



Under the patronage of His Royal Highness Prince Salman bin Hamad Al Khalifa,  
Crown Prince and the Prime Minister of the Kingdom of Bahrain

**International  
Downstream Conference  
& Exhibition**

# GDA INTERNATIONAL DOWNSTREAM CONFERENCE & EXHIBITION

Theme: Downstream Turning Points - Capitalising on Transformation

13-15 February 2023  
Exhibition World Bahrain

[www.gdaconference.org](http://www.gdaconference.org)

## EVENT BROCHURE

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# ABOUT THE GULF DOWNSTREAM ASSOCIATION

The Gulf Downstream Association (GDA) was established by its founding companies Saudi Aramco, Kuwait Petroleum International (KPI), Bahrain Petroleum Company (BAPCO), Kuwait National Petroleum Company (KNPC) and Abu Dhabi National Oil Company (ADNOC). GDA is a pioneering, non-profit association and "point of reference" for all downstream players including industry professionals, corporate executives and legislators seeking to foster excellence and drive advancement through mutually beneficial engagement and industry collaboration.

The association was established to aggregate the scattered wealth of knowledge that lies across the global downstream industry in order to accelerate development and serve as a catalyst for strong and sustainable industry growth in the Gulf region and worldwide. GDA takes a leading role in supporting the local, regional and international industry through sharing of knowledge, experience and best practices.



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## GDA BOARD MEMBERS



**Chairman - GDA**

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**Vice Chairman - GDA**

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**Board Member - GDA**

**Shafi Al-Ajmi**  
President & CEO  
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International (KPI)

## GDA FOUNDING COMPANIES



# THE LEADING MIDDLE EAST STRATEGIC FORUM FOR DOWNSTREAM PROFESSIONALS

The GDA Conference is the leading Middle East strategic forum for international downstream professionals to address global business challenges, share best practices and unlock potential opportunities through collaboration and partnerships. The event welcomes refiners, petrochemical companies, related government entities, oil and gas consultants, technology and system providers, research and development entities, and equipment and material manufacturers from the Middle East and beyond.

## WHAT TO EXPECT AT **GDA CONFERENCE 2023**



High Level Sessions



Panel Sessions



VIP Programme



Networking Opportunities



Youth Programme



Technical Sessions



Exhibition



**9,000**

Sqm. of exhibition space

**5,000**

Attendees

**500**

Companies

**150**

Speakers

**2023 EVENT  
IN NUMBERS**

# 2023 PROGRAMME

## 13 FEBRUARY DAY 1

- 08:00 › 10:00 Registrations Opens
- 10:00 › 11:00 Panel Discussion:  
**Downstream Growth Challenges & Opportunities**
- 11:00 › 11:15 Break
- 11:15 › 12:30 **Technical Sessions and Expert Workshop** Parallel Sessions  
Resilience, Future Growth, Decarbonisation and Sustainability
- 12:30 › 13:45 Lunch
- 13:45 › 15:00 **Technical Sessions and Expert Workshop** Parallel Sessions  
Resilience, Future Growth, Decarbonisation and Sustainability
- 15:00 › 15:15 Break
- 15:15 › 16:15 Panel Discussion:  
**Business Transformation**
- 16:15 › 17:00 **Official Exhibition Opening followed by VIP Tour**
- 17:00 › 17:15 **Conference Opening Ceremony**
- 17:15 › 18:00 **Ministerial Keynotes**
- 18:00 › 18:15 Break
- 18:15 › 20:30 Gala Dinner and Award Ceremony

## 14 FEBRUARY DAY 2

- 08:00 › 10:00 Registration Opens
- 10:00 › 11:00 Panel Discussion:  
**Decarbonisation & Sustainability**
- 11:00 › 11:15 Break
- 11:15 › 12:15 **Technical Sessions and Expert Workshop** Parallel Sessions  
Decarbonisation and Sustainability & Digitalisation in Downstream Sector
- 11:15 › 12:15 **Strategic Session - Market Analysis and Industry trends**
- 12:15 › 13:30 Lunch
- 13:30 › 14:30 **Technical Sessions and Expert Workshop** Parallel Sessions  
Disruptors and Decarbonisation and Sustainability
- 13:30 › 14:30 **Strategic Session - Technology Transformation**
- 14:30 › 14:45 Break
- 14:45 › 15:45 Panel Discussion: **Energy Transition**
- 15:45 › 16:00 Break
- 16:00 › 17:00 **Technical Sessions and Expert Workshop** Parallel Sessions  
Digitalisation in Downstream Sector & Disruptors
- 16:00 › 17:00 **Strategic Session - Downstream World-Class Projects Delivery**

## 15 FEBRUARY DAY 3

- 08:00 › 09:00 Registration Opens
- 09:00 › 10:00 **Technical Sessions and Expert Workshop** Parallel Sessions  
Human Capital and Talent Management, Resilience & Digitalisation in Downstream Sector
- 10:00 › 11:00 Panel Discussion:  
**Digital Transformation in Downstream**
- 11:00 › 11:15 Break
- 11:15 › 12:15 **Technical Sessions and Expert Workshop** Parallel Sessions  
Human Capital and Talent Management, Resilience & Digitalisation in Downstream Sector
- 12:15 › 13:30 Lunch
- 13:30 › 14:30 Panel Discussion:  
**Human Capital & Diversity**
- 14:30 › 14:45 Break
- 14:45 › 15:30 **GDA Conference Outcome and Closing Remarks by Conference Chairman**
- 16:00 Exhibition Closing

Updated 17 January 2022

# ATTENDEE PROFILE



## VIP and C-Level Executives

- Ministers and Government Officials
- Board Members
- Presidents
- Vice Presidents
- Chief Executive Officers
- Executive Directors
- Managing Directors
- General Managers
- Chief Engineers

## Operations and HR professionals

- Country and Division Managers/Heads
- District Managers/Supervisors
- Marketing Managers
- HR, Training or Team Leaders/Managers
- Internal Auditors

## Engineers and other professionals

- Advanced Process Managers
- Area Managers
- Business Development Managers
- Chemical Engineers
- Communications Engineers
- Compliance Engineers
- Consultants
- Costing and Planning Engineers
- Design Process Engineers
- Digitalisation Engineers
- Instrumentation Managers
- Energy Engineers
- EP Managers
- Environment Engineers
- Facilities Planning Engineers
- Field Service Engineers
- Fire Officers
- Gas Process Engineers
- Inspection Engineers
- Instrument and Control Engineers
- Instrument Design Engineers
- IT Specialists
- Lead Engineers
- Lead Scientists
- Maintenance Engineers
- Modelling and Planning Specialists
- Network Engineers
- NGL Managers
- Oil Producing Engineers
- Operational Excellence Managers
- Planning Managers
- Plant Engineers
- Process Applications Managers
- Process Control Managers
- Production Engineers
- Process Managers
- Project Managers
- Quality Managers
- Refinery Engineer/Managers
- Reliability Engineers
- Research Engineers
- Risk Assessment Engineers
- Safety and Environment Managers
- Sales and Marketing Managers
- Specialty Products Managers
- Technical Catalysts Managers
- Technical Services Managers
- Technology Managers
- Technology Sales Managers

# WHY PARTICIPATE



## Shape consumer perception

Position your organisation as a supporter of the downstream industry.



## Build brand visibility

Boost your brand presence in front of key downstream vendors, technology providers, operators, policy makers and academia.



## Focus on your target market

Demonstrate your organisation as an industry expert and channel your solutions to a highly relevant and niche sector.



## Gain audience insights

Cater to your customers and engage one-on-one with professionals and understand their challenges.



## Generate new leads

Connect with consumers who are actively in need of your services and drive sales.



## Enhance business, consumer and VIP relationships

Develop deeper, meaningful connections with your target market. Turn your practical insights to strategies that are result-oriented.



A well-managed show, overall. Good material and audience. The quality of this meeting has been steadily improving over the years. Catering requires special mention this time - quality was good. Kudos to the organizers! - **Dr. Pratap Nair, President & CEO, Ingenero Inc**

# EXHIBITOR PROFILE AND STAND RATES



- Marketing distribution and logistics
- Project management
- Refining and petrochemical equipment
- Instrumentation, automation and digitalisation
- Health safety and environment
- Operational excellence
- Products, supplies and consumables
- Consulting and training
- Technology providers
- Refining and petrochemical operators
- Service providers
- Refining catalyst, absorbents and additives
- Energy management
- Gas processing

## BOOK YOUR STAND

### SPACE ONLY (min. 18 sqm)

Includes space, aisle cleaning, pavilion security and listing on the GDA Conference website.

**USD 655**  
per sqm

### EQUIPPED SPACE (min. 9 sqm)

Includes rear and side walls, aisle cleaning, pavilion security, carpet, fascia with company name, 1 table, 3 chairs and electricity connection including 1 twin power socket and 4 spotlights and listing on the GDA conference website.

**USD 765**  
per sqm

\*Above rates are inclusive of Bahrain VAT



# GDA CONFERENCE AND EXHIBITION 2023 SPONSORSHIP PACKAGES

		Platinum USD 100,000	Gold USD 75,000	Silver USD 50,000
<b>Exclusive benefits</b>	Each sponsor will be branded exclusively on a function, an area or an item to be selected from the list of exclusive benefits. List of exclusive benefits provided separately, please contact the organisers	✓	✓	✓
<b>Marketing and Branding benefits</b>	Inclusion of company name and logo in alphabetical order in all event collaterals (subject to deadlines)	✓	✓	✓
	Use of the GDA Conference logo	✓	✓	✓
	Prominent logo branding and link to sponsor's website on the event website	✓	✓	✓
	Prominent logo branding and link to sponsor's website in the electronic newsletters	✓	✓	✓
	Identification with logo on exhibitions maps	✓	✓	✓
	Email campaign sent to all registered attendees on sponsor's behalf	2	1	1
<b>Economical Benefits</b>	Full complimentary delegate passes	12	8	4
	Access to 'GDA Executive Club' for designated registered delegates	6	4	2
	Complimentary space only at the exhibition	58 sqm	39 sqm	21 sqm

\*Above rates are inclusive of Bahrain VAT

# BAHRAIN REIMAGINED



## About Bahrain

Bahrain offers valuable opportunities for businesses and the best market access to growing Gulf economies and beyond. Located at the heart of the Gulf region, Bahrain has a natural geographic advantage, which is continually enhanced through new infrastructure projects. The rich culture and history of Bahrain mixed with modern amenities create a world of possibilities.



## Bahrain Airport

Four times larger than the old airport terminal, the new building has capacity to handle up to 14 million passengers per year. It offers rooms, suites and sleeping pods that can be booked for stays of two hours and upward. There's also a museum space called Cultural Heritage Galleries, which celebrates Bahrain's past and present.



## New Event Venue

Strategically placed within Bahrain's dynamic new events, sports, and entertainment precinct, Exhibition World Bahrain is located adjacent to the Bahrain International Circuit (BIC), Al Dana Amphitheatre, and the soon-to-be developed Bahrain International Sports Precinct. With easy access to the new Bahrain International Airport, 18,000 hotel rooms, and a wide range of attractions and dining experiences, Exhibition World Bahrain, we look forward to hosting you at a world-class venue.



A professional conference for downstream professionals. - Xander de Jong, Principal Process Engineer, R&D, Q8 - Kuwait Petroleum International Ltd

# OFFICIAL SPONSORS

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