

# Gastech

## Conference & Exhibition

UK | ExCeL London | 8-11 October 2012

26TH EDITION

Hosted by

BG GROUP



**EXHIBIT WITH US IN 2012**

Fuelling the future by  
investing in Gas

[www.gastech.co.uk/exhibit2012](http://www.gastech.co.uk/exhibit2012)

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**EXCeL**  
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# Gastech - the industry's event

## 26th Gastech conference & exhibition heads to London's ExCeL in 2012

**EXCeL**  
LONDON  
An ADNOC Group Company

The 26th Gastech conference and exhibition, the global meeting place for energy industry professionals, will take place at the award-winning ExCeL Conference & Exhibition Centre in London's Docklands, 8-11 October 2012.

Gastech 2012 London will bring together thousands of commercial and technical industry professionals for unrivalled networking, new business opportunities, the exchange of ideas and to showcase the latest innovations, technologies and developments across the gas value chain. For exhibitors, there's no better place to reach the gas industry's major buyers and decision-makers.

Now in its 39th year, Gastech is proud to serve the broad and diverse spectrum of the global gas industry - with its roots firmly in gas shipping; the event has evolved to encompass all aspects of the upstream, midstream and downstream sectors.

*"We are delighted to be hosting the 26th edition of Gastech conference and exhibition in London 2012. As one of the world's most significant gas events, we look forward to welcoming all of the industry's key players and decision-makers for a four-day event that promises to deliver significant business opportunities and networking at the highest level."*

**Sir Frank Chapman, BG Group,  
Chief Executive**



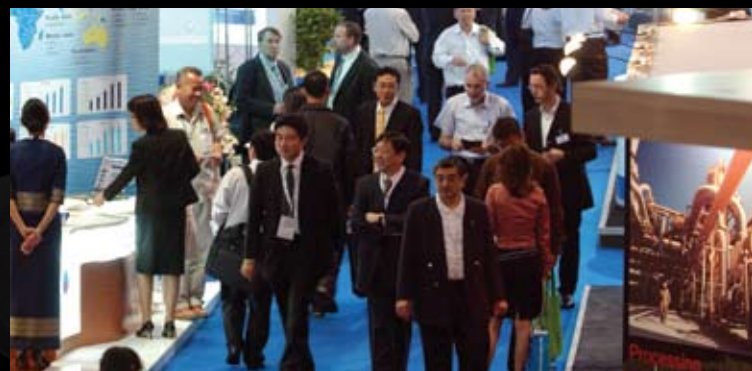
With support from industry associations and media, as well as a respected conference Governing Body, Gastech is an event run by the industry, for the industry. Comprising a large-scale exhibition and high-level conference, alongside exceptional networking, make sure your organisation is seen at the must-attend industry event in the global gas calendar.

## UK gas market: a move from domestic gas production to global imports

For many years, UK North Sea gas production provided self-sufficiency for the UK natural gas market with surpluses being exported. In recent years, however, the decline of UK domestic gas production has been material and the UK is now a net importer of gas. Since 2006, the UK has received significant natural gas imports through new pipelines from Norway and the Netherlands. These have so far been largely sufficient to meet demand, but in the coming years it will be increasingly necessary to rely on other import sources to mitigate supply shortfalls.

In order to both make up these shortfalls and increase energy security by diversifying its gas supply portfolio, the UK has in recent years turned to shipping in Liquefied Natural Gas (LNG). Over time, LNG imports could account for as much as 40-50% of total UK supply, and already many of Europe's largest LNG terminals are operating in the UK, including regasification and storage facilities such as Grain, Dragon, South Hook and Teesside. The composition of the UK gas supply is therefore changing rapidly and, with import dependence continuing to grow, will become an ever more significant issue.

Increasing fears about the security of supply, however, are also driving the rest of Europe towards diversification away from dependence on Russian gas, and LNG imports form one of the most viable solutions to ensuring more independent energy policy for these European countries as well. Thus in the future the UK will be competing with European and emerging Asian markets for LNG cargos that can - to an extent - switch between destinations across the globe. The UK natural gas market therefore faces a paradigm shift both in supplies (a move from domestic gas production to global importing), and in prices, with a growing link to global gas and oil prices.



# Why exhibit with Gastech?

Leading gas producers, engineering contractors, manufacturers and technology and service providers choose Gastech time and again to meet and influence the industry's most valuable buyers and decision-makers.

Exhibition visitors represent a cross-section of the entire gas supply chain, comprising company representatives actively involved in sourcing suppliers, developing partnerships and making decisions that lead to the purchase of gas-related products and services.

## Our audience

### How is our audience made up throughout the Gas supply chain?

#### Gastech Upstream

The upstream element of the show will incorporate many important processes including Exploration, Drilling completion, Facilities Management, Reservoir Management and Health and safety.

- **Subsea and Offshore:** Marine Seismic Surveying, Offshore Drilling Technology, Enhanced Recovery, Instruments and Control, Flow Assurance, Landing String Services, Lift Systems, Marine Equipment and Services, Offshore Platforms, Offshore Well Equipment/Services, Power Supply, Process Equipment, Pump Equipment, Safety Equipment, Ships Vessels Equipment, Technical, Lab and Computer Services, Pipelines, Valves, Subsea Manifolds, Subsea Tree Systems, Subsea to Subsurface
- **Drilling Technology:** Coiled Tubing, Measurement While Drilling, Slimhole Drilling, Logging while Drilling, Drilling Technology, Well Services and Control, Hydraulic Fracturing, Horizontal Drilling, Casing, Rigs
- **Production and Technology:** Gas Turbines, Compressors, Steam Turbines, Drives, Heat Exchangers, Control and Safety Valves, Steam Condensers, Product Installation, Maintenance, Centrifugal Pumps.
- **Reservoir Management:** Operations, Development, Well Completion Technologies
- **Exploration and Production:** Computer Hardware and Software, Data Storage, Seismic Instruments, Geophysical Services and Equipment, Gas Origination

#### Gastech Midstream

The midstream element of the show will mainly incorporate Pipelines and Shipping as well as technologies and liquefaction.

- **Pipelines:** Pipeline Projects Procurement, Technical and Commercial challenges for Major Pipeline Projects, Onshore Pipeline Technology, Offshore Pipeline Technology, Safety and Security Management, Route Design and Planning, Pipeline Operations, Construction, Excavation, Damage Management, Corrosion, Welding, Maintenance and Repair, Coating Materials, Inspection Management, Integrity Management, Environmental Health and Safety, and Valves
- **FLNG:** Offloading Technologies - Ship-To-Ship, Tandem & Cryogenic Hose transfer, Containment Systems - ADBT, Moss System & Sloshing, Liquefaction Technologies - Liquefaction requirements, Power Requirements, the challenge of Sour Gas, & Critical Equipment selection, Energy Companies, Floating Production, Storage and Offloading Operators/Designers, Floating Storage, Regasification Unit Operators, Shipyards, Marine Engineers, Systems Providers and Financiers
- **Shipping:** Tender Management, Chartering, Contracting, Safety, Mooring and Jetty Infrastructure, Cargo-Handling Equipment, LNG Regasification Vessels, Floating Storage and Regasification Units (FSRUs), Ship-to-Ship transfers, LNG Floating Production Storage and Offloading (FPSO) Vessels, Q-flex and Q-max LNG Carriers
- **Liquefaction**

#### Gastech Downstream

The downstream element will feature Utilities, Terminals, Regasification, storage and Trading.

- **Terminals:** Gas Turbine Packages for Power Generation, Turbo Expanders, Air Cooled Heat Exchangers, Control & Safety Valves, Product Installation & Maintenance Services
- **Storage:** Aquifer Reservoirs, Salt Cavern Reservoirs, Depleted Gas Reservoirs, Underground Storage, Carbon Capture Storage (CCS), Cryogenics,
- **Trading:** Trading Systems, Active Trading Programs, Carbon Credits, Emission Permits & Transfer of Permits, Economic Incentives
- **Utilities:** Refineries, Gas Processing, Transportation, Plants, Safety Equipment
- **Legal / Policy:** Commercial Management, Contracts, Health and Safety, Governmental Policy, Associations and Government Bodies, Markets, Prices and Optimisation

**88%** of visitors had responsibility to authorise a purchase

**79%** of visitors came to meet new potential suppliers

**32%** of attendees found a new business supplier as a direct result of attending

**Job titles**

Chairman / President / CEO	31%
Commercial / Business Development / Trader Manager	24%
Project Directors / General / Operations	8%
Purchasing / Buyer / Manager	4%
Technical Directors / Managers / Engineers / R&D	13%
Other Directors / Managers	6%
Analyst / Consultant / Financial / Legal	14%

**Influence on purchasing**

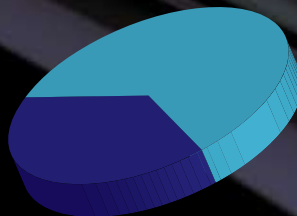
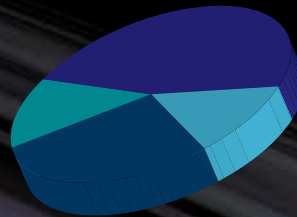
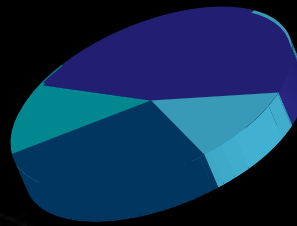
None	12%
Influence	46%
Specify	13%
Authorise	29%

**Visitors who have purchased from or are likely to invest with Gastech exhibitors as a result of attending Gastech:**

Yes	61%
No	39%

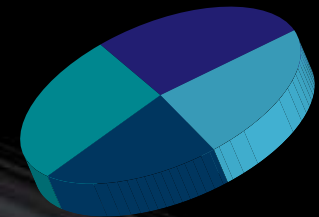
**Visitors were interested in a wide range of company types**

Oil & Gas Equipment	265
LNG/LPG/GTL/CNG Production & Marketing	218
International Oil & Gas Company (IOC)	203
National Oil & Gas Company (NOC)	194
Plants, Terminals, Transmission & Gas Storage	196
Gas Shipping - LNG/LPG/CO2	175
EPC	170
Exploration & Production	147
Processing	141
Pipeline Technology Maintenance & Operations	139
Research & Development	121
Power Generation/Utility	115
Service Company	118
Consultancy	102
Drilling	71
HSE (Health, Safety & Environment)	72
Trading	74
Classification/Certification	62
Associations, Government Agencies, Institutes and Regulatory Bodies	57
Geosciences	30
Finance/Banking	24
Media/Publications & Events	23
Legal Services	15
Other	17



**Visitors attended from the entire value chain**

Upstream	33
Midstream	38
Downstream	39
NA / None of these	29



**Innovation, technology and networking are key visitor motivators**

To keep up to date with new products and technology	231
Obtain general information / literature	200
To meet up with colleagues in the industry	221
Meet potential / new business partners	285
Meet existing business partners	233
I was requested to attend by my company	78
To see a specific business supplier/s	143
To source a specific product / service	56
Looking for innovation	152
I came to have meetings with suppliers, clients or fellow stakeholders	154
Other	18
I did not have specific objectives for attending	7



## Exhibitor profile

If your organisation operates within the natural gas industry or manufactures products in any of the following areas, you should be exhibiting:

Association/Regulatory Bodies • Classification Societies • Consultancies • Drilling Contractors • EPC/FEED Contractors • Equipment Manufacturers & Suppliers • Exploration & Production Companies • Financiers/Banks • Geosciences • International Oil & Gas Companies • Legal Services • LNG/LPG Shipping Operators • LNG/LPG Production & Marketing • National Oil & Gas Companies • Pipeline Technology, Maintenance & Operations • Plants, Terminals & Storage Operations • Power Generation/Utility Companies • Processing • Research & Development • Safety Equipment & Training Providers • Service Companies • Shipbuilders/Yards • Traders

## Pricing

<b>Shell Scheme</b> <i>(rates quoted in £ per square metre)</i>	
	<b>2012</b>
<b>Onsite Rate</b> <i>(available until 29 April 2011)</i>	<b>£475</b>
<b>Early Bird</b> <i>(available until 30 September 2011)</i>	<b>£495</b>
<b>Full Rate</b>	<b>£525</b>

<b>Space Only</b> <i>(rates quoted in £ per square metre)</i>	
	<b>2012</b>
<b>Onsite Rate</b> <i>(available until 29 April 2011)</i>	<b>£415</b>
<b>Early Bird</b> <i>(available until 30 September 2011)</i>	<b>£435</b>
<b>Full Rate</b>	<b>£465</b>

### Consider event sponsorship

Align your company with one of the most highly regarded events on the international gas calendar. Whatever your budget and objectives, we have sponsorship opportunities to increase your exposure to the industry's decision-makers.

## Contact Us

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## Further developments for London 2012

Building on the introduction of new initiatives for Gastech 2011 in Amsterdam - following independent research among our key stakeholders - Gastech 2012 will be developed to further support exhibitors in cultivating profitable business opportunities and delivering a unique networking platform.

- ▶ **A full-spectrum gas event** - expanding on the theme of upstream, midstream and downstream, Gastech 2012 is a truly full-spectrum gas event.
- ▶ **Industry support** - Gastech 2011 was supported by an unprecedented 21 industry associations, as well as media. For 2012 we will continue to build on our industry relationships to further broaden our event's appeal.
- ▶ **Innovation** - working with our 2012 hosts, we aim to develop on the themes of strategic partnerships and innovations.
- ▶ **Centres for Technical Excellence** - further development to support specific market verticals will facilitate a series of product-based seminars, on the exhibition floor, featuring case studies and technical innovations.
- ▶ **Networking** - we recognise the importance of bringing together suppliers and buyers and plan to further assist business networking both pre-event (online) and during Gastech 2012.

*"Our city ranks within the top 10 destinations in the world for international congresses and is truly capable of delivering events of magnitude such as the Gastech Exhibition & Conference. It is a city where the world connects, with more destinations accessible in less time than any other international city. ExCeL London has cemented its reputation as London and the UK's leading conference & events venue and so is the ideal facility to deliver a world class event."*

**Boris Johnson**, Mayor of London



# Gastech

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### Unprecedented industry support

Gastech 2012 in London will receive the support of the global commercial gas industry, a high-level independent conference Governing Body, as well as the sector's leading international trade associations and media. We will build on our strong relationships with the global gas industry to deliver an unrivalled event that is designed by the industry, for the industry.

[www.gastech.co.uk/exhibit2012](http://www.gastech.co.uk/exhibit2012)

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