/inserts	
	Weekly Petroleum Argus	Jan 2009	A5 flyer/inserts	
UNITED MEDIA SERVICES	Argus Gas Connection	Jan 2009	A5 flyer/inserts	
	Alam Aliktisaad	Jan 2009	full page	
MASHAHEER MEDIA	Oil & Gas Review	Jan 2009	full page	
	Al-Tijara Wal-Aamal	Dec 2008	full page	
UPSTREAM	Upstream Oil & Gas Newspaper	(English & Arabic copies)	Jan 2009	full page
		Feb 2009	full page	
		12 Dec	1/2 page	
NEFTEGAZ.RU	online publication banner advert	09 Jan	1/2 page	
		23 Jan	1/2 page	
		13 Feb	1/2 page	
ORYX ADVERTISING	Qatar Today	Dec - Feb	online banner	
		Jan - Feb 2009	full page	
REFLEX PUBLISHING	Qatar Al-Youm	Feb 2009	full page	
		Feb - Mar 2009	full page	
OIL & GAS DIRECTORY ME	Pipeline	Jan 2009	full page	
		Future Fuels	Jan 2009	full page
OIL & GAS DIRECTORY ME	Oil & Gas Directory ME 2009	Feb 2009	full page	
			full page	

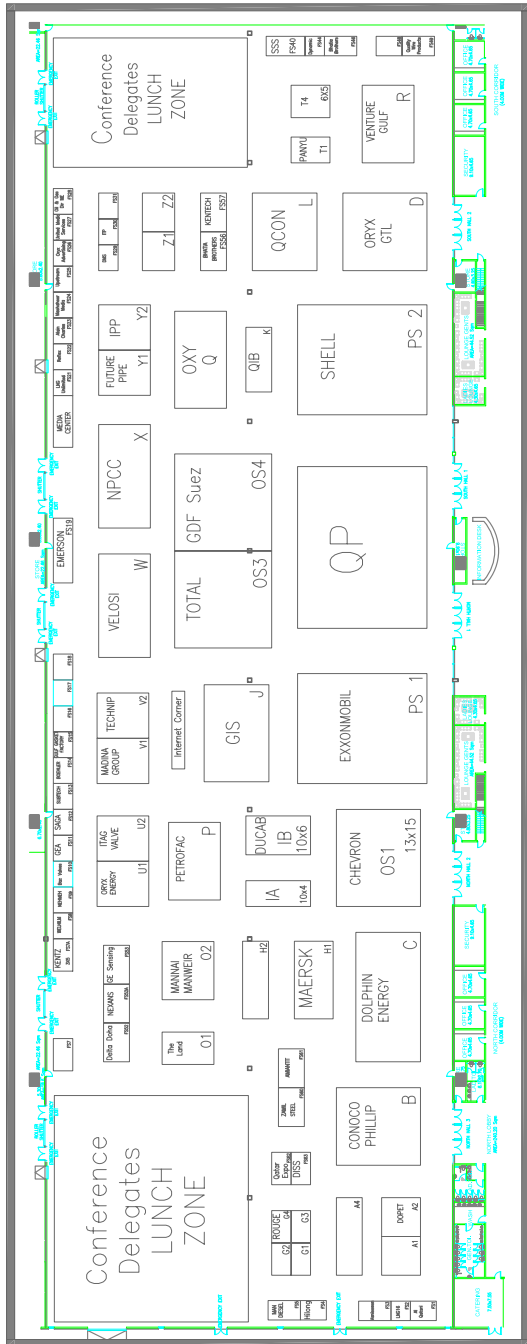
PRESS RELEASE & PRESS COVERAGE

Exhibitors are happy with the press coverage of the opening ceremony
Press Conference for the sponsors held in Intercontinental Hotel
A daily bulletin of 7th DNGCE 2009 was distributed in the exhibition.
Press releases given to local and regional newspapers.
Very Good Media Coverage during the opening ceremony
Press release for QIB sponsorship.
Press releases were covered in two languages English & Arabic



SALES

7TH DOHA NATURAL GAS CONFERENCE AND EXHIBITION
DOHA EXHIBITION CENTRE, DOHA - QATAR (FLOORPLAN)



INTERNATIONAL & REGIONAL SALES REPORT

LIST OF EXHIBITORS

EXHIBITOR	COUNTRY	STAND NO
Al Fajr - Oil & Gas Directory Middle East	U.A.E.	FS28
Al Qahtani Pipe	Saudi Arabia	FS1
Al Tijara Wal-aamal / Mashaheer Media	Qatar	FS24
Al Koot Insurance & Reinsurance	Qatar	J
Almansoori Hilong Petroleum Pipe Company	U.A.E.	FS4
Amiantit Qatar Pipes Company	Qatar	FS61
Anson Dubai	Qatar	P
Argus Media	Singapore	
Bac Valves	Spain	FS10
Bhatia Brothers Gulf FZE - Fluid Technology	U.A.E.	FS46
Bhatia Brothers Gulf FZE - Safety and Lifting	U.A.E.	FS56
Boehler Schweisstechnik Austria GmbH	Austria	FS14
Burckhardt Compression AG	Switzerland	FS5
CCC	Qatar	X
Chevron International Gas Inc., Qatar	USA / Qatar	OS1
Conoco Phillips Qatar, Ltd.	Qatar / UAE	B
Data Media Systems Global W.L.L.	Bahrain	FS29

EXHIBITOR	COUNTRY	STAND NO
Delta (Doha) Corporation	Qatar	FS52
DK-TECH	Qatar	P
Doha Industrial Safety Services (DISS)	Qatar	FS63
Doha Petroleum Construction	Qatar	A2
Dolphin Energy Ltd.	Qatar	C
DUCAB (Dubai Cable Company)	UAE	IB
Dynamic Flow Computers Inc.	USA	FS41
Emerson Process Management	UAE	FS19
Erne Fittings	Qatar	P
Exterran	Qatar	P
ExxonMobil	USA / Qatar	PS2
Ferolite Jointings Limited	India	FS15
Finder	Qatar	P
Future Pipe Industries Qatar (Q.C.J.S.C.)	Qatar	Y1
GDF Suez	FRANCE / Qatar	OS4
GE Sensing & Inspection Technologies GmbH	Germany	FS53
GEA Batignolles Technologies Thermiques Qatar LLC	Qatar	FS11
GEI Industries	Qatar	P
Gersan A.S.	Qatar	P

EXHIBITOR	COUNTRY	STAND NO
Govan	Qatar	P
Gulf Drilling International	Qatar	J
Gulf Gasket Factory	K.S.A.	FS15
Gulf Helicopters Company	Qatar	J
Gulf International Services	Qatar	J
IMG International	Qatar	P
ITAG Valves & Oilfield Products GmbH	Germany	U2
J.C. Valves	Qatar	P
Kentech Qatar Technical Services	Qatar	FS57
Kentz	Qatar	FS7A
Layher GmbH & Co. KG.	Germany	FS8
LNG Unlimited	UK	FS21
LNG16 Conference & Exhibition	Australia	FS2
Madina Group W.L.L.	Qatar	V1
Maersk Oil Qatar	Qatar	H
Man Diesel A/S	Denmark	FS5
Mannai Corporation QSC	Qatar	O2
Manweir	Qatar	O2
Mona Trading & Machinery	Qatar	IA
National Petroleum Construction Co. (NPCC)	U.A.E.	X

EXHIBITOR	COUNTRY	STAND NO
Neftegaz RU	Russia	
Nehmeh Enterprises & Industries LLC	Qatar	FS9
Netherlocks	Qatar	P
Occidental Petroleum of Qatar Ltd.	Qatar	Q
Oil Review Middle East / Alain Charles	U.K.	FS23
Oliver Valves	Qatar	P
OMS Saleri & Oil & Gas Sourcing	Qatar	FS16
Oryx Advertising Co. W.L.L.	Qatar	FS26
Oryx Energy Projects & Services	Qatar	U1
Exhibitor	Country	Stand No
Panyu Chu Kong Steel Pipe Co., Ltd.	China	T1&T6
Petrofac Qatar W.L.L.	Qatar	P
Qatar Engineering & Construction Company W.L.L. (QCON)	Qatar	L
Qatar Inspection Services Co. W.L.L.	Qatar	V1
Qatar International Cables Company - Nexans	Qatar	FS52a
Qatar International Safety Centre	Qatar	V1
Qatar Islamic Bank	Qatar	K
Qatar Petroleum	Qatar	QP
Qatar Shell Service Co. W.L.L.	Qatar	PS2
Qatargas Operating Company Ltd.	Qatar	QP

EXHIBITOR	COUNTRY	STAND NO
Quality Wire Products Co. WLL	Bahrain	FS49
Rasgas Company Limited	Qatar	QP
Reflex Publishing ME FZ LLC	UK	FS22
Rouge Pipeline Services	Qatar	G4
Saga PCE Pte Ltd	Singapore	FS12
Schulz Export GmbH	K.S.A.	H3
Sealweld Corporation	Qatar	P
Severn Glocon Qatar W.L.L.	Qatar	V1
SSP	Qatar	P
Subtech	Qatar / South Africa	FS13
Supreme Supply and Services W.L.L.	Qatar	FS40
Tebodin Middle East Ltd.	Netherlands	FS1A
Technip	Qatar	V2
Texas A&M University	Qatar	FS23
The Land Real Estate Investment & Development	Qatar	O1
Thomson Valves	Qatar	P
TMK Middle East FZCO	Qatar	P
Total E & P Qatar	Qatar	OS3
Triplefast	Qatar	P

EXHIBITOR	COUNTRY	STAND NO
United Media Services LLC	Oman	FS27
Universal Solutions	Egypt	FS20
Upstream	Norway	FS25
Velosi	Qatar	W
Venture Gulf Group	Qatar	R
Viraj	Qatar	P
Zamil Steel Industries	K.S.A.	FS60
Zeochem	Qatar	P

SPONSORSHIP

SPONSORSHIP REPORT

- Exxon Mobil was Platinum Sponsor
- Shell Qatar and Chevron were Gold Sponsors
- Total E & P was Silver Sponsor
- Dolphin Energy Limited was Media and Internet Corner Sponsor.
- Lanyard was sponsored by QCON.
- Venture Gulf Group was the Sponsor of the Invitation Cards.
- DISS was Safety Sponsor.
- Official Catalogue outside back cover was taken by Qatar University.
- Official Catalogue inside front cover was taken by SAGA from Singapore.
- Companies who took full page adverts were: Qatar Petroleum, Exxon Mobil, Qatar Shell, Chevron, Total E & P, Dolphin Energy Limited, Qatar Islamic Bank, Venture Gulf, QCON, DISS, SAGA, Qatar University, Texas A & M University Qatar, etc.

COMMENTS

- Sponsorship benefits made a positive outcome.
- Exhibitor's Sponsorship benefits are highly recommended to use in other exhibitions.
- Lanyard was the most popular.
- Suggested to give a higher sponsorship value in Lanyard next time.

ASSOCIATION WITH



SPONSORS

<p>PLATINUM</p>	<p>GOLD</p>	<p>SILVER</p>
<p>STRATEGIC BANKER PARTNER</p>	<p>MEDIA CENTRE HOST</p>	<p>SAFETY SPONSOR</p>
<p>EDUCATION PARTNER</p>	<p>INVITATION SPONSOR</p>	

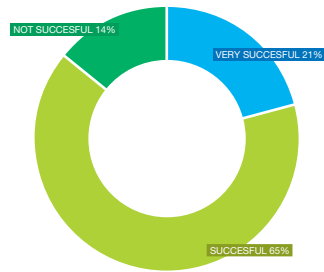
MEDIA PARTNERS

EXHIBITORS

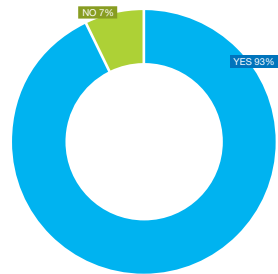
EXHIBITORS PROFILE

Construction and engineering equipment, Exploration and production technology, Refinery technology, Oil & gas transportation system, Geological, geophysical and reservoir evaluation technology, Tanks, pressure vessels, heat exchangers, compressors, pumps and condensers, Safety system and equipment, Pipeline network engineering, Power generation equipment, Instrumentation, measuring and control valves, Marine equipment and services, Environment protection and pollution control, Forecourt marketing and petrol station equipment, Distillation systems and equipment, LNG / GTL Technology & Equipment, Chemical Engineering System, Data Acquisition / Processing / Transmission, Inspection / Testing / Quality Control Equipment, Pump and Compressor recovery systems, Satellite Image Processing, Seismic & Oceanographic Technology, Submerged Arc Welding Equipment & related products, Computer System /Data Management System, Cryogenic Technology & Equipment, Design and Consultancy, Distillation System & Equipment, Electrical & Lighting System, Furnaces & industrial Ovens, Gas Treatment & Processing, Grinding and Finishing Equipment, Heat Exchange System, Laboratory Equipment, Material Handling & Storage Equipment, Meters, Gauges & Indicator, Offshore Well Equipment & Services, Turnkey Contractors, Valves & Fittings, Welding Machines & Consumables.

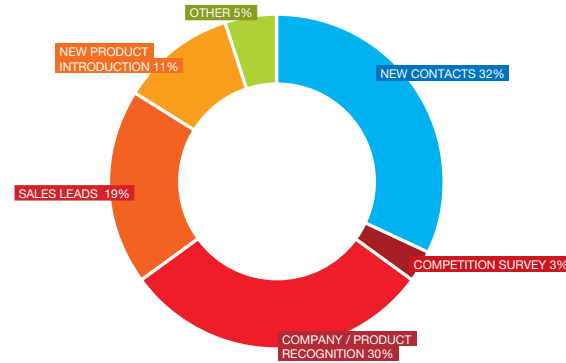
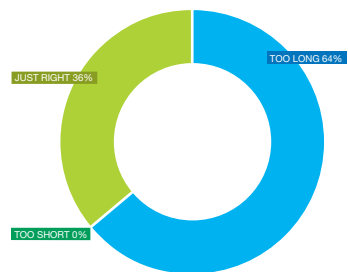
EXHIBITOR'S RATING FOR 7TH DNGCE



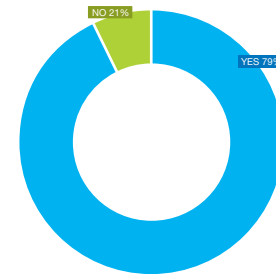
IS 4 DAYS SUFFICIENT



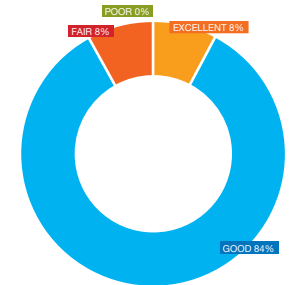
EXHIBITION HOURS



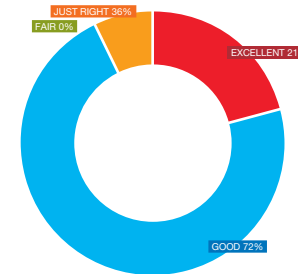
OBTAIN TARGET & OBJECTIVES



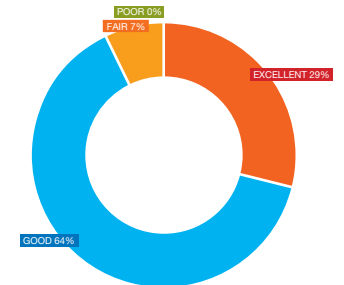
BUMP IN/OUT GIVEN PERIOD



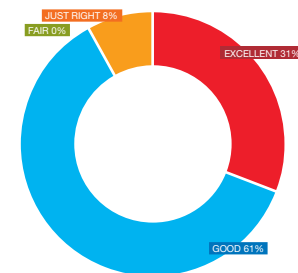
SECURITY SERVICE PROVIDED



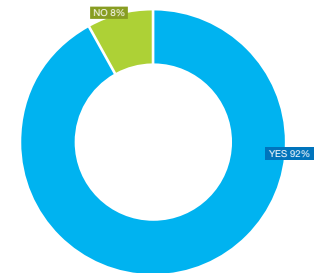
EXHIBITION FACILITIES



CLEANING FROM SERVICE PROVIDED



SATISFIED IN LOGISTICS

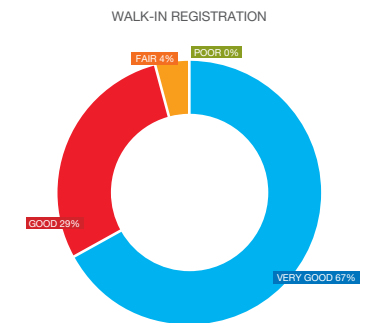
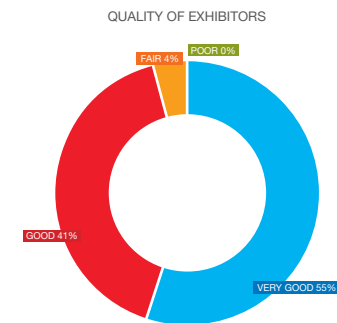
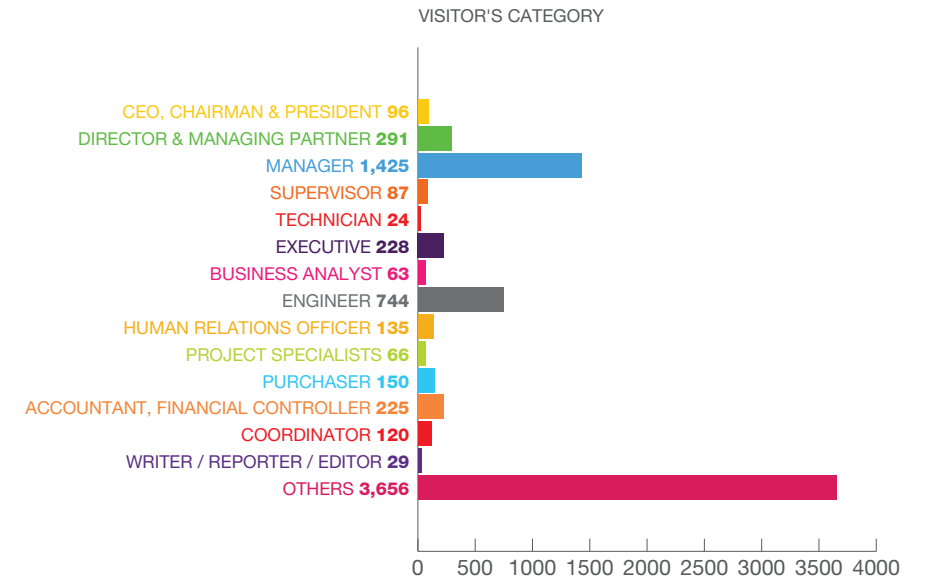


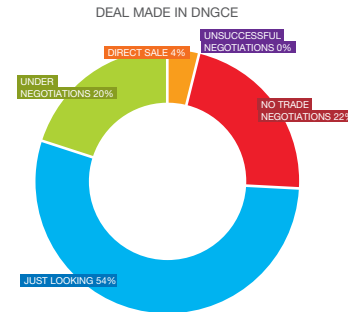
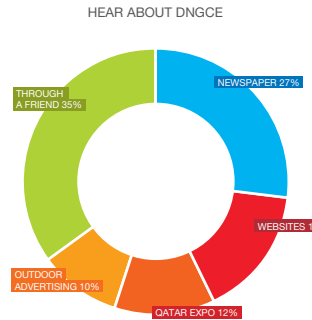
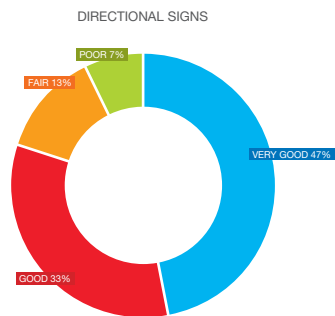
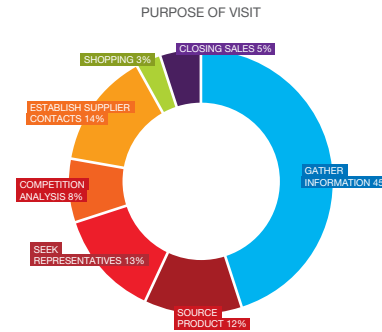
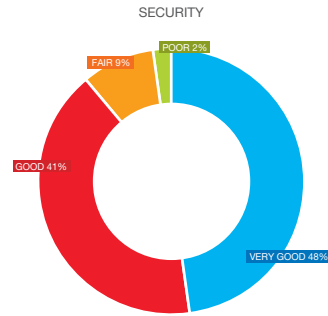
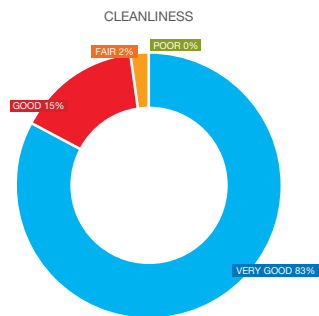
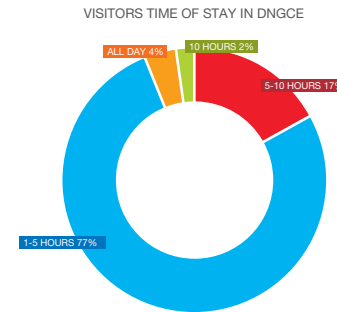
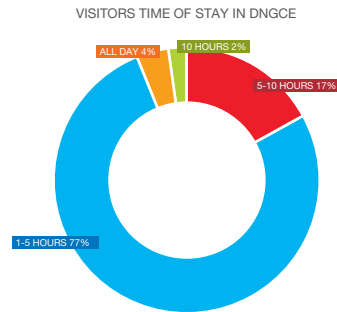
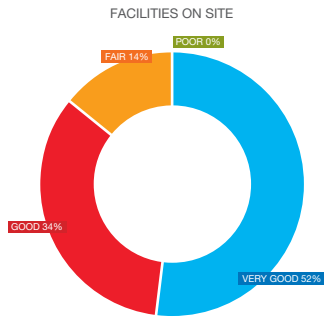
FEEDBACK FROM EXHIBITORS

- Mostly Exhibitors said the exhibition was very organized and they were happy to participate.
- They got some good leads for their businesses.
- Venture Gulf Group wants to reserve bigger space next Exhibition.
- Exhibitors were very happy they were allowed to have lunch in the Delegate lunch area.
- Some exhibitors were disappointed because traffic on the floor didn't meet the expected and publicized number.
- Conference and Exhibition venue should be in one place along with the lunch zone.
- Exhibition too long - should be no later than 6pm.
- Ensure that children are not allowed inside the exhibition
- Conference & Exhibition should be in one place
- The event had a great media coverage
- The operations team was very professional and organized

VISITORS

Almost 12,000 guests have visited the 7th DNGCE - Exhibition





FEEDBACK FROM VISITORS

Need more Technology companies, products, manufacturers rather than major companies. Conference and Exhibition needs to be in same premises.

REGISTRATION

Registration Desk Feedback and recommendation to consider for the next Exhibition:

Trinity Hostesses are wonderful in handling the visitors registration To brief everyone at the Registration Desk about all Qatar Expo conferences.

MEDIA CENTER & INTERNET CORNER

Media Center and Internet Corner were well branded by Dolphin Energy.

Media Center room was used for a meeting room of some of the exhibitors.

The Internet Corner was a success.

OPERATION

DURING BUMP-IN

The additional bump-in day help a lot for the construction.

Needs to ask DEC to always give us 4 days bump-in in for big exhibition.

Contractor must be informed in advance about the electricity positioning to avoid issues during the event.

Al Dalla were doing a great job in cleaning.

Airlink are efficient in handling the goods of the exhibitors.

DURING BUMP OUT

Mostly exhibitors have removed their items and their stand in one day.

Cleaning company were doing excellent job. Always cleaning and keeping the space neat

Some of the ExxonMobil stuff were left behind outside the exhibition and we asked Al Dalla cleaners to throw it

GENERAL

COMMENTS AND RECOMMENDATION

Evaluation for Qatar Expo team was great and always supportive.

Recommend to have a nice Organizer Uniform during the bump-in and bump-out.

Need to control and be firm with visitors to fill-up all the data if they don't have a business card to create a good database.

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**POST
SHOW
REPORT**