

# Trade Mission to Saudi Arabia's Eastern Province - 23<sup>rd</sup> to 25<sup>th</sup> of March 2020

(rév.1 18 Feb 20)

*An opportunity to strengthen business relationships with SAUDI ARAMCO, its subsidiaries and joint venture partners, in the fields of Oil & Gas, Refining, Petrochemicals and Chemicals, Energy and New Technologies*

**EVOLEN, in partnership with BUSINESS FRANCE**, is organizing a visit to the Kingdom of Saudi Arabia, Eastern Province, at **Dammam, Dhahran and Al Jubail**, of a French delegation of businesspersons and industrial managers from the Downstream Sector, in March 2020

This edition follows the successful meetings organized in July 2018, March 2019 and September 2019 with SAUDI ARAMCO in Paris, and December 2019 in Lyon.

The meetings will highlight the strong innovative capabilities of the French industry in the fields of Oil & Gas, Refining, Petrochemicals and Chemicals, Energy and New Technologies.

## General context – SAUDI ARAMCO's expansion and growth

Saudi Aramco is the world's largest oil producer with a vision to be the world's leading integrated energy and chemicals company. The company produces 10.5 million barrels of crude oil per day and is planning a major investment program over the next 10 years; this transition calls for significant expenditure in infrastructure and energy transformation.

- **IKTVA Program:** In line with the VISION 2030, Saudi Aramco is aiming to achieve 70 % of local content and 30 % of export by 2021 and maximize long-term economic growth and diversification through the "In Kingdom Total Value Add" (IKTVA) Program with its suppliers.
- **IPO:** Saudi Aramco has achieved the biggest initial public offering in history by raising \$25.6bn for the Saudi state in its market debut, emerging as the world's most valuable listed company.
- **SABIC:** Earlier this year, Saudi Aramco has signed share purchase agreement to acquire 70 % majority stake in SABIC, a chemical world-class company. This transaction is a major step in accelerating Saudi Aramco's transformative downstream growth strategy of integrated refining and petrochemicals. Saudi Aramco aims to increase its large refining capacity and plans to convert 2 million-to-3 million barrels per day of oil production to petrochemicals by 2030.
- **In 2018, Saudi Aramco and Total** (present since 1974 in Saudi Arabia) signed a MoU for the construction of a petrochemical complex in Jubail, with commissioning planned for 2024. The total investment is estimated at 9 bn dollars (4 bn dollars for petrochemical and downstream units. Front-end engineering and design are ongoing. SATORP has already built one of the world's largest refining-petrochemical platforms in Jubail. Its production capacity is 400,000 barrels of crude oil per day, or 20 million tonnes per year.

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### PROGRAM TO DATE

*A detailed program will be further confirmed*

#### Objectives of the French business delegation:

- To provide the French Companies with comprehensive insights into business opportunities with SAUDI ARAMCO, and to highlight the positive investing climate within Saudi Arabia,
- To understand SAUDI ARAMCO's investment strategy, upcoming projects, needs and in-depth initiatives such as IKTVA Program,
- To develop partnerships between companies of both countries in line with the Saudi Vision 2030,
- To learn from and to share best practices with French Companies with established operations in the Kingdom,
- To meet with major investors and clients,
- To share with experts legal and fiscal aspect.

**Program to date:** meeting with SAUDI ARAMCO at Dhahran headquarters; meetings with industrials and investors at the world largest Refining and Petrochemical Complex at Al Jubail; potential meetings with SABIC, SATORP (JV Saudi Aramco with Total), AIR LIQUIDE, SADURA (JV Saudi Aramco with Dow Chemicals), KEMYA (JV SABIC with ExxonMobil), SASREF (JV with Shell), etc.

**Expected schedule** (subject to modification according to availability of stakeholders)

#### **MONDAY 23<sup>rd</sup> of March 2020 – Dhahran – Headquarter of SAUDI ARAMCO : Comprehensive insights on the business in Saudi Arabia and with SAUDI ARAMCO, its subsidiaries and affiliates**

*The purpose of this first day is to develop a comprehensive insight into business opportunities with SAUDI ARAMCO and its subsidiaries, in the context of the newly developed IKTVA Program, and highlight the positive investment climate within KSA.*

Morning: Welcome meeting at Dammam-Le Meridien Al Khobar hotel

Transportation by bus from Le Meriden Al Khobar hotel to Dhahran, headquarter of Saudi Aramco

Afternoon:

- Meetings with executives, financial and project managers, engineering managers and decision makers at SAUDI ARAMCO's subsidiaries and partners, SABIC, and so on.

Transportation by bus from Dhahran to Dammam-Le Meridien Al Khobar hotel

Evening: Diner offered by the organizers (if time allows it)

**TUESDAY 24th of March 2020 – Dammam: Meetings with local partners at Chamber of Commerce**

*The purpose of this third day is to meet with local potential partners, active in the local business, and to create trustable relationships with French Companies*

- Networking session with Delegation, French Ecosystem, Economic Department, French Foreign Trade Counselors
- Meetings with Eastern Region Saudi Trade Chamber of Eastern Region at Al Khobar
- Meetings with Saudi Companies and potential partners

Afternoon:

- BtoB meetings (as per request) and networking

Transportation by bus from Dammam Le Meridien Al-Khobar hotel to Al Jubail Golden Tulip hotel

**WEDNESDAY 25th of March 2020 – Jubail area : Meetings with Industrials and Investors**

*The purpose of this second day is to introduce the decisional stakeholders, investors, JV with SAUDI ARAMCO, that are going to invest huge amount in the coming decade in the Downstream, Petrochemical and Chemical sectors in the Eastern Region*

Morning:

- Meetings with SATORP (JV SAUDI ARAMCO-TOTAL); presentation of SATORP development and future investment; networking meetings
- Visit of plant (if possible);

Afternoon:

- Meetings with SADARA (JV SAUDI ARAMCO-DOW CHEMICALS); presentation of SATORP development and future investment; networking meetings
- Potential meetings with AIR LIQUIDE or KEMYA (JV SABIC with EXXON MOBIL), or SASREF (JV SAUDI ARAMCO with SHELL)

Transportation by bus from Jubail to Dammam Le Meridien Al-Khobar hotel

**Contacts:** for information on the program, visit and meetings with client and partners

**EVOLEN**

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Paris – France

**BUSINESS FRANCE**

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Riyadh - Saudi Arabia

## Trade Mission to SAUDI ARABIA's EASTERN PROVINCE – 23<sup>rd</sup> to 25<sup>th</sup> of March 2020

### PRICING - PARTICIPATION FEES and SPONSORING OPTIONS

#### Participation of Companies at the Trade Mission (within the limit of available places)

- The participation at the Trade Mission is: **2800 € HT per Company**
- Discounted price for small companies: **2200 € HT per Company** (applicable for EVOLEN's members registered at EVOLEN in categories A05 to A12 and B05 to B09 only : [more information](#))
- Extra participant from the same company (2 extra maximum within the limit of available places): **500 € HT/ person**
- The second subscription only is free for all EVOLEN's members

For registration and payment, **please click on the following link**

**Closing date for registration: opened –**

**Contact for registration: Ms Chantal Burlot – [c.burlot@evolen.org](mailto:c.burlot@evolen.org)**

#### Participation at a Sponsorship Program

The program is opened to any French Company (recommended for companies already based in Saudi Arabia)

**Silver Offer: 3000 € HT** - The offer includes:

- Invitation at official dinners
- Announce and acknowledgment all along the events (and during the official speeches)
- Announce and acknowledgment during coffee and lunch breaks
- Your logo inserted on the invitation sent to the participants, the events' program, the front cover of the catalogue of the mission distributed to the audience, the main display screen used for presentations, the USB drivers given to the participants,
- Your roll up with logo installed within available areas during the events, during coffee and lunch breaks
- Option to place promotional material on shared literature tables
- Your electronic brochure inserted on the USB driver offered to the participants

**Silver plus Offer: 5000 € HT (2800 € participation fee + 2200 € sponsorship)** = Silver Offer + Participation at the event

**Gold Offer: 6000 € HT** = Silver Offer + following advantages

- A time slot of few minutes at opening meeting, and during major speeches (official diner ...)
- A full-page presentation/advertising inside the catalogue distributed to all participants

**Gold plus Offer: 8000 € HT** (2800 € participation fee + 5200 € sponsorship) = Gold Offer + Participation at the event

**Contact for sponsorship:**

**Mr Romain Provost:** [r.provost@evolen.org](mailto:r.provost@evolen.org)

**Ms Sophie Rozier:** [sophie.rozier@businessfrance.fr](mailto:sophie.rozier@businessfrance.fr)

## TRADE MISSION to SAUDI ARABIA' s EASTERN PROVINCE

23<sup>rd</sup> to 25<sup>th</sup> of March 2020

### PRACTICAL INFORMATION

**Recommended accommodations:** il est de la responsabilité des participants de réserver à l'avance leurs nuits d'hôtel, et de régler sur place les nuits passées, les petits-déjeuners et les repas (à l'exception des repas organisés par EVOLEN)

Nous recommandons aux participants de réserver les hôtels qui suivent, en mentionnant lors de la réservation "Corporate rate Business France / Ambassade de France" :

- Le Méridien Al Khobar pour les nuits de dimanche 22 mars, lundi 23 mars et éventuellement mercredi 25 mars

Contact : [reservation.alkhobar@lemeridien.com](mailto:reservation.alkhobar@lemeridien.com)

Corporate rate : Deluxe Sea View – 850 SAR, petit-déjeuner et taxes compris

- Golden Tulip Jubail pour la nuit de mardi 23 mars

Contact : Mr. Mohamed Fathy : [fb@goldentulipaljubail.com](mailto:fb@goldentulipaljubail.com)

Corporate rate ci-dessous, petit-déjeuner compris sans taxes incluses (TVA de 5 % et taxe municipale de 2,5 %)

Room Type	Single	Double
Business Suite	350 SAR	400 SAR
Executive Suite	450 SAR	500 SAR
Panoramic Suite	550 SAR	600 SAR

Généralement, un numéro de carte est demandé pour bloquer la réservation et le paiement s'effectue sur place.

**Visas :** Il est de la responsabilité des participants à la mission d'obtenir un visa pour l'entrée dans le pays.

Business France informe que le Ministère Saoudien des Affaires Etrangères confirme que les visas "tourisme" et "affaires"; il est donc possible d'obtenir un visa "tourisme" pour un déplacement professionnel, et cette pratique est très largement utilisée par les visiteurs en mission.

La procédure se fait entièrement en ligne pour les ressortissants de 49 pays (dont la France). L'enregistrement prend une dizaine de minutes et le visa est délivré dans les cinq jours suivants. La durée du visa étant limitée, il est recommandé de ne prendre le visa que dans le mois qui précède le déplacement. Lien ci-après <https://visa.visitsaudi.com/> : [Cliquer](#)

Ceux qui souhaiteraient toutefois obtenir un visa « d'affaires » devront obtenir une lettre d'invitation d'un sponsor local et passer par une agence agréée.

Ci-dessous les coordonnées du contact utilisé par Business France pour les visas d'affaire :

Laila Al Maarek  
Executive Project Officer



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For Latest Saudi news updates and regulations, please [CLICK HERE](#)

### **Vols préconisés pour participer à la mission :**

#### Dimanche 22 mars

- SV144: 11:25 (Paris CDG) è 19:15 (Riyadh King Khalid International)
- SV1162: 22:30 (Riyadh King Khalid International) è 23:30 (Dammam King Fahd International)

Il y a aussi un vol AF-KLM Paris-Amsterdam-Dammam (7:10-18:50) le dimanche 22 mars avec changement d'avion à Amsterdam.

#### Mercredi 25 mars (vols de nuit, arrivée le jeudi 26/03 au matin à Paris)

- SV1165: 22:00 (Dammam King Fahd International) è 23:10 (Riyadh King Khalid International)
- SV143: 02:30 (Riyadh King Khalid International) è 07:00 (Paris CDG)

Il y a aussi un vol AF-KLM Dammam-Amsterdam-Paris (1:35-9:35) le jeudi 26 mars très tôt avec changement d'avion à Amsterdam.

### **Contact for practical information EVOLEN**

**Ms Chantal Burlot** – [c.burlot@evolen.org](mailto:c.burlot@evolen.org) – tel: +33 1 471 17 60 68