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elcome to this year's Refining and Petrochemicals Middle East Power 50, where we present you with a list of the most influential figures in the region's downstream sector.

Comparing powerful individuals from two separate industries - refining and petrochemicals - is far from straightforward. But it is necessary, as it is important, as the two sectors become more and more integrated. Those few leaders who have made it to the top would have done so based on how influential they are both in the refining and petrochemical industries not just in their

respective countries, but also throughout the region.

RPME's 2015 Power List also aims to recognise the role traders and suppliers play in the sector. The GCC is home to some of the world's largest and most ambitious downstream projects, the development of which wouldn't have been possible without the cutting-edge technologies and quality services available in region.

This is why we've included a number of executives working for some of the best technology providers in the world, who by promoting innovation and change, have helped shape the Middle East's downstream industry, enabling it to compete on global markets.

# POWER 50



# Amin H. Al-Nasser

President and CEO, Saudi Aramco

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Given the scale of its downstream operations and ever-growing appetite for new acquisitions abroad, it is not surprising at all that Saudi Aramco's president and CEO, Amin Al-Nasser, claims the top spot on our Power List this year.

Previously senior vice president of Upstream, Al-Nasser is new to the role. He was appointed acting president and CEO in April after Aramco's then CEO Khalid al-Falih became health minister and chairman of the company's board in a reshuffle by Saudi Arabia's King Salman.

Al-Nasser was named permanent president and CEO in September, and appointed as member to the board of directors.

Commenting on his appointment, Sadad al Hussein, a former top executive at Aramco, told *Reuters*: "Amin is a team player and a visionary. With his appointment the company is in a better position to refocus on upstream objectives."

Exploration and production will without

doubt remain the company's biggest focus, but Al-Nasser has inherited a strong downstream legacy as well.

The company's main refining and petrochemical projects – Jazan and Sadara – will position Aramco at the forefront of the downstream sector not just locally but also on a global scale.

Al-Nasser started his career at Aramco in 1982, working as an engineer in the oil-production department. He has held a number of supervisory positions in the engineering and production departments at Aramco.

Nasser became a senior petroleum engineer in April 2004 and was recognised for his outstanding achievements in May 2005, earning him a promotion to executive director of petroleum engineering.

In 2006, he was named vice president of petroleum engineering and

development, before becoming the acting head of E&P a year later. Nasser is a long-standing member of the Society of Petroleum Engineers (SPE), and in early 2008 was named a senior member of SPE's Advisory Board.



**Al-Nasser was described as "a team player and a visionary" by a former Aramco executive.**

# Ziad Al-Labban

Chief Executive Officer, Sadara Chemical Company

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As the person presiding over the most groundbreaking petrochemical project in the Middle East, and arguably in the world, Ziad Al-Labban ranks second in this year's Power List. The \$20bn Sadara petrochemical complex will use the region's first mixed-feed cracker, making possible the production of a wide range of downstream chemicals, many of which will be made for the first time in Saudi Arabia, if not the GCC region as a whole.

The biggest chemical site ever developed in a single phase, Sadara is expected to produce 3mn tonnes of high value-added chemicals, which will be shipped abroad and supplied to the local market. The Sadara complex is a game changer in many ways, says Al-Labban. Not only does it mark the first use of liquid feedstock in the region, but 14 of its 26 world scale units will be making products not locally available before.

Al-Labban has over 30 years experience across the full spectrum of the up and downstream oil and gas sectors. Prior to joining Sadara, he was president and CEO of PetroRabigh.





# Yousef Abdullah Al-Benyan

Acting Vice Chairman and  
Chief Executive Officer, SABIC



**3** Yousef Abdullah Al Benyan was appointed acting vice chairman and chief executive officer of SABIC after Mohamed Al-Mady, former CEO of Sabic, took on a position with the Saudi government in February, 2015.

Headquartered in Riyadh, Saudi Arabia, Sabic is the world's second largest diversified petrochemicals company. It has 40,000 employees worldwide and 2014 revenues in excess of \$50bn.

Al-Benyan joined Sabic in 1987, just eleven years after the company's formation.

His first role was as a business development specialist before joining corporate communications. In 1994, he became commercial manager for Sabic's operations in the US and Latin America, based in Houston, Texas. In 2002 he relocated to Singapore as general manager of the company's operations in Asia, where he led a significant expansion, especially in China.

Al-Benyan returned to Houston in the fall of 2005 as a general

manager, overseeing Sabic Americas.

As chairman of the '1 SABIC' global unification initiative, he reorganised the company's business structure with a new single operating model, moving from a responsive, transactional entity to a proactive, strategic global organisation.

In 2013, he was asked to head Sabic's chemicals business, the company's largest unit, to help the company achieve its target of becoming the preferred global leader in chemicals by 2025.

Prior to being named vice chairman and CEO, Al-Benyan served as executive vice president of Corporate Finance and CFO. His other positions include chairman of Yanbu National Petrochemical Company (Yansab) and the Saudi Arabian Fertilizer Company (SAFCO), both manufacturing affiliates of Sabic. Al-Benyan holds degrees in Economics and Industrial Management.

**"The concept of a global petrochemicals market was born here in the Middle East more than 40 years ago."**

# HE Dr. Mohammed Bin Saleh Al-Sada

Chairman, Qatar Petroleum

**4**

With Qatar a major petrochemical player in the GCC, Mohammed Bin Saleh Al-Sada, the country's minister of industry and energy, and chairman of Qatar Petroleum (QP), deserves one of the top positions in this year's Power List.

Al-Sada is one of the foremost members of the downstream community in the Middle East and brings with him a wealth of experience with over 25 years of service.

He holds the posts of chairman of Qatar International Petroleum Marketing Company (Tasweeq) and vice chairman of the board for the Qatar Chemical Company (Q-Chem). He also chairs three of Qatar's largest companies: QP, Qatargas and Industries Qatar (IQ), the country's second biggest listed company.

While the oil price drop may have played

havoc with budgets of many of its contemporaries in the Gulf, Qatar's reliance on gas and petrochemicals export have helped the country remain somewhat insulated from the current oil price slump.

Nonetheless, Al Sada has been taking action, restructuring QP and ensuring that the country's liquefied natural gas (LNG) exports are maintaining an elevated market share in key destinations.

QP has made a number of noteworthy announcements over the last 12 months, including four new contracts and four contract extensions with Gulf Drilling International for drilling rig services, worth a combined \$1bn.

In extending the life of its key oilfields, Qatar Petroleum is helping to guarantee the reliable and uninterrupted supply of feedstock to its domestic refineries and chemical plants. The organisation also



went through a significant restructuring. Announced in January, QP's directors agreed to integrate Qatar Petroleum International within QP, in "an effort to further expand QP's growth, development and international presence".



## H.E. Suhail Mohamed Faraj Al Mazrouei

Managing Director, International  
Petroleum Investment Company



**5** The UAE Energy Minister H.E. Suhail Al Mazrouei makes it to the top five of our list after earlier this year he took over from H.E. Khadem Al-Qubaisi as managing director of International Petroleum

Investment Company (IPIC), Abu Dhabi's main downstream investment arm.

IPIC holds stakes in several refining and petrochemical companies in the region including Cosmo Oil, Borealis, ChemaWEyaat, Duqm Refinery, NOVA Chemicals, Fujairah Refinery and others.

Despite dropping from 2013 levels due to volatility across a number of markets, IPIC's revenue totalled a staggering \$51bn in 2014.

Commenting on the results, Mazrouei said: "2014's volatility across multiple market and product segments tested and proved the resil-

ency and consistency of the IPIC portfolio."

Last year, the group went through significant efforts to optimise its efficiency, working capital management, and liability management, which helped the company post lower than the year before but still healthy profits.

"We continue to embrace our long position in the hydrocarbon sector and will look to add key, high quality assets focused in the upstream, specialty petrochemical, and oilfield services spaces with the goal to enhancing portfolio quality and capitalizing on, already realized and realizable, scale and integration opportunities and synergies," Mazrouei added.

Mazrouei has held multiple positions in the UAE government as well as the private sector. Petroleum engineer by education, he has a long and diverse career in oil and gas spanning over two decades. Mazrouei was appointed as Minister of Energy on 12 March 2013.

## Mohammed Yousef Al-Mulla

CEO, QAPCO

**7**

Dr. Mohammed Yousef Al-Mulla is the managing director and CEO of Qatar Petrochemical Company (Qapco) and Qatofin Limited

Company. Dr. Al-Mulla joined QAPCO in 1988 and has held a number of key positions within the company. He was appointed CEO in 2007.

Under his leadership, the company achieved several milestones in the fields of production, Qatarisation, sustainable development and research.

Dr. Al-Mulla is a member of the board of directors of Industries Qatar (IQ), Qatofin and QAPCO. This year, he was appointed as chairman of Gulf Petrochemicals and Chemicals Association (GPCA) Plastics Committee, which was set up to promote the regional plastics industry, products and services.

Dr. Al-Mulla has a BSc degree in electrical engineering and MA in Business Administration.



## Asaad Al-Saad, Chairman, KNPC

KNPC, CEO, PIC



**6** As chairman of the national oil refining company of Kuwait - KNPC - and CEO of the main petrochemicals producer in the country, Asaad Al-Saad is by far the most powerful man on the country's downstream industry.

Al-Saad entered the oil and gas sector as far back as 1979, when he joined KNPC as a mechanical engineer. After serving in various roles within the company, he was appointed deputy chairman and deputy managing director of Mina Al-Ahmadi Refinery in 2007; and later on Chairman & Managing Director of Kuwait Aviation Fuelling Company.

His career took an sudden upward turn in 2013 with his appointment as CEO of Petrochemicals Industries Company (PIC), and chairman of the board for KNPC.

Al-Saad has held several positions in the Board of Directors in several organizations

such as Kuwait Environment Public Authority (KEPA), and Kuwait Petroleum International-KPI (Aruba).

"Over the past 50 years, PIC has grown into a significant petrochemicals company. The next 50 years look even brighter, for our Company and for Kuwait. We will build on Kuwait's hydrocarbons resources to create value-added products for customers around the world," noted Al-Saad.

In addition to manufacturing and marketing fertilizers, olefins and aromatics in Kuwait, PIC participates in multiple joint ventures that also produce and market chemicals both locally and internationally.

PIC brings more than 50 years' experience in the chemicals industry along with a reputation for reliable supply of high-quality products to its customers.



# Mutlaq Al- Morished

CEO, TASNEE

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Mutlaq Al- Morished retains one of the top positions in this year's Power List but this time in a new role and with a different company. Al- Morished became chief executive officer of Saudi Arabia's National Industrialization Company – Tasnee after Saleh al-Nazha stepped down from the post in December last year.

Before taking the reins at Tasnee, he served as executive vice president of Corporate Finance (CFO) at SABIC, and prior to that, he was president of the Saudi Petrochemical Company (SADAF) and also of the Saudi Iron and Steel Company (HADEED).

Al- Morished was also chairman of Yansab, Sabic Capital, Saudi Kayan and Sabic Captive Insurance company. He was board member of Gulf Bank in Bahrain & the Advisory Board for Economic Affairs of the Supreme Economic Council.

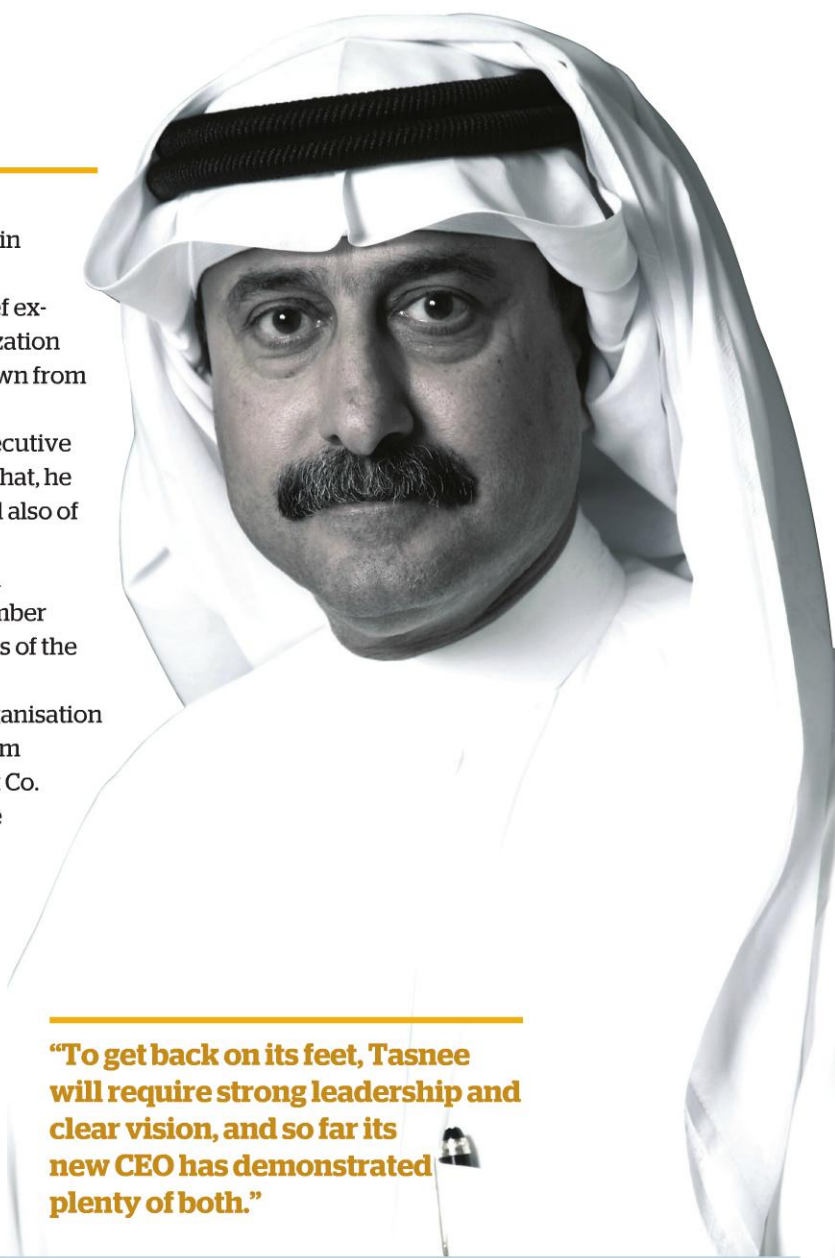
Currently, Al-Morished is member of the boards of General Organisation of Saudi Arabian airlines, Alinma Tokio Marine (ATMC), Aluminum Bahrain (ALBA) and chairman of the board of Alinma Investment Co.

He holds an MBA from Stanford University, a Master of Science degree in Nuclear Engineering from Princeton University, and a Bachelor of Science degree in Nuclear Physics & Mathematics from the University of Denver in the US.

Al- Morished has a long and diverse career in a number of industries across the GCC including oil and gas, marine, aviation and banking, among others. But at Tasnee, he is faced with a challenge that will truly test his mettle.

Like many petrochemical firms in the Kingdom, the company's earnings have suffered due to a drop in petrochemicals and oil prices. To get back on its feet, Tasnee will require strong leadership and clear vision, and so far its new CEO has demonstrated plenty of both.

**"To get back on its feet, Tasnee will require strong leadership and clear vision, and so far its new CEO has demonstrated plenty of both."**



# Ahmad Al-Ohali

CEO Sipchem Chemicals Company

9

Ahmad Al-Ohali drops down this year's list as Sipchem saw its Q2 profits fall by 55%.

This was mainly due to several plant closures and falling product sales prices, Al-Ohali explained, forecasting better financial performance in 2016 on the back of improved price margins.

"I am optimistic that 2016 will be a better year in stabilising prices and increasing production in all plants of the company," he told local media.

Al-Ohali first joined SABIC, National

Methanol Company in September 1981 and progressed within the company into various executive positions.

He left the company in early 1996 to successfully launch a medium size private company specialised in plastics. Al-Ohali was part of the team that established Sipchem. He assumed the role of president in November 1999, and currently serves as the company CEO. Al-Ohali is also board member of Sipchem and several other Saudi firms.





# Omar A. Al-Amoudi

Chairman,  
Saudi Kayan

10

Omar al-Amoudi has won himself a place in this year's Power List after taking over from Mutlaq al-Morished as chairman of

Saudi Kayan in January 2015.

Prior to that, Amoudi was an existing Kayan board member and executive vice president of shared services at Sabic, a role he had held since 2013.

He was also president and board member of Jubail-based Sabic affiliate Petrokemya and Saudi European Petrochemical Company Ibn Zahr.

Amoudi currently serves as the chairman of Saudi Methanol Co, another Sabic subsidiary, and sits on the board of Marafiq, the utility company for the Jubail and Yanbu industrial cities, where most of the kingdom's petrochemicals industry is based.

Amoudi has a Bachelor of Science in Chemical Engineering from the King Fahd University of Petroleum and Minerals (KFUPM) and an MS Chemical Engineering from Drexel University, US.

In October this year, Saudi Kayan started trial runs at its massive joint venture butanol plant in Jubail.

The company said trials were expected to last between three to six months.

The plant is designed to produce 330,000 tonnes per year of normal butanol and 11,000 tonnes of mono-butanol once operational, which will support the paints and coatings industry in Saudi Arabia.

The \$517mn project is part of a joint venture between Saudi Kayan, the Saudi Acrylic Acid Company and Sadara Chemical Company.

First announced in 2012, it was billed to become the world's largest butanol plant and the first in the Middle East.

South Korean firm Daelim was awarded the construction contract for the plant in July 2013. The project was scheduled to be completed by May 2015 and begin trial runs in Q2 2015.

# Abdulaziz Alhajri

CEO, Abu Dhabi Polymers Co. (Borouge)

11

A former ADNOC employee, Abdulaziz Alhajri has been the CEO of Abu Dhabi Polymers Company Ltd (Borouge) since October 2007. Alhajri has

over 24 years of experience in Executive Management, Operations and Technical Services in both upstream and downstream oil and gas. Prior to joining Borouge, he was assistant general manager at Gasco's headquarters in Abu Dhabi.

Born in 1963, Alhajri is a UAE national and holds a degree in Chemical Engineering from the University of Texas, USA.

Under his esteemed leadership, this year, Borouge started up the long-awaited LDPE unit at its plant in Ruwais.

The project's third phase expansion (Borouge 3), which includes an ethane cracker, a polypropylene and a polyethylene plant, is expected to reach full capacity by 2016 and take the firm's capacity to 4.5mn tonnes a year.

After the expansion, Borouge and Borealis will have a combined annual production capacity of approximately 8 million tonnes of polyethylene and polypropylene.

Set up as a joint venture between ADNOC and Austria's Borealis, Borouge has evolved



into one of the region's main chemicals and plastics producers.

Headquartered in the UAE, with offices in Singapore, today, the company employs more than 3,000 people from over 40 nationalities in 50 countries across the Middle East, Asia and Africa.

In 2010 the annual production capacity of its plant in Abu Dhabi tripped to 2mn tonnes. Borouge is also expanding its commercial and logistics network in the Middle East and Asia and stepping up investment in its Innovation Centre in Abu Dhabi and R&D Application Centre in Shanghai.

Added to that, it built a \$60mn a compounding manufacturing plant in Shanghai with an annual capacity of 50,000 tonnes.

The plant is currently being expanded to a production volume of 90,000 tonnes a year.

# Dr Abdulwahab Al-Sadoun

Secretary General, GPCA

12

Dr Abdulwahab Al-Sadoun has been Secretary General of the Gulf Petrochemicals & Chemicals Association (GPCA) since 2009, following a career of more than two and a half decades in the GCC region's petrochemicals and energy sectors.

He started his professional journey in 1990 as a senior researcher at SABIC Research and Development Center in Saudi Arabia, and has since worked for some of the most prominent organisations in the region, including Saudi Arabian General Investment Authority (SAGIA), Gulf Organisation for Industrial Consulting (GOIC), Al-Sharq Plastic Industries Company and others.

Dr. Al-Sadoun is also member of the Steering Committee of the International Council of Chemical Associations, the Board of Trustees of the Riyadh Economic Forum and the Arabian Society for Human Resources Management.







## Jasem Ali Al-Sayegh

### CEO, Takreer

**13** Jasem Ali Al-Sayegh is the chief executive of Abu Dhabi Oil Refining Company known as Takreer, whose core businesses – Ruwais and Abu Dhabi Refineries – produce over 23mn tonnes per year of products for the local and export markets.

Chemical engineer by education, Jasem started his career with ADNOC in 1986 and moved on to manage both Abu Dhabi and Ruwais refineries after Takreer was established three years later to take over the refining business of ADNOC. In 2006, he was appointed general manager of the company and not long after that – CEO.

In 2014, Jasem supervised a \$10bn expansion of the Ruwais refinery, a mega project that aimed to double its capacity and improve the quality of its refined products. The project was planned and developed to serve two main objectives, according to Jasem.

The first objective was to meet the expected growth in local demand and to provide feedstock for the planned downstream petrochemicals industry, mainly by increasing the production of naphtha.

The second objective was to maintain high level of export to countries in Asia, where demand for its refined products remains relatively high.

## Abdullah Bin Saleh Al-Suwailem

CEO, Petro Rabigh

**14** Abdullah Al-Suwailem was appointed as President & CEO and member of the board of directors of Petro Rabigh in September 2012.

Prior to heading up the \$10bn JV with Japan's Sumitomo Chemicals, Abdullah had worked for Saudi Aramco for over 20 years.

Between 2009 and 2011, he served as director of Aramco Overseas in Hong Kong, while also managing the commercial and financial aspects of setting up Yanbu Aramco Sinopec Refining Company (Yasref).

A year later, Al-Suwailem was made president of Aramco Asia Company in China.

He was also chairman of Aramco Asia in Japan and Korea, and legal representative of Saudi Aramco Asia Company and Aramco Overseas Company, both headquartered in Hong Kong.

Al-Suwailem holds a Bachelor of Science degree in Applied Chemical Engineering from Saudi Arabia's King Fahd University of Petroleum & Minerals in Dhahran.



## Mohammad Alshammari

President and CEO, Yanbu Aramco Sinopec Refining Company (Yasref)

**15** Mohammad Alshammari is the president and CEO of Yanbu Aramco Sinopec Refining Company (Yasref), a joint venture between Saudi Aramco and China Petroleum & Chemical Corporation (Sinopec).

Alshammari spent over 30 years with Saudi Aramco, heading up new projects and acquisitions, and representing the company abroad.

Some of the highlights in his career include leading Aramco's team that developed the entire Fujian project, from execution and commercial negotiations to dealings with stakeholders on the Chinese and Saudi sides.

Additionally, he oversaw the sale of Aramco's share in Motor Oil Hellas in Greece and the purchase of a 15% stake in Showa Shell in Japan.

Perhaps a well known fact is that Alshammari was responsible for setting up the Sadara joint venture with Dow between 2007 and 2011.

He was responsible also for Aramco's refining and marketing strategy up to 2030.

Alshammari also served as president, CEO and board member of Saudi Refining Inc. in Houston, US. Added to that, he is director of the boards of Japanese company Showa Shell, Aramco Services Company and Motiva Enterprise. He continues to oversee the development of the Fujian Project in China and Sadara Chemicals Company.



## Prince Saud Bin Thenayan Al-Saud

Board Chairman, Sabic, Chairman, Royal Commission for Jubail and Yanbu

**16** In addition to serving as chairman of SABIC – Saudi Arabia's largest downstream company, since 2003, Prince Saud also chairs the Royal Commission for Jubail and Yanbu. He graduated from King Saud University in 1977 with a degree in Civil Engineering and since then has held various government posts.

He also chairs the board of Power and Water Utility Company for Jubail and Yanbu and currently serves as deputy chairman of Prince Salman Social Center. He was also Undersecretary for Planning and Programs at the Ministry of Municipal and Rural Affairs.

As chairman of the Royal Commission of Jubail and Yanbu, Prince Saud fulfills the vital role of developing and promoting the Kingdom's refining and petrochemicals sector.

He pointed out in a recent interview that "the government's focus on diversification has resulted in Saudi Arabia becoming the 10<sup>th</sup> largest petrochemicals producer in the world".



## Ruya Bayegan

CEO, Bayegan A.S.

**17** Ruya Bayegan, chief executive of Bayegan A.S., claims one of the top spots in our Power List for a third consecutive year.

A leading lady in a male-dominated field, Ruya is the perfect example of how perseverance and ambition can be a formula for success.

Starting as a small family business in Turkey, the company quickly carved a name for itself, and today boasts presence in 23 key locations worldwide, including Dubai.

Before taking charge as the company CEO, Ruya was responsible for international trade and distribution.

Under her guidance, Bayegan has managed to secure long-term agreements with regional heavyweights like ADNOC, TASNEE, Muntajat, Borouge and others.

On the back of high trading activity and increased sales volume of petrochemical products, the company enjoyed strong financial results in 2014 and said it expects higher profit at the end of this year.



## Markus Wildi

President, MENAT, Dow Chemicals

**18** As the president of Dow Middle East, North Africa & Turkey and vice president of Corporate Development for Dow's Kuwait unit, Markus Wildi has played an instrumental role in growing the company's presence in the region over the last two decades. Starting from a small sales office in the early 80s, today Dow co-owns some of the most successful joint ventures in the GCC including Equate and the soon to be completed Sadara petrochemical project.

Similarly to Dow's journey in the Middle East, Wildi's career with Dow also started in sales. Graduate of Economics and Business Management from the US, Wildi joined Dow in Munich, Germany in the late 80s.

After holding a number of senior business management positions across Dow's operations in Europe, Australia, New Zealand, India and Pakistan, and perhaps thanks to the wealth of experience he managed to acquire during that time, Wildi was put in charge of the Middle East, North Africa and Turkey.

At the time, Dow had put in place a strategy to grow its presence in the region, taking a particular interest in the UAE, Saudi Arabia and Kuwait. Using Dubai as its main products and logistics hub, Dow is also aiming to expand into Africa and Asia.

Many would agree that this presents a range of new opportunities for partnering with local and established GCC players, which are also looking to tap into those markets.



## Mohammad Hussain

President and CEO, Equate

**19** Under the unshakable leadership of its president and CEO, Mohammad Hussain, Equate posted over \$1bn in net profit in 2014. This is no small feat given the drop in petrochemical prices and slow-down in global demand.

Set up as Kuwait's first ever international downstream joint venture, Equate has established itself as one of the leading names in the industry not just in the region but worldwide too.

Its dominance on the international petrochemical scene is set to increase even further as the company prepares to acquire MEGlobal from Dow and PIC for \$3.2bn.

With Hussain in charge, Equate has made important strides in developing and promoting Kuwait's petrochemical sector, which has brought in huge benefits for the oil-reliant Gulf Arab state. Speaking at the GPCA Annual Forum held in Dubai last year, Hussain said: "Petrochemicals could be a huge opportunity for Kuwait. It could provide a really good offering for the diversification of the economy."

## Dr. Ramesh Ramachandran

President and Chief Executive Officer, MEGlobal International

**20** Dr. Ramesh Ramachandran, president and chief executive officer of MEGlobal, has moved up significantly in our Power 50 List this year.

What propelled him to the top 20 was his indisputable role in establishing MEGlobal as a clear market leader and his continuous efforts to grow the company's share of markets at home and abroad.

Speaking on the sidelines of the 49<sup>th</sup> annual European Petrochemical Association (EPCA) meeting, Ramesh Ramachandran said that MEGlobal is planning to enter the spot market for monoethylene glycol (MEG) in 2016.

Ramachandran said MEGlobal remains deeply committed to Europe, where demand for one of its core products – diethylene glycol (DEG) has been high throughout the year.

"We have diverted cargoes from Kuwait to Europe and volumes in Europe are very good," Ramachandran commented.







**John Frijns**  
Vice President, Middle East, BASF

**21** The 21<sup>st</sup> spot in this year's Power List is reserved for BASF's head in the Middle East – John Frijns. Frijns possess a wealth of international experience and plays a vital role in driving the company's growth in the region.

In July this year, he was named head of emerging markets in the Middle East and Egypt – a new role, which BASF established to better support its growing business in the region.

Frijns started his professional career as sales correspondent of Overseas Areas at Ciba-Geigy in the Netherlands. After different positions in marketing and sales with increasing responsibilities in different segments and countries, he joined BASF through the acquisition of Ciba in 2009. For the last six years, Frijns has headed the regional business unit for plastic additives in Europe located in Basel, Switzerland. He brings with him extensive management experience and a well-established relationship network with key players in the region.

BASF's presence in the UAE spans over three decades, during which time the company has won high level recognition from commercial enterprises and public entities.

**H.E. Sultan Al Habsi**  
Chairman, ORPIC

**22** As the chairman of Oman's most significant downstream companies Oman Oil Refineries and Petroleum Industries (ORPIC), H.E. Sultan Al Habsi is an extremely powerful person in the refining and petrochemical industry in the Sultanate, and by virtue of Oman's growing share of the region's downstream industry – in the whole of the Middle East.

With three incredibly ambitious multi-billion dollar projects planned over the next three years, Oman Oil Refineries and Petroleum Industries Company (ORPIC) is planning to create and develop a truly value-added downstream sector in the Sultanate. These projects include the \$3.6bn Liwa Plastics Industries Complex (LPIC), the Sohar Refinery Improvement Project (SRIP) and Oman's first ever multi-product pipeline.

Outside of ORPIC, H.E. Sultan Al Habsi serves as the Secretary General of the Supreme Council for Planning in Oman. Before that he had occupied several government positions, most recent of which was as Undersecretary of the Ministry of Finance.

He holds several other positions in a number of boards and committees, including chairman of the board of Sohar Industrial Port Company, and vice president of the tender board, in addition to his membership in the board of directors, of Oman's Special Economic Zone Authority at Duqm. Al Habsi holds a Bachelor's degree in accounting from Ain Shams University in Cairo, Egypt.



**Bijan Zanganeh**  
Chairman, National Petrochemical Company

**23** Bijan Zanganeh, Chairman of National Petrochemical Company and Iran's Petroleum Minister, is a powerful figure on the country's energy and political scenes.

An outspoken advocate of opening up markets to foreign investors and reviving Iran's ailing oil and gas sector, Zanganeh has for years faced fierce opposition both at home and abroad.

But all of his hard work and efforts paid off earlier this year, when Iran reached a historic agreement with the P5+1 nations. If Iran's nuclear programme meets certain conditions, this would mean the end of decades of sanctions.

Although many remain sceptical as to whether this would actually happen, Zanganeh has been doing everything in his power to set the scene for a new era of foreign investment, renewed production push and higher refinery exports.

The oil minister's current efforts are focused on securing foreign partners and gaining access to vital technology. Neither is an easy task and Zanganeh has a tough year ahead of him.

**Abdulrahman Jawahery**  
President, Gulf Petrochemical Industries Company

**24** Jawahery has been the president of Gulf Petrochemical Industries Company of Bahrain since 2011. An engineer of repute and an environmental specialist, Jawahery has held top positions in local, regional and global organisations.

He is a prominent and influential figure in the petrochemical industry on a global scale.

If he ranks 24<sup>th</sup> in this list based on his influence and power in the entire downstream sector in the Middle East, he would have without doubt come out on top if this was a power list focused on Bahrain only.

In June, 2015 Jawahery was appointed to the role of president of International Fertilizer Industry Association. In his new role, he pledged to continue working with his colleagues at IFA to further develop the work systems and promote the exchange of experiences. Jawahery also serves as director at National Safety Council Association, and president of the Arab Fertilizers Association (AFA).







## Saif Humaid Al Falasi

CEO, Emirates National Oil Company (ENOC)

**25** Saif Al Falasi was appointed chief executive of ENOC in April this year taking over from Saeed Al Khoory, who led the company's expansion for four years. Shortly after his new appointment, Falasi made a promise to lead ENOC into new markets and explore new avenues for investment.

"The focus will be to lead the company's growth by exploring new geographic markets as well as diversifying our revenue streams. In this, our people and stakeholders will continue to be the key priority," he said.

Formerly executive director of Environment, Health, Safety & Quality and Corporate Affairs at ENOC, Falasi joined the company in 2008. He also served as group general manager.

With over 30 active subsidiaries and international joint ventures, ENOC's business portfolio includes refining, oil trade, terminal & storage, aviation fuel marketing, and others, with core operations in the Middle East, Asia, Europe and Africa.

## Ahmed Saeed Al Mhairi

CEO, ChemaWEyaat

**26** Under the strong vision and leadership of Ahmed Al Mhairi, Abu Dhabi National Chemical Company (ChemaWEyaat) is on track to fulfill its ambition to become one of the world's top 10 chemical producers. In 2013, ChemaWEyaat signed a deal with Thailand's Indorama Ventures to develop the first phase of its chemicals complex, which once operational is set to produce a staggering 1.4mn tonnes a year of paraxylene and 500,000 tonnes of benzene.

The company is also reportedly planning a \$5bn chemicals plant in Abu Dhabi, which if approved will be one of the largest downstream projects in the region, eclipsing QP's and Shell's \$6.5bn Al Karaana petrochemicals project that was shelved in February this year.

All of these ambitious plans require great leadership, which Mhairi has continuously demonstrated since he took charge of the company in June, 2013.

An industry veteran, he boasts decades of experience working for some of the best known downstream pioneers in the UAE such as Fertil, ADNATCO and ADNOC's LPG business.

Ahmed sits on the board of directors of SUMED Egypt. He also serves as board member of US-based fuel trader PAFCO, and oversees one of Abu Dhabi's investments in Pakistan—PARCO.

He is actively involved in the petrochemical and fertilizer industries globally and regionally through his membership of the International Fertilizer Industry Association and the Arab Fertilizer Association.



## H.E. Saleh Bahamdan

CEO, Sahara Petrochemicals Co.

**27** With a wealth of experience working for some of Saudi Arabia's most renowned downstream oil and gas ventures, it was about time that H.E. Saleh Bahamdan featured in RPME's annual list of the top 50 most powerful people in the Middle East's refining and petrochemicals sectors.

What positions him in the top 30 is his recent appointment as CEO of Sahara Petrochemicals – one of Saudi Arabia's first downstream ventures.

Bahamdan joined the company in 2005 as vice president for Technical Affairs and Planning. After a year, he was put in charge of AL Waha Petrochemicals, and four years later took on the role right beneath the CEO as Sahara's executive president.

Prior to joining Sahara, he was director of Engineering and Project Management at SABIC, and manager of Operations Control at Jubail Petrochemical Company (Kemysa).

Bahamdan has an MA in Engineering from California State University in the US.

## Mohammad Ghazi Al-Mutairi

CEO, KNPC

**28** Under the unwavering leadership of Mohammad Al-Mutairi, Kuwait National Petroleum Company (KNPC) posted a revenue of over \$44bn in 2014, an increase of \$2.3bn from the year before. A chemical engineer from Kuwait University, Mutairi joined KNPC in 1987 and has 26+ years of experience in downstream and refining, technologies and management.

He has acquired vast experience in senior roles, having worked as deputy managing director of Kuwait's Mina Abdullah and Mina Al-Ahmadi refineries, and as manager of Operations at the Shuaiba Refinery - Kuwait's largest and oldest refining plant to date.

As CEO of KNPC, Kuwait's national oil refining company, Mutairi's responsibilities are huge and encompass the country's entire downstream industry from refining to gas processing and marketing.

Kuwait's refining capacity is currently one of the largest in the GCC, and with Mutairi in charge, it seems to be in the right hands to grow further.







## Bakheet Al-Rashidi

### CEO, Kuwait Petroleum

**29** An able decision-maker with global experience, Al-Rashidi played an instrumental role in KPI's expansion strategy abroad. In 2014, the company posted revenue totalling \$18bn and signed a deal for a \$9bn refinery and petrochemicals complex in Vietnam.

The fact that he was able to facilitate this growth perhaps reflects his lengthy career in refineries. Chemical engineer by education, Al-Rashidi has more than 26 years of experience in the refining industry.

He began his career in Kuwait National Petroleum Company (KNPC), where he took part in over 25 major projects.

In parallel to his role as CEO of KPI, Bakheet Al-Rashidi serves as CEO of KPC Holdings-Aruba, an offshore company that deals in the refining and marketing of refined oil and gas.

## Ayoob Moh'd Saleh

### Acting CEO, Fertil

**30** The fertilizers sector is projected to grow rapidly over the coming years and companies in the region such as Fertil will be best placed to capture this growth. Strategically located in the UAE, at an arm's length from growing markets in Africa, Asia and the Middle East, ADNOC's fertilizers subsidiary has a significant advantage over the rest of the Middle East's producers.

Fertil was established in October 1980 as a joint venture between Abu Dhabi National Oil Company (Adnoc) and Total, with a shareholding ratio of 2:1 respectively. Some of the company's most significant milestones include the completion of its Urea Debottlenecking project and the commissioning of Fertil 2.

After work on the two projects was completed, combined production of ammonia increased to 3,300 MTPD from just 1,000 previously, while granulated urea output hit 5,800 MTPD, an increase of over 4,000 MTPD.

The second phase of the complex - Fertil-2, currently under construction, is expected to further increase the company's export capabilities to target potential markets abroad, strengthening its position as a major player in the global petrochemical sector.

Fertil says that the market for its product portfolio has expanded significantly since its first shipment in 1983. Currently, 98% of its product range is exported abroad and just 2% is distributed locally.

Fertil's main export markets include: India, countries in the Far East, Australia, Europe, Africa and the Americas.



## Abdulrahman Ali Al-Abdulla

### CEO, Muntajat

**31** As the CEO of Qatar Marketing and Distribution Company (Muntajat), Abdulrahman Ali Al-Abdulla is one of the most prominent personalities in Qatar's energy industry.

He graduated with a major in Marketing from the University of Denver, Colorado, and in addition to his current role, sits on the board of a Qatar's International Chamber of Commerce, Qatar Academy (Al Wakra) and Qatar Chemical, and Petrochemical Marketing and Distribution Company.

Prior to becoming CEO of Muntajat, Al-Abdulla was project director at the company. He previously worked for Qatar Petrochemical Company (QAPCO) in 2000, where he directed and managed the Commercial and Marketing Group for 12 years.

## Philippe Sauquet

### President, Refining & Chemicals, Total

**32** Philippe Sauquet was appointed president of Total's Refining & Chemicals division in October 2014, succeeding Patrick Pouyanné who was named CEO and President of France's oil and gas conglomerate. Prior to that, he served as president of Total's Gas & Power division. Sauquet began his career in 1981 as a civil engineer at the French Ministry of Infrastructure. He subsequently worked at the French Ministry of the Economy and Finance.

He first joined the private sector in 1988 as vice president of strategy at the French chemical company Orkem before being appointed senior vice president of Acrylics Sales & Marketing.

He then moved to Total in 1990 as vice president of Anti-Corrosion Paints and was subsequently named vice president of Chemicals Strategy.

Sauquet sits on Totals' Group Management Committee and Executive Committee. He graduated with a degree in engineering from the University of California in the US.





## Nabil Al Ghassani

CEO, Takamul Investment Company

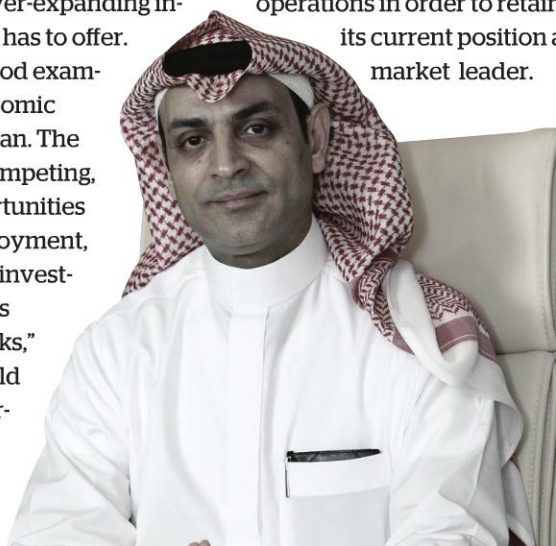
**33** In his capacity as CEO of the Sultanate's main oil and gas investment company, Nabil Al Ghassani is one of the most influential figures in Oman's downstream sector.

Prior to joining Takamul, Ghassani served as head of commercial department at Oman Oil Company from 2002 to June 2006, and business development manager between November 2001 and June 2006.

Ghassani has also worked for Oman's Defence Ministry and the Ministry for Electricity & Water. He received his education at the prestigious IMD Business School in Geneva.

Takamul Investment was formed in 2006 by Oman's national oil company with the view to develop a sustainable downstream chain and support the Sultanate's industrial sector. Its primary role is to link the Oman's mega projects with existing entrepreneurial entities and promote the role of new downstream ventures in opening doors to local and international manufacturers keen to capitalise on the opportunities that Oman's ever-expanding industrial sector has to offer.

"We are a good example of the economic stability in Oman. The company is competing, creating opportunities and new employment, and attracting investment and loans from local banks," Al-Ghassani told TGY in an interview last year.



## Jamal Malaikah

President and COO, NatPet

**34** Jamal Malaikah has served as president and chief

operating officer of National Petrochemical Industrial Company (NatPet) since 2004.

NatPet is a Saudi Arabian company and a subsidiary of the Saudi joint stock company Alujain Corporation, which specialises in the production of polypropylene (PP) resin. The plant is located in Yanbu Industrial City on the west coast of Saudi Arabia having a name-plate production capacity of 400,000 MT/Year.

NatPet uses Lyondell Basell licensed Spheripol technology to produce a market-defined range of distinguished quality of PP resins. The plant is enjoying the sustainable advantage of producing its own high quality main raw material, propylene, through an integrated propane dehydrogenation (PDH) plant.

In the short period of its existence, NatPet has received outstanding acclamation from its customers for its sustainable product quality and after sales support. The company says it aims to constantly improve its current position as market leader.



## Khalifa Abdullah Al-Sowaidi

CEO, Vice Chairman, QAFCO

**35** Qatari national, Khalifa Al Sowaidi graduated in 1984 from Arizona State University in Chemical Engineering. He joined Qatar Fertiliser Company (Qafco) in March 1985 as process engineer.

He then took over Qafco III as commissioning manager in 1996 and a year later was appointed production manager, before becoming a managing director. Sowaidi served as member of the board of directors of Qatar Petroleum and Industries Qatar for four years.

Currently, he sits on the board of a number of downstream organisations in Qatar including: Industries Qatar, Qatar Industrial Manufacturing Company, Qatar Metals Coating Company, and others. Previously, he served as vice president of the International Fertiliser Association (IFA).

## Musab Al-Mahrouqi

CEO, Orpic

**36** Musab Al-Mahrouqi is the chief executive officer of Oman

Oil Refineries and Petroleum Industries Company (ORPIC). As the person behind the founding of ORPIC in 2010, Musab is one of the most influential executives in the refining and petrochemical sectors in Oman.

Prior to taking the helm at ORPIC, Musab was with Oman Oil Company as chief investment officer. In his previous roles as deputy chief financial officer and project finance manager, he has actively contributed to the growth of Oman Oil's business portfolio.

He started his career in oil and gas as field engineer at Schlumberger working on assignments in West Africa and the Caspian Sea.

In addition, Musab serves on the Board of Directors of various local and international companies. He is currently board member in Gulf Petrochemical and Chemicals Association (GPCA) in the UAE. He holds a master degree in Business Administration from Edinburgh Management School (Scotland) and a BEng in Chemical Engineering from University of Nottingham in the UK.

Orpic is one of the most promising downstream organisations in Oman. It owns and operates two oil refineries and an integrated petrochemical complex (polypropylene and aromatics) with annual revenue exceeding \$9bn. Under the smart leadership of Musab, Orpic is progressing with an ambitious growth plan for the next five years which will increase its asset base by over \$7 bn and add over 4mn tonnes of products per year.



## Khaled Al Rabeah

CEO, Chemanol

**37** With oil prices showing now signs to recover any time soon, companies like Chemanol are playing an increasingly important role in diversifying Saudi Arabia's oil-dependent economy. Taking advantage of largely available, cheap feedstock, the company is producing higher value products to serve both local and foreign markets.

The Saudi government recently said it welcomes chemical ventures of this kind, and hopes to see more of the in the future. Speaking at the 2015 GPCA Annual Forum in Dubai last month, Abdullatif Al-Othman, chairman of Saudi Arabia General Investment Authority (SAGIA), said:

"We have identified new engines for growth: advanced downstream manufacturing, world class logistics, leading professional services by highly skilled talent and tourism – all have a role to play."

"The downstream industry will be part and parcel of realising our vision. It will be one of the most important engines for growth," he added.

## Pierrick Le Gallo

President, DuPont Turkey, Middle East and Africa

**38** As regional president for DuPont, one of the largest and most innovative chemical producers in the world, Pierrick Le Gallo deserves a place in this year's Power List.

DuPont has become synonymous with the words innovation and technological ingenuity.

As a matter of fact, at the time of writing, DuPont was named one of the world's most innovative companies for the fifth consecutive year by Reuters.

Spearheading the company's innovative technologies across the whole of the Middle East, Le Gallo joined DuPont in 1984. In 2002, he relocated from Europe to Asia (Shanghai, China) as regional business director for the Packaging & Industrial Polymers business. He returned to Europe in 2005 to become the regional business director of the Performance Coatings business.

In September 2013 he relocated to Istanbul, Turkey as president, Developing EMEA. He was named to his current position in December 2014.



## Neil Chapman

President ExxonMobil Chemical

**39** Chapman, 52, was appointed president of ExxonMobil's chemicals business at the start of this year. Prior to that, he was senior vice president for the company's global polyethylene business. After the merger, Chapman was chemicals sales manager in Asia Pacific and project executive of the Fujian Integrated Refining and Ethylene Joint Venture Project in China.

In 2002 he joined the Fuels Marketing division as head of ExxonMobil Aviation International in the UK before becoming vice president, Industrial and Wholesale Fuels based in the United States.

## Marwan Nusair

President and COO, Alujain Corporation

**40** Marwan Nusair is the president and chief operating officer of Alujain Corporation. He joined Alujain in 1996 and progressed through several senior positions before being appointed president in 2005. He worked on a number of major petrochemical projects of Alujain and led the project development and commercial teams until December 2004. Nusair has been heavily involved in all aspects, from conception through commissioning and operations, of the propylene and polypropylene complex built by Alujain's subsidiary National Petrochemical Industrial Company (Natpet) in Yanbu Industrial City, while also pursuing other ambitious projects currently under development in Saudi Arabia.

Prior to joining Alujain, Nusair worked with Jeddah-based manufacturer of solvents, Safra Company, looking after marketing and sales, and before that with Saudi Aramco, Samarec and Petromin – major Saudi government enterprises.



## Ashok Goel

Chairman, Gulf Petrochem

**41** Ashok Goel, chairman and founder of Gulf Petrochem Group, started trading petrochemical products with his younger brother in Delhi and Gujarat in 1993.

As a result of his successful ventures in various manufacturing and marketing initiatives in India, he established Gulf Petrochem in the UAE in 1998.

Goel is known among the region's business circles as a self-made man with

razor-sharp business sense.

He is the technical backbone of the company and the mastermind behind most new projects.

Gulf Petrochem Group in October inaugurated a new storage terminal in Sharjah, UAE. The terminal is located within Hamriyah Free Zone and will provide the capacity to meet the growing demand for refined and petrochemical products in the region. Gulf Petrochem's new terminal will become fully operational in November and will have a total capacity of 203,888 cubic metres (cbm) with 37 tanks ranging from 1,7000 up to 11,200 cbm.

The new facility will be able to house all classes of petroleum products such as fuel oil, gas oil, base oil, bitumen and naptha, among others.



## Kamal Mohammed Fatayerji

CEO, NAMA Chemicals

42

Kamal Mohammed Fatayerji earned an M.S.

in Construction Engineering and Program Management from University of California at Berkeley, California, US, in 1981.

Fatayerji has 27 years of experience in the petrochemicals industry in contracts, project management, marketing and sales for a global engineering firm, including 20 years in developing world scale petrochemical projects and hydrocarbon downstream joint ventures with international partners.

NAMA Chemicals was established in 1992 as a Saudi multi-national corporation that creates value to the national economy by utilising local natural resources in its dynamic growth strategy in the chemical and petrochemical businesses.

Its subsidiary JANA - Jubail Chemical Industries Company - is the only producer of epoxy resins in the GCC and Africa, making it the market leader in these regions.

## Abdullah Al Garawi

President & CEO, Advanced Petrochemicals

43

As the top man at Advanced Petrochemicals, Abdullah Al

Garawi is responsible for the smooth running of operations and continued growth of the company. He has been in charge since October, 2010.

Garawi also served as deputy director of manufacturing for Jubail, at petrochemical major Saudi Basic Industries Corp. (SABIC). He holds a Bachelor's degree in Chemical Engineering from the King Fahd University of Petroleum & Minerals in Saudi Arabia.

The most recent news around the company was the completion of its joint venture PDH plant in South Korea. The plant will produce 600,000 metric tonnes of propylene per annum (MTPA) and is scheduled to start trial production in the first quarter of 2016.

Advanced owns 35% of the JV through its foreign subsidiary Advanced Global Investment Company, while South Korea's SK Gas has a 65% stake.

## Abdulaziz Abdullah Al-Zamil

President and Chairman, Zamil Group

44

Zamil began investing in the plastics industry over 30

years ago, and today the group can count on a 12,000-strong workforce in more than 60 countries, vast manufacturing facilities and strong affiliations with numerous international partners. The family also has a significant stake in the Bahrain-based Energy Central Company, which could prove a huge windfall given the region's growing power demands.

Al-Zamil currently serves as chairman of a number of petrochemical companies in Saudi Arabia including Saudi International Petrochemical Company and Sahara Petrochemical Company.

He received his Masters degree in Industrial Engineering from University of Southern California, in the US in 1968, and a BA in Industrial Engineering, also from the University of Southern California.

## Mohammad Hasan Peyvandi

Vice President, National Petrochemical Company

45

Iran is doing everything it can to reinvigorate its refining and

petrochemical sector: from encouraging new foreign investment from Europe and Asia, to pledging billions of government money to build new infrastructure and revamp old facilities on aging oilfields.

NPC said earlier in 2015 that the government's National Development Fund had committed \$5bn to the oil and gas sector and a further \$2.5bn is required to increase output to the 60mn t/y target.

In his role as vice president of Iran's National Petrochemical Company, Mohammad Peyvandi will have a huge role to play in the way Iran's petrochemical fate plays out.

It remains to be seen whether sanctions will be lifted, but a number of foreign firms have already shown interest to partake in downstream projects currently under construction.

## Yousif Saeed Lootah

Executive Director, Lootah Biofuels

46

Following in the footsteps of Europe and the US, the Middle East is making significant strides in developing and promoting the use of biofuels in the region.

Founded in Dubai, Lootah Biofuels aims to address the growing demand for alternative fuels in the region. Yousif Saeed Lootah is responsible for the company's rapid growth in the UAE and believes biofuels will gain traction in the future. "Lootah Biofuels produces biodiesel from used cooking oil for our customers' individual quali-



ty and sustainability requirements. Our objective is to produce biodiesel in the most efficient and sustainable way to deliver economic value and environmental benefits," he told RPME.

With environmental legislation becoming increasingly stringent, it is inevitable that greener fuels will play a bigger and bigger role in the region's development.

"I am extremely proud of Lootah Biofuels since we are the pioneers in biofuel production in the UAE. We introduced our biodiesel plant as a pilot project and in such a short time span we were able to cater to the increasing biodiesel demand by generating awareness among the people about the biodiesel benefits. Aligning our vision with the UAE's vision of sustainability and green environment helped us in getting RTA's DAST (Dubai Award for Sustainable Transport) in 2011," he added.



# Omar Bahobail

President and CEO, Al-Waha Petrochemical Company

47

Omar Bahobail is the president and CEO of Al-Waha Petrochemical

Company specialised in the production and export of high value chemicals.

Bahobail graduated from Saudi Arabia's famous King Fahad University of Petroleum and Minerals in 1990, with a Bachelors degree in Mechanical Engineering.

Bahobail brings over 20 years of downstream oil and gas experience to his role with Al-Waha Petrochemical Company.

Prior to this position, Bahobail worked for the Saudi European Petrochemical Company and in 2004 joined the Sahara Petrochemical Company.

Located in the Industrial City of Jubail in the Eastern Province of the Kingdom of Saudi Arabia, Al Waha was established in September of 2006, as Sahara's first majority owned industrial project subsidiary.

Al Waha operates a world scale petrochemical complex with an annual production capacity of 460,000 tonnes of propylene which serves as feedstock to make 450,000 tonnes of polypropylene, according to its website. The polypropylene is sold both within the region and on international markets.

The company uses Honeywell UOP's Oleflex technology for its PDH plant and Basell's Spherizone technology for the PP plant

Al Waha is a joint venture between Saudi's Sahara and Germany's LyondellBasell, which own 75% and 25% of the company respectively.



## Ahmed Al-Awfi

CEO, Oman-India Fertilizer Company

48

Ahmed Al-Awfi is CEO of Oman India Fertilizer Company

(Omifco). The company was founded as a joint venture between the governments of India and Oman and has quickly become a key regional producer of high quality ammonia and urea based fertilizers.

The company owns and operates a modern world scale two-train ammonia-urea fertiliser manufacturing plant at the Sur Industrial Estate in the Sultanate of Oman. The plant has the capacity to produce 1,750 tonnes per day of anhydrous ammonia from 2 ammonia plants and 2,530 tonnes per day of granular urea from 2 urea producing plants.

Omifco considers the issue of reducing the environmental impacts resulting from its operations as its top priority along with the promotion of production to raise the national economies of both India and Oman.

## Pierre Leretz

President, Process Automation, India Middle East, Africa, ABB

49

As automation becomes an integral part of the modern refin-

ery, ABB has cemented its role in the region's downstream sector as the industry's top equipment and technology provider. The company was selected as the main technology provider for the Sadara mega-project, which is telling of the reputation ABB enjoys in this part of the world.

Pierre Leretz, President, Process Automation, ABB for India, Middle East and Africa, has been based in the region since the late 90s, and working on a number of high profile industrial projects, has seen the GCC's exponential growth first hand. Leretz boasts extensive international business development background in the oil and gas and energy sectors and Mergers & Acquisitions (M&A).

In the past, he has been involved in market development strategies and managing new operations in Europe, Africa and the Middle East.

He also served as French Foreign Trade Advisor in Paris.



## Oliver Klingbeil

Managing Director, S.E. TALKE

50

Oliver Klingbeil is managing director of the Saudi-German

chemicals logistics joint venture S.A. TALKE and completes this year's Power List.

S.A. TALKE is one of the main provider of chemical logistics services in the region and was recently awarded the on-site logistics for Yanbu industrial city by National Petrochemical Industrial Company (NatPet).

The contract, which will come into effect on January 1, 2016, was signed for an initial period of three years and covers product handling and warehouse management.

The products are premium grades PP from the LyondellBasell Spheripol process such as heterophasic and random copolymers.

The contract award marks S.A. TALKE's expansion from its traditional core area Al-Jubail industrial city, on the Kingdom of Saudi Arabia's east coast, to the western province.

"We are very honoured to be entrusted with this part of NATPET's supply chain," said Oliver Klingbeil, managing director of S.A. TALKE.

"This once again proves that we have the right strategy in the right place to support GCC petrochemicals producers with state-of-the-art specialist logistics in order to powerfully and efficiently meet the demands of their customers."

NatPet is subsidiary of Alujain Corporation, and is operating its petrochemical complex of 400,000 mt/year of both propylene and polypropylene plants at Yanbu.