

Post Show Report
Neftegaz 2016 International Exhibition

Milestone in Russia's oil and gas industry

From April 18 to 21 Expocentre Fairgrounds hosted the 16th Neftegaz International Exhibition for Equipment and Technologies for the Oil and Gas Industry which became an important event for the Russian oil and gas sector.

The trade show is organized by Expocentre AO in cooperation with Messe Düsseldorf GmbH, a German trade show company. Neftegaz is supported by the Russian Ministry of Energy and runs under the auspices of the Russian Chamber of Commerce and Industry. Neftegaz hits the world top ten trade shows and rightfully carries the logos of UFI, the Global Association of the Exhibition Industry, and RUEF, the Russian Union of Exhibitions and Fairs.

This year Neftegaz is co-located with the 3rd National Oil and Gas Forum. The two major industry events complement each other to be a new, more effective platform for cooperation between authorities and industry associations, businessmen and researchers. The events' strategic objectives are aimed at upgrading and innovative development of the Russian fuel and energy sector.

Neftegaz 2016

The participants in Neftegaz 2016 were **662** leading foreign and Russian manufacturers and suppliers of oil and gas equipment, oil and gas producers and refineries, oilfield service companies and upstream players from **29** countries.

Equipment and accomplishments of the oil and gas industry and related sectors were showcased **on the total area of 58,704 sq m.** The total attendance amounted to **25,330**. The show participants held negotiations at exhibitors' stands and had in-depth discussions in conference halls during all days of the trade show.

China, Germany, and the USA arranged key displays. **The Czech Republic** and **Finland** traditionally organized their group stands. **Iran** was represented by National Iranian Gas Company. Oil and gas major companies showed their products, among them R&B Industrial Supply Company, National Oilwell Varco, Compressor Controls Corporation, Honeywell Process Solutions, Jumo, Kanex-Krohne, China Petroleum Technology & Development Corporation, Sinopec, Schneider Electric, ABB, and other global leaders.

Russia was represented by **381** companies. The latest achievements were put on display by national oil and gas companies, equipment manufacturers, and service providers. Among the exhibitors there were Gazprom, Gazprom Avtomatizatsiya, Tatneft, Transneft, TMK, and many other large energy and machine manufacturing companies.

Innovative projects and technology were demonstrated by the **Skolkovo Innovation Centre** and the **Siberian Branch of the Russian Academy of Sciences**. The companies, which are **members of Rostec and Rosatom Corporations**, arranged their group stands at the trade show.

The rapidly developing sections **“ACS. Instrumentation. Metrology”** and **“Electrical Equipment for the Oil and Gas Sector”** offered effective solutions to the participants. The trade show featured the **Neftegaz Information Centre**.

The Centre conducted a media tour for journalists around the trade show to showcase Russian and foreign equipment and technology. The Information Centre hosted press conferences organized by Holding Cable Alliance, Nefteservispribor Research and Production Enterprise, Velan Group, and INT Russia. Presentations were held by Perm Oil Machine Engineering Company, Ozna, Mitsubishi Electric (Rus), Spetsialnye Tekhnologii (Special Technology) ZAO, VTS-Invest, and Rockwell Automation.

The most important and interesting events were covered in the Neftegaz **official daily news bulletin “O&G Business. Daily”**.

Participant Feedback

The industry experts, Neftegaz exhibitors and visitors emphasized that the trade show was very interesting and useful.

“I have been to many international trade shows. They put on display more natural samples. But only few trade shows can be compared to Neftegaz by variety and range of the issues discussed. Neftegaz occupies a rightful place among them.”

Genady Shmal, President of the Union of Oil and Gas Producers of Russia

“Stands are decorated very well. Lots of exhibits are presented. Year after year the trade show improves both in design and in thematic sections.”

Pavel Zavalny, Chairman of the Russian State Duma Committee on Energy

“In recent years we have participated in Neftegaz biennially. If the Neftegaz trade show runs along with the National Oil and Gas Forum, we will definitely participate annually.”

Mikhail Cherkasov, Strategic Customer Director, Schneider Electric (France)

“The Neftegaz trade show is an event that brings together everybody. New customers, new partners, and the colleagues using our equipment attend our stand and share their opinions about our products. Networking with customers at such an event gives an impetus to the Neftegaz further development.”

Roman Taganov, Director of Gazpriboravtomatika of Gazprom Avtomatizatsiya

“This trade show is very useful for making new business contacts. Here one can see the latest technology for the oil and gas industry. Neftegaz, organized by Expocentre, is the most recognized event in the oil and gas sector both in Russia and its neighbouring countries. Participation in Neftegaz is a very prestigious event for any company. The show was organized at a traditionally high level.”

Tarlan Aliyev, Head of Key Account Management Department, Izmeron

“I cannot say that the trade show became worse or better. It’s at about the same high level as in previous years. Of course, one should understand that a trade show held in Moscow is, first of all, an image-building event where participants try to show themselves to the best advantage. The job of the organizer, Expocentre, is at rather a high level as usual. The show participants and visitors got used that Neftegaz was held only at Expocentre Fairgrounds. This year I have seen a lot of newcomers to the Neftegaz trade show.”

Vladimir Zharennikov, General Director, Perm Oil Machine Engineering Company

“The main difference between Neftegaz 2016 and its previous editions is that this year the show runs together with the National Oil and Gas Forum. As a result, the trade show has been attended by well-known industry experts with whom we can speak on professional topics. We regularly participate in the Neftegaz exhibition and will certainly do it next year.”

Andrey Posokhov, Brand Manager, TMK

“Neftegaz is a tradition for us; it is a meeting point for oil and gas companies, equipment manufacturers and representatives of research centres. It is a final event of the year. It is the place where one annual cycle ends and another one starts. Participation in the trade show enables us to determine our focus area and choose development trends. We will positively participate in the show next year.”

Sergey Sibirev, Director of R&D Centre, Rimera Group

The 3rd National Oil and Gas Forum

The 3rd National Oil and Gas Forum was held along with major trade show Neftegaz on 19-21 April 2016 in Moscow.

The Forum participants were heads and representatives of the Russian Government, Russian regions, federal agencies, business, research centres, and non-governmental organizations.

The event program of the 3rd National Oil and Gas Forum featured 17 plenary sessions where over 100 speakers made their speeches. The Forum events were covered by more than 350 journalists from leading industry mass media including 18 TV-channels.

A systematic approach of key oil and gas experts allowed to ensure a high level of discussions and, following the results, offer solutions which were reasonably sought-after today when developing the energy policy.

On the Forum first day the participants held **plenary sessions, a panel discussion, a round table, seminars, and discussions.**

Among keynote speakers there were Deputy Minister of Energy Kirill Molodtsov, Deputy Minister of Energy Alexey Texler, Director of Machine-Tool Building and Investment Machine Building Department of the Russian Ministry of Industry and Trade Mikhail Ivanov, President of Schneider Electric in Russia and CIS Jean-Louis Stasi, Head of Technological Partnerships and Import Substitution Department at Gazprom Neft Sergey Arkhipov, CEO of SAP in CIS Natalia Parmenova, and Deputy Director of Equipment and Technology Localisation Department at Rosneft Valeria Bannikova.

The Forum's second day opened with the **main plenary session** with participation of Deputy Prime Minister Arkady Dvorkovich, Minister of Energy Alexander Novak, Venezuela's Minister of Petroleum and Mining Eulogio Del Pino, President of Lukoil Vagit Alekperov, President of the Russian Union of Industrialists and Entrepreneurs Alexander Shokhin, President of Platts Agency Imogen Dillon Hatcher, and President of Bashneft Alexander Korsik. The key discussion topic was the situation on the global oil market.

After the main plenary meeting there were held **conferences and a round table.**

The third day saw **the Russian-Chinese Summit on Cooperation on Investments and Technology for the Oil and Gas Industry.**

The summit participants were representatives of Transneft, Novatek, Chinese and Russian business entities and analytical companies. They all agreed that under the current geopolitical and economic conditions the Russian-Chinese investment cooperation becomes increasingly important.

The Summit's significant event was **the round table on Oil & Gas BRICS: Investments, Technology and New Opportunities for Partnerships. The Chinese-Russian seminar** was devoted to laser technology for the oil and gas sector.

According to professional community, the co-location of two events, which are essential for the Russian fuel and energy sector, – the Neftegaz 2016 international exhibition and the 3rd National Oil and Gas Forum – have produced a powerful synergetic effect.

At the Forum Russian Minister of Energy **Alexander Novak** emphasized in one of his interviews that “Such a format allows not only to discuss the current issues at panels, but also enables participants to see the latest achievements in this

sector”, “to make agreements on supply of equipment, technology and so on. Expocentre Fairgrounds is very convenient for hosting the forum and the trade show. If this format becomes a tradition, we will be very glad.”

The next 17th Neftegaz International Exhibition will run at Expocentre Fairgrounds on 17-20 April 2017. Neftegaz 2017 has already received the support of the Russian Ministry of Energy.