GDA

الإتحاد الخليجي للتكرير

Gulf Downstream Association

ASSOCIATION PROFILE

CREATING A SYMPHONY OF EXCELLENCE

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MESSAGE FROM THE SECRETARY GENERAL

"It is my great privilege to welcome you, as the Secretary General of this pioneering association, to benefit from our unique vision of becoming a "common voice" and a "point of Reference" for all Gulf downstream players – industry professionals, corporate executives and legislators - especially in the Refining and related Petrochemical industries."

MOHAMMED S. AL SHAHRANI
Secretary General

Some of the National Oil Companies (NOCs) in the GCC realized that each one of them has a wealth of knowledge and experience, which is currently scattered among leading players of the downstream industry in the Gulf countries. This realization led to the formation of the Gulf Downstream Association (GDA) in 2016 with the above unique vision. Our founding companies are the major national oil companies of the Gulf: Saudi Aramco, Kuwait Petroleum International (KPI), Bahrain Petroleum Company (BAPCO), Kuwait National Petroleum Company (KNPC), Abu Dhabi National Oil Company (ADNOC) and OQ. They have nominated their respective Subject Matter Experts (SMEs) to form eleven technical committees under the GDA covering all aspects of Downstream industry. These committees are regularly meeting to share knowledge and experience. These committees are constantly expanding to include selected expertise from other members, leading technology providers and Consultants who join the GDA as members.

GDA offers a range of innovative and interactive platforms to create a common pool of best practices, case studies, lessons learned, discussion board, topic-focused trainings, unique challenges, innovative ideas, focused solutions and access to relevant global resources as well as hosting / leading conferences, seminars and workshops.

Further, every year, our industry loses a significant number of valuable experience in the form of retirees. The GDA is offering a complimentary virtual network of those retirees whose experience can continue to benefit the industry, while providing them a channel to remain connected with the industry. This is our humble contribution towards the Corporate Social Responsibility.

The GDA is fast becoming the premier association bringing together Refining and Marketing companies, EPC Contractors, Technology providers, Consultants and other Service Providers, Investors, Governmental Agencies, Academia and Retirees and is determined to establish itself as a top tier internationally recognized association.

INTRODUCTION

The Gulf Downstream Association (GDA) was founded by Saudi Aramco, Kuwait Petroleum International (KPI), Bahrain Petroleum Company (BAPCO), Kuwait National Petroleum Company (KNPC), Abu Dhabi National Oil Company (ADNOC) and OQ.

GDA is a non-profit organisation which aims to bring leading Downstream players together to promote innovation and continuous development of the industry through sharing of knowledge, experience and best practices.

GDA was established in July 2016 in the Kingdom of Bahrain.

MISSION AND VISION

Internationally recognised association to serve as a catalyst for strong and sustainable growth of the Downstream industry

GDA's mission is to provide a platform for sharing knowledge, experience and best practices. This will be achieved by becoming a premier association in the region that connects the Downstream Companies, Technology and Service Providers, Consultants, Professional Entities, Governmental Organisations, and Academic Institutions.

THE BOARD OF DIRECTORS

Chairman - GDA
Suleman A. Al-Bargan
Senior Vice President -
Global Manufacturing,
Saudi Aramco

Vice Chairman - GDA
Wadha Al-Khateeb
Chief Executive Officer
Kuwait National Petroleum
Company (KNPC)

Board Member &
Financial Secretary - GDA
Hafedh Al-Qassab
Deputy Chief Executive
Technical & BMP Project Director.
Bahrain Petroleum Company
(BAPCO)

Board Member - GDA
Abdullah Naji Al Messabi
Chief Executive Officer
Adnoc Refining

Board Member - GDA
Shafi Al-Ajmi
President & CEO
Kuwait Petroleum International
(KPI)

Board Member - GDA
Kamil Al Shanfri
Managing Director,
OQ Refineries Petrochemicals
Industries & Plastics.

CORE VALUES

- **Collaborate and network to promote knowledge sharing**
- **Provide high quality services with best values**
- **Promote innovation and continuous development**
- **Foster excellence in all activities**
- **Support and champion sustainability as a priority**
- **Strive to be a respected institution driving the industry**
- **Promote digitalisation and human capital**

TECHNICAL COMMITTEES

The Gulf Downstream Association's Technical Committees serve as the platform of and collaboration of its members to help strategically grow the Downstream business and improve performance.

The eleven Technical Committees consist of nominated Subject Matter Experts (SMEs) in various Technical Committees from GDA's member organisations and global Consulting / Technology Companies leading in related fields of the Downstream industry to promote sharing of non-proprietary information Each Technical Committee / Stream meets several times in a year to execute an agreed plan of action, while SMEs dedicate 10% of their work-time for GDA activities.

TECHNICAL COMMITTEES

Health, Safety and Environment

- Professional Development
- Standards and Practices
- Process Safety
- Occupational Health
- Enterprise Risk Management

Project Management

- Lessons Learned
- Systems
- Contracting
- Procurement
- Financing

Industry Trends

- Market Intelligence
- Product Quality
- Renewables
- Pricing and Economics
- Petchems and Specialties

Digitalisation

- People
- Processes
- Functional Support
- Business Engagement

Leadership and People Development

- Training, Scholarship and Internship
- Academia Collaboration
- Talent Management
- E-Library
- Human Capital Strategy

Plant, Reliability and Integrity

- Equipment
- Corrosion
- Case Studies
- Turnaround Management
- Material Management

Technologies

- Research and Development
- Process Solutions
- Catalyst Management
- Smart Plants
- Utilities

Operational Excellence

- Best Practices
- Developing an "Effective" OE Program
- Training and Development
- GCC Conferences and Exhibitions
- Profit Improvement

Energy Management

- Best in Class
- Carbon Footprint
- Modeling and Optimisation
- Fired Heaters
- Flare Management

Commissioning and Start-up

- Scope and Schedule
- Start-up Safety
- Operation Readiness
- Interface Management
- Critical Success Factors and Best Practices

Research and Lab

- Resource Sharing
- Best Practices
- Issues & Expertise
- Joint Studies

VALUE PROPOSITION

Knowledge Hub

Access to GDA's members portal to benefit from a rich repository of Downstream industry knowledge

Technical Library

Access to a physical technical library within GDA's offices in Bahrain

Technical and Leadership Events

Conducting technical and leadership events related to the industry and its latest developments

Knowledge Sharing

Share knowledge and experience, benchmarking and adopting best practices, both regionally and internationally for Downstream sustainability

Retirees Network

Connecting the industry and members with the invaluable resources of retirees to benefit from their knowledge and experience

Collaboration

Facilitate and enhance communication among its members and foster good relations with other global industries and associations

Representation

Provide a voice and choice for the industry members to strengthen the three pillars of strategy: Industry, Government and Education

PARTNERING WITH GDA

Creating a Symphony of Excellence

The main vision of the GDA is to bring leading downstream players together for mutual benefits. This is achieved through innovative means of integrating the scattered knowledge and experience of different players into a common pool of best practices, case studies, lessons learned, discussion board, topic-focused trainings and access to relevant global resources besides hosting / leading conferences, seminars and workshops. Nominated Subject Matter Experts (SMEs) from the founding and other member companies, selected leading technology providers and consultants work in cooperative spirit under the guidance and supervision of the GDA team to realise this vision.

Networking

Being a GDA member enables you to establish contact with industry leaders and executives, potential customers and influential decision makers such as Refining, Marketing & Petrochemical Companies, Government Authorities, EPC Contractors, Technology and other Service Providers, Consultants, Academia and Research Institutes, Retirees and Investors – both regionally and internationally. Membership gives your company access to GDA's member companies, new business opportunities and markets, and to a wide range of GDA's organised trainings, workshops, conferences and Technical Committees.

Technical Committees

The GDA manages eleven Technical Committees that meet every quarter to discuss key industry topics and create unique deliverables for GDA members:

- Health, Safety & Environment
- Leadership & People Development
- Operational Excellence
- Project Management
- Plant, Reliability & Integrity
- Energy Management
- Industry Trends
- Technologies
- Commissioning & Start-up
- Digitalisation
- Research and Lab

Play an Integral Role

As a GDA member you play an integral part in our association. We value expertise and knowledge and foster an environment of learning and development. Members are given the opportunity to stay on top of new technologies, keep their skills up-to-date, explore solutions to technical problems, share best practices and advance their team members' careers.

- Build a lasting and professional network with top experts from around the globe
- Collaborate and share experiences, successes and lessons learned
- Foster excellence in all activities of the Downstream industry
- Support and champion sustainability as a priority
- Gain valuable insights at our events, workshops and seminars
- Contribute and take part in the dialogue between industry leaders and decision makers

The GDA International Downstream Conference & Exhibition

Is the leading Middle East strategic forum for international downstream professionals that takes place once every two years to address global business challenges, share best practices and unlock potential opportunities through collaboration and partnerships.

Events

Our events provide unique opportunities and a strategic platform to connect face-to-face with influencers.

Regular trainings, seminars and workshops held at the GDA Headquarters, Founding Companies premises and in selected meeting venues

Benefits at a Glance

Your GDA membership includes the following:

- Profile of your company and logo published on GDA website
- Privilege to use GDA's Members' logo on various collateral, email signatures, presentations, company website
- Access to potential business contacts and information
- Access to statistics, market analysis, journals and abstracts
- Dedicated log-in password to access "Knowledge Hub", the members porta on GDA website which allows interactive access to several portals, such as:

  - o Best Practices
  - o Articles
  - o White Papers
  - o Presentations
  - o Case Studies
  - o Lessons Learnt
  - o Ask The Experts
  - o Expertise Listing
  - o Discussion Board
  - o Bite-Sized Videos
  - o Reference Corner
  - o Success Stories
  - o Webinars

- Maximised members portal access based on membership tier:

  - o Full Member: 100 sub-user
  - o Associate Member: 20 sub-user
  - o Business Partner: 5 sub-user
  - o Knowledge Partner: 5 sub-user

- Access to GDA library located at the GDA Headquarters
- Attend Technical Committee / Stream meetings as an SME (by invitation)
- Enroll in trainings with competitive fees / special GDA discounted rates
- Quarterly Newsletter "GDA Flash" with news and updates
- Introduction of new members in the Newsletter "GDA Flash"
- Possibility of entering into collaboration agreements with GDA for mutual benefits
- GDA Member's Pin
- Complimentary in-house training
- Special delegate rates for the GDA
- Conference and GDA Events

We continue to explore and add more unique benefits to the GDA membership, including knowledge sharing tools, to become a beneficial and an instrumental partner for all oil and gas related companies, regionally and internationally.

JOIN GDA

BE PART OF THE LARGEST DOWNSTREAM COMMUNITY WITHIN THE GCC.

FULL MEMBER

USD 6,000 per annum

- Oil and Lube Refineries
- Gas Processing and NGL Fractionation Plants
- Fuel Handling, Marketing and Distribution Companies
- Plant Maintenance Companies
- Laboratories and Industrial Gases Companies
- Other Related Industries

ASSOCIATE MEMBER

USD 4,000 per annum

- Supply Chain and Logistics Companies
- Refined Products Traders
- Service Providers (EPC / Licensors / Catalyst Vendors)
- Engineering Companies
- Consultants
- Equipment Manufacturers, Software and Automation Providers
- Health and Safety Environmental Management Companies
- Ports and Terminals

BUSINESS PARTNER

USD 2,000 per annum

- Media and Advertising Agencies
- Supporting Agencies (Events, Training, Recruitment, Insurance, Legal, Finance, Transport, Printing)
- Other Related Businesses

KNOWLEDGE PARTNER

BY INVITATION ONLY

- Selected Academic Institutions
- Selected International Professional Societies / Associations

For further information on the GDA membership program, existing members and partners, and events, visit www.gda.org.bh or contact the team at +973 1711 6000

CONTACT US

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