



مجموعة الشعيبي  
SHOAIBI GROUP

# 360°

The Quarterly Newsletter of Shoaibi Group

Issue #1 - Volume #2 - May 2010

**Shoaibi Group**  
unveils New Website

**Exhibitions & Events**

**Shoaibi Group &  
Cegelec form JV**

**Shoaibi Group &  
GGs in 3D seismic  
services JV**

**New CTO appointed**

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Exhibition and Events

# Shoaibi Group co-sponsors and exhibits at the 2010 SPE/DGS Annual Technical Symposium and Exhibition



Shoaibi Group co-sponsored and exhibited at SPE/DGS Annual Technical Symposium and Exhibition held on April 4th – 7th, at the Seef Center in Al Khobar, Saudi Arabia.

The Shoaibi Group pavillion, showcased technological partners, ALC, Ingrain and Xtreme Coil Drilling.

The event was a great success and we would like to thank everyone who participated in our Booth, and the organizing committee, for putting the event together.

## INGRAIN

### Ingrain Digital Lab

At Ingrain's digital rock physics lab, we compute the physical properties and fluid flow characteristics of oil and gas reservoir rocks. Our technology leads the industry in measuring shales, carbonates, tight gas sands and oil sands. Using core plugs or drill cuttings, Ingrain can deliver accurate results as fast as 14 days.



### Artificial Lift Co.

ALC develops and delivers innovative and cost effective artificial lift systems to the oil and gas industries. Its revolutionary RIGLESS ESP System makes it possible to install and retrieve ESP's into a well without the requirement of a RIG.



### Xtreme Coil Top Drilling

Xtreme Coil develops and applies leading edge patented and patent related technology and designs to build, transport, and operate new COTD™ drilling rigs, dual purpose drilling rigs to existing customers and to other international operating regions. Xtreme Coil drills with larger coil and conventional drill pipe to reach hydrocarbons in deeper horizons.



# Shoaibi Group and the SPE Young Professionals Technical Symposium

Shoaibi Group participated in and co-sponsored the SPE Young Professionals Technical Symposium (Saudi Arabia section) that took place on March 1st thru March 3rd in, Saudi Aramco at the Plaza Conference Center.



Yousif Al-Tahan was the student outreach vice-chairperson for the Saudi Arabia Section of the Society of Petroleum Engineers' three-day symposium themed "Infinite Potential" for members under the age of 35.

2010 Young Professionals Technical Symposium is the third edition of this annual event. With passion and dedication, the organizing committee, composed of young professionals, had prudently put together a comprehensive technical program to enrich the knowledge wealth of local & regional young professionals. This was the largest Young Professionals gathering ever to take place in the region.

Saudi Aramco president and CEO Khalid A. Al-Falih opened the gathering by emphasizing the importance of young professionals.



Walid Al Shoaibi, (far right) receives sponsorship award from Mohammad Y. Al-Qahtani, (middle) SPE Saudi Arabia Section board member and Saudi Aramco Executive Director of Petroleum Engineering and Development, and Dr. Ashraf Al Tahani SPE Saudi Arabia Section Chairman.



From Left: Sam Simonian, Abdulaziz Al Amoudi, Walid Al Shoaibi, Fahad Al Amer at the opening ceremony



From left: Mae Chami, Abdulaziz Al Amoudi, Fahad Al Amer, at the opening ceremony

## GEO 2010

Ingrain participated in the 9th Middle East Geosciences Conference and Exhibition, that took place from March 7th-10th, 2010 at the Bahrain International Exhibition Centre.

## INGRAIN

Since its inception it has been proved to be a premier event for Geoscientists for knowledge dissemination and growth. It provides a vital platform where professionals can discuss and share new technology and best practices to be used in resolving the unique challenges of

managing and exploiting the most significant hydrocarbon reserves in the world. The theme of the conference focused on the innovative geosciences solutions that contribute to meeting hydrocarbon demand in changing times.



# MIS Arabia Facility Expansion Phase 3



March, 2010

Mr. Khalid Al Shoaibi, Chairman of MIS Arabia Board has officially inaugurated the MIS Arabia facility expansion, Phase-3 in March, 2010. This function was attended by other board members (Mr. Jerry Smith & Mr. Amr Bin Halim), Mr. Mazen Shaat (CEO & GM) and other members of MIS Arabia senior management.

The Phase-3 expansion includes a newly covered workshop of 6000 square meter area, Post Weld Heat Treatment Furnace (8m x 9m x 24m), Blast room and a paint shed.

In addition, MIS Arabia has added 350Tons capacity Manitowoc crane, plate edge planner, CNC profile gas and cutting machine, various capacity rotators, Column

& Boom, etc. This will help MIS Arabia to submit cost effective offers to their clients and thus increase the market share.

As part of the expansion to cater more projects, MIS Arabia has also secured 30,000 square meter land within Jubail Port premises. This module yard is suitable for fabrication of heavy modules (such as MED & MSF for Desalination Plants), offshore structures, tie-in spools, etc.



# Sabic Technical Meeting (STM-9) Exhibition:

April, 2010

Shoaibi Group partners, Wilson Supply, USA and MIS Arabia participated in Sabic technical Meeting 9 in Jubail. The event proved to be an extremely valuable venue for these Shoaibi Group partners to promote themselves to customers like SABIC & other major petrochemical companies in the region in both the MRO and Capital project markets.



## Cegelec & Shoaibi Group form Joint Venture

January 30, 2010 - Paris, France

International technological services provider, Cegelec has entered into a joint venture agreement with Saudi Arabian - Shoaibi Group to form Cegelec Saudi Ltd. The agreement was signed at the Group's headquarters of Saint-Denis (France) between Bernard Lemoine, Cegelec Chief Operating Officer, and Khalid Al Shoaibi, Shoaibi Group Director.

Through Shoaibi Group's local market expertise and strong operations, Cegelec expects to get a strong hold in the Middle East's largest economy and avail from the major oil and gas industry in the region. The new joint venture will allow Cegelec's Oil & Gas division to rely on Shoaibi Group's operations to offer its competencies.

### About Cegelec

Cegelec is an integrated international group providing technological services to companies, public and local authorities. Cegelec is active on the complete service cycle to the client, from design to installation and maintenance, working with its own specialised teams. The Group employs 25,000 people and is present in some 30 countries in France, Europe and other parts of the world, through a network of 200 agencies and over 1,200 offices.

[www.cegelec.com](http://www.cegelec.com)



From left - Khalid Al Shoaibi – Group Director with Bruno Zanni, Cegelec Director Business Development shakes hands on the new joint venture in Paris, France.

## Shoaibi Group and Global Geophysical Services enter into Joint Venture to provide seismic 3D services in Saudi Arabia

Al Khobar, Saudi Arabia Jan, 2010

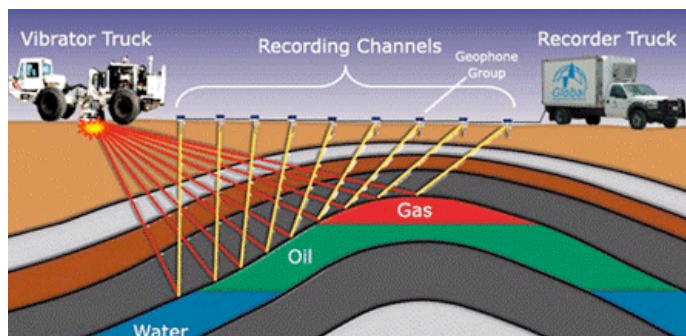
Global Geophysical Services, a leading provider of seismic technology entered into a joint venture with Shoaibi Group, a leading Saudi conglomerate to establish Global Geophysical Services Arabia Co. Ltd. (GGSA). Based in Al Khobar, Saudi Arabia (GGSA) will provide Reservoir Grade 3D (RG3D®) seismic acquisition services which enables the processed data gathered to create highly accurate images of the earth's subsurface. Exploration and production companies in Saudi Arabia would be able to use these images to locate potential oil & gas reserves based upon the geology observed. Both organizations will actively participate in the management of the joint venture, and the first Chairman appointed for the joint venture company is Khalid Al Shoaibi.

Khalid Al Shoaibi, Group Director of Shoaibi Group, "We are committed to providing significant resources and in-depth local market knowledge to GGSA and I am confident that our joint venture will benefit Saudi Arabia's exploration market tremendously."

*Richard Danger, President and CEO of Global Geophysical Services Inc, said, "Teaming up with Shoaibi Group is a winning combination. Their excellent reputation and market expertise will expedite our access into the Saudi Arabia market successfully."*

### About Global Geophysical Services, Inc.

Global Geophysical Services (NYSE: GGS) is a leading worldwide provider of "reservoir grade" (RG3D®) seismic data acquisition services, data processing, interpretation services and multi-client seismic data library products to an international client base. Headquartered in Houston, Texas, GGS was built from the ground up by a team of the most experienced leaders in the seismic industry. Global Geophysical Services combines innovative design techniques and environmental responsibility with advanced application of modern and emerging technologies to facilitate the success of its clients. To learn more about Global Geophysical, visit [www.GlobalGeophysical.com](http://www.GlobalGeophysical.com)



A three dimensional (3D) survey is acquired with a surface geometry, a grid of source lines and receiver lines extending over very large regional areas. The size of this grid varies with and depends on the size, depth, and geophysical characteristics of the geologic objective to be imaged. Global Geophysical specializes in acquiring high density, Reservoir-Grade 3D (RG3D®) data sets and provides land and marine seismic acquisition solutions on a proprietary contract or speculative basis

## Xtreme and Shoaibi Group form Joint Venture



March, 2010

Shoaibi Group and Xtreme Coil have formed the first joint venture, Xtreme Coil Drilling Saudi Arabia Ltd. The parties to the joint venture agree to work on an exclusive basis to provide mutual benefit by introducing and engaging Xtreme Coil's contract drilling services to exploit current and future opportunities with respect to oil and natural gas development projects in Saudi Arabia.

# Xtreme Coil Drilling Corp awarded 2 long term contracts in Saudi Arabia



*Xtreme Coil Drilling Corp. announced entry into the Middle East following the award of a long-term contract for two XTC 200DTR(PLUS) drilling rigs to operate in the Kingdom of Saudi Arabia. Operations Start-up in Saudi Arabia*

Christensen Saudi Arabia Limited, an affiliate of Baker Hughes Incorporated, awarded the two-year contract to Xtreme (Luxembourg) S.A., a wholly-owned subsidiary of Xtreme Coil. It is expected that, on or before March 31, 2010, Xtreme Coil Drilling Saudi Arabia Limited, a newly created joint venture owned 80 percent by Xtreme (Luxembourg) S.A. and 20 percent by

Shoaibi Group, will be assigned this contract after the remainder of the joint venture details are finalized.

The long-term contract requires two fit-for-purpose drilling rigs to perform under balanced coiled tubing drilling on re-entry wells in the natural gas fields located in southern Saudi Arabia. The parties expect the first of the two rigs under contract to commence drilling early 2010 2Q. The two-rig contract has an option for an extension of one year as well as the potential to increase the number of rigs deployed.

Xtreme Coil has been advised the project involves re-entering existing wells and drilling horizontally into untapped reservoirs which are critical to overall reserves recovery. The target wells are deep and technically challenging, have multi-lateral well profiles and require under balanced drilling.



XTC 200DTR(PLUS)

President of Baker Hughes Integrated Operations, Russell M. McNicoll, commented

*“Baker Hughes is extremely pleased to work with Xtreme Coil to deliver a fully integrated suite of drilling services utilizing the technology of the XTC 200DTR(PLUS) series rigs. Together, we anticipate delivering a value-adding service to our coiled tubing drilling re-entry project.”*

# J. Ray McDermott S.A. wins \$1Billion Aramco offshore infrastructure deal



*J. Ray McDermott S.A. and McDermott Arabia (J Ray), has been awarded a project to upgrade crude gathering and power supply facilities in Saudi Aramco’s Safaniya field. The facility, infrastructure upgrade and electrification project will help sustain crude oil production to meet Saudi Aramco’s Maximum Sustainable Capacity targets for the field by 2013.*

Steve Johnson, President and Chief Executive Officer of J. Ray said, “Innovative engineering, global procurement strength, installation by

our new pipelay barge LB32 in tandem with other vessels from our fleet, and our firm understanding of Saudi Aramco’s requirements enabled us to develop an execution strategy to deliver this significant project to meet the customer’s demands.”

The work includes engineering, procurement, construction, and installation – EPCI – of a new tie-in platform (STP-20) with a 6,000-tonne topside, a new electrical deck module for an existing platform (STP-18), a 53-kilometer, 42-inch trunk line, four new in-field lateral flowlines and valve skids, 156 kilometers of subsea electrical cable, and the modification and electrification of nine existing wellhead platforms.

Saudi Aramco has continuously employed ground breaking methods and technology for the electrification of the Safaniya field, incorporating the



largest power cables in the region.

Engineering design work will begin in the second quarter of 2010 with contract completion expected during 2013. The multi-faceted nature of this project will allow J. Ray to demonstrate its full range of services, from design development, detailed engineering, procurement, construction of new facilities, installation of platforms, pipelines and cables, as well as brownfield modifications to existing facilities from its regional headquarters in Jebel Ali. J. Ray has successfully executed Maintain Potential Projects for Saudi Aramco in the Berri, Marjan, Zuluf, Abu-Safah and Safaniya fields since the early 1980’s.

McDermott Arabia is a joint venture between Petroco (Shoaibi Group) and J. Ray McDermott S.A.



# Shoaibi Group secures important POs from Saudi Aramco



**The group’s Trading Director Nidal Al Bargawi stated:**

*“These orders confirm the leading position achieved by Shoaibi Group at Saudi Aramco and maintains the successful long standing relationship of our Group with our various strategic principals”.*

## Oil and Gas technology provider, Tendeka, appoints Shoaibi Group as its exclusive Sales and Marketing Agent in Saudi Arabia



March, 2010

The leading innovative completions provider Tendeka and Saudi Arabian Oil Field Services & Trading outfit Shoaibi Group entered into a collaboration agreement whereby Shoaibi Group was appointed as exclusive sales and marketing agent for Tendeka products & services in the Kingdom of Saudi Arabia.

The range of Tendeka products & services include: swellable packers products and services, data management, interpretation services, flow modeling / applicable software packages, wireless productions optimization solutions; reservoir monitoring solutions; LCD/core completions products and services, Tendeka can be assured to be awarded projects and contracts through Shoaibi Group’s strong market expertise in the oilfield services industry in Saudi Arabia.

Khalid Al Shoaibi, Group Director said, “We are honoured to have been appointed to represent Tendeka innovative products & services in the region and we will dedicate our expertise in successfully promoting Tendeka across the region.”

Neale Carter, CEO of Tendeka said, “We are confident that to have appointed the best Group to represent our product line and services and with Shoaibi Group’s strong market knowledge and resources.

### About Tendeka:

Tendeka was formed in 2009 to create an innovative completions company.

With multiple game-changing patents and ground-breaking technologies, Tendeka’s products and services add value, reduce uncertainty and maximize recovery efficiency to clients’ wells across the globe.

Tendeka combines digital monitoring experts, Sensornet, swellable elastomer specialists, Swellfix, wireless well communication providers, Well Technology, and sand-face completion experts, Flotech.

Through these subsidiaries, Tendeka now employs 100 people across a network of 18 regional bases, strategically located in key energy hubs including the North Sea, Middle East and Asia-Pacific.

[www.tendeka.com](http://www.tendeka.com)



Integrated Electronics Trading Company Ltd a Shoaibi Group company (INELCO), has signed a three years framework purchase agreement with Saudi Aramco for supply of wide range of valve products.



Integrated Electronics Trading Co Ltd (INELCO) has received a PO from Petro Rabigh for the supply of valves and spare parts products. The equipment will be manufactured by Italy-based PetrolValves, whom INELCO represents in KSA.



Gentas secures a major order for the supply of OCTG to Saudi Aramco.

(Gentas) has been awarded a major purchase order from Saudi Aramco for the **supply of 9,707 tons of 9 5/8 53.5”** premium casing to Saudi Aramco’s Drilling & Workover Department. The pipes will be manufactured by Tenaris at its factories in Siderca (Argentina).



SCICL has been awarded a purchase order from South Rub Al Khali Company Ltd (SRAK) for the supply of high Pressure, Temperature, and H2S Tree and Wellhead assembly for designated SRAK Kedan#8 exploration gas well from FMC Technologies to Saudi Aramco.

Supply of “3 sets 4-1/16” 5K Partial Clad Trees and wellhead accessories” from FMC Technologies to Saudi Aramco.



Supply of 3 sets of Hydraulic Disconnect Tools from Welldynamics.



Supply of Tendeka Swellfix products and Flotech ICDs to Saudi Aramco.

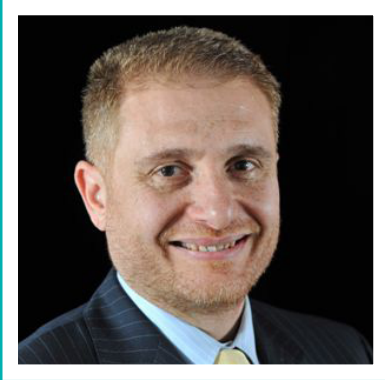
Supply of 2 3/8 Inch Swell Packers from Tendeka - Swellfix to Saudi Aramco

Floseal 4” RL Mechanical Packers from Tendeka - Flotech to Saudi Aramco.



Supply of Alcatel SDH Transmission Equipment Spares to Saudi Aramco.

# Oil and Gas with Passion...



**Ahmed Kenawi**  
Group Director – Oilfield Services

Ahmed Kenawi has left Shoaibi Group to move to Houston, Texas, where he will re-join Halliburton as Vice President of Applied Technology.

In a period of rapid growth and development Ahmed Kenawi brought a passion and energy to the Shoaibi Group; which will be missed, not least for the decibel level!

Ahmed in his tenure with the group helped to shape the strategic direction and focus of the group to invest, develop and evangelise new technologies across the MENA region. In this same period Shoaibi Group has invested in its most important asset, people; recruiting the most qualified regional oil and gas team to support and serve our joint venture partners and principals ... a strategy fully endorsed and until recently led by Ahmed. The Group has also invested in leading technology companies namely: Artificial Lift Company, FloTech, FoTech and Ingrain; all with the close involvement and support of Ahmed; in addition to creating a locally based Research & Development incubator for new technologies.

Ahmed will be continuing his passion for technology with Halliburton and we wish him and his family every success !

written by Mark Jenkins

**Effective April 1st, 2010** Ali Al Daftari will act as interim General Manager for SG Algeria

**Effective 1st May 2010**, Laila Al-Faifi will act as interim HR Officer in place of Mohammed Abdulaal who has left the company.

# Hello and Welcome....

## Saudi Arabia



**David Malone**  
Chief Technology Officer,  
(Executive Management)

**April 1st 2010**

Dave Malone has been appointed as Chief Technology Officer for the Shoaibi Group. In this capacity he will lead the group's investment activities in Oil and Gas Technology that is appropriate for the MENA markets. In addition he will assist Shoaibi Group portfolio companies in their technology and business development activities. Dave will report directly to the Shoaibi Group Board of Directors.

Prior to joining the group Dave worked for more than 26 years at Schlumberger. Most recently he served four years as a Portfolio Manager for the Corporate Development Group in Houston where his primary objective was to identify and acquire technology based businesses matching the strategic needs of Schlumberger. Some of his projects included the acquisition of Nexus Geosciences, Insensys Subsea Sensing systems and Raytheon's heavy oil conversion technology. In addition he managed the divestment of Schlumberger's drilling business in Gabon and established joint ventures or equity investments in New Tech Engineering and Advanced Completions Technology.

Dave holds 22 patents in the MWD, LWD, Directional Drilling, Seismic and Completions domains. He is a member of the Society of Petroleum Engineers, American Society of Mechanical Engineers and the Association for Corporate Growth. He holds a B.S. in Mechanical Engineering from the University of Kentucky.



**Sajid Waraich**  
Financial Planning  
and Analysis Manager  
(Finance Department)

**April 15, 2010**

Sajid Waraich has joined the Finance Team as Financial Planning and Analysis Manager

Sajid qualified as a Chartered Accountant with KPMG and has also worked at Ernst & Young, UK electricity supplier NPower, Investment Bank Dresdner Kleinwort and Richmond, a residential property investment company.

He has sector experience in energy, construction, mining, property and utilities. His professional experience includes forecasting, investment appraisal, business valuation, financial modelling, audit and due diligence.

His first assignment at Shoaibi will be to streamline the reporting of the JVs financial and commercial information, and hence improve the visibility of activity and performance of the Group's investments. In addition to managing the portfolio reporting, he will offer support to JVs where required, manage the Group budget and forecasting process and assist the operations and Corporate Development teams with financial modelling and analysis as required.

Sajid has a BSc in Economics from Manchester University.



**Ali Jaffar**  
Senior Technical Account Manager  
(Oil field Services Department)

**January 1st 2010**

Ali Jaffar has joined the Shoaibi Group Oil and Gas Division in Jan 2010 as Senior Technical Account Manager for Drilling & Evaluation Services.

Ali has over sixteen years experience across the US, Asia & the Middle Eastern markets working in senior management positions at multinational Oil Field Services companies such as Baker Hughes, Schlumberger and Grant Prideco-NOV.

Ali is a graduate of Texas A & M University holding a B.Sc. in Petroleum Engineering

**December 16th 2009**

**Shayma Assiri**  
Travel, Procurement & Insurance Coordinator

Shayma joined the Finance Team at the end of 2009. Previously, Shaymaa worked with DNATA Travels, as a Sales Agent, and has held IT related roles in a privately owned Saudi company. She is skilled in web designing, Programming & Data Structuring Oracle, Database Analysis & Design Advance Database Designing Data Networking & Communication, and Form Designing.

In her capacity she will be supporting and coordinating three areas Travel, Procurement and Insurance.

**December 19th 2009**

**Reem Al Shammari**  
Logistics Coordinator-Trading Operations

Reem joined the Trading team as Logistics Coordinator. Reem holds a new graduate holding diploma in computer programming, and is currently studying Business Administration in IMAM University, Saudi Arabia.

**February 7th 2010**

**Sarah Al Omar**  
Junior Accountant  
Finance Department

Sarah joined the Group in February as a Junior Accountant in the Finance Department. She previously worked as an accountant in Al Rammah International Holding Co, Al Muhanna Trading and Contracting. She is certified in Oracle software, and designing financial template forms. Sarah holds has a bachelors' degree Accounting from King Faisal University.



**Tariq El Husseni**  
Government Relations Officer  
(Government Relations Department)

**February 1st 2010**

Tariq joined Shoaibi Group in February and is be responsible for all of SG's Joint venture partner Government Relations in Saudi Arabia.

He has extensive experience in personnel relations such as issuing visit & residential visas for a multinational group of employees, as well as processing car registrations, land expansion, RA licenses, and electrical supply from SCECO.

Tariq was formally Expro's legal representative handling all their GR and HR matters and has held GRO posts previously with Al Said Group and Arab Establishment for Projects.

**Bahrain**



**Michelle Manera**  
Legal Counsel  
(Legal Department)

**March 28th 2010**

Michelle joined the Shoaibi Group as the Group's Legal Counsel, based out of the Bahrain office. She was admitted to practice law in 2006 and has worked in private practice for the past four years. Prior to joining the Group, she worked in Bahrain as a Corporate Associate for international law firm Trowers & Hamlins. Michelle has experience in mergers, acquisitions, joint ventures and private equity. Michelle holds a Bachelor of Laws (Hons) / Bachelor of Accountancy from the Queensland University of Technology in Australia.

**Baby News Congratulations!**

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**Imtiaz Ahmad was blessed with a baby boy on April 2nd, 2010**

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**Mohammad Shah Alaam was blessed with a baby boy on April 12, 2010**

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**Mr. Fouad Al Karout was blessed with a grandson on January 19, 2010**



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***Your feedback is  
valuable to us!***

*Thank you to all markets,  
and partners for your input  
and valuable news that was  
contributed to this issue of our  
newsletter. We look forward to  
your comments suggestions and  
articles for the next issue.*

*Tell us what you think of the new  
format of the Newsletter.*

*All ideas, criticism and of course  
praise are welcomed.*

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