

Mature/Marginal Fields Mission to Bogotá, Colombia

February 26-28, 2019

The Government of Alberta, in collaboration with Global Affairs Canada (GAC) and Export Development Canada (EDC), is organizing a trade mission to Colombia for February 26-28, 2019. The mission will focus on showcasing Canada's mature fields technology and expertise through several activities such as a mature fields seminar, a networking reception and targeted business-to-business meetings.

Why Colombia? Why mature fields?

Colombia's National Hydrocarbons Agency (ANH) has increased the country's production forecasts and targets with the objective of increasing the recovery factor. Colombia has one of the lowest recovery factors in the world, at 18 – 20 percent, while the global average is 35 percent.

A 2016 study found that of 48 producing companies operating in mature fields only seven have enhanced oil recovery projects in place. Improving the recovery factor from existing fields is one of the four main challenges Colombia currently faces to increase its production and reserves. The other three are the discovery and processing of heavy oils, the exploitation of unconventional resources and the offshore frontier.

The primary problem the industry faces in Colombia is limited reserves. The largest oil and gas fields in the country were discovered in the 1970s and 1980s, but since then very few important discoveries have been made. As a result, Colombia has one of the lowest reserves-to-production ratios among the world's major oil producers. Enhanced oil recovery projects are adding to operators' proven reserves; hence, the country offers a tremendous opportunity for companies with knowledge and technology in this area. In this

environment, Colombia stands as one of the most promising markets for Canadian supply and service companies, willing to bring mature-field specialized technologies to an international level.

Who should attend?

We are looking for representatives of producer, technology and/or services companies specialized in mature or marginal fields. Please reference below for specific needs in Colombia.

Specific Needs in Mature Fields in Colombia

- Polymer flooding and injection technologies
- Water coning control and other water conformance technologies
- Drilling and perforation technologies
- Selective completion technologies
- High-temperature production logging technologies
- Sand control technologies
- Artificial lift
- Heavy oil handling technologies
- Downhole and surface corrosion control technologies
- Reservoir management
- Oil/gas/water separation and treatment technologies
- Surface facility technologies
- Produced water treatment technologies for BSW>80%
- Piping technologies
- Freshwater access technologies
- EOR feasibility studies
- Surface geometrics studies for injection
- Water injection technologies
- Chemical injection technologies
- Steam injection



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How to join?

Deadline to submit your application is January 9, 2019.

A selection committee comprised of industry associations and partners will select the companies to participate on the mission based on their expertise and products or services. The main criteria for the selection process is that your company offers a product or service related to mature fields.

Please note, upon submission of the application form, you automatically agree to pay the mission participation fee if you are selected. You also agree to be in Colombia by the evening of February 25 until February 28, 2019.

Selected companies will be notified one week after submitting their application. Companies must apply by January 9th, 2019.

Your participation includes:

Market briefing: An overview of the politics, economics and social/cultural aspects of doing business in Colombia's oil and gas sector. In addition, you will receive a brief overview in how the provincial and federal governments can support Canadian companies operating in Colombia.

Seminar participation: You will be able to present what your company has to offer the Colombian oil and gas sector at the Mature Fields Seminar. This seminar will have business representatives from operators and service companies looking for mature-field specialized technologies.

Business-to-Business meetings: Your company will receive a minimum of six targeted business-to-business meetings facilitated by a locally engaged consultant throughout the duration of the mission.

Networking reception: You will be invited to a Canada networking reception where you will get to meet with Colombian business leaders and technical experts.

Please note that there may be additional networking events during the week.

Exposure: Your company will be featured in an Alberta mature fields profile booklet, which will be distributed at the seminar and other corresponding events.

Cost: CAD 1,100. Funds are allocated to contract an experienced, in-market, business-to-business matchmaking consultant.

Is there any economic support for prospective participants?

The Export Support Fund (<https://www.alberta.ca/export-support-fund.aspx>) can help your company offset costs of participating in this mission. Please be advised, you must submit your application for the grant **at least six weeks before** the event (January 14, 2019).

Companies are also advised to look at the CanExport program at (<http://www.international.gc.ca/trade-commerce/funding-financement/canexport/index.aspx?lang=eng>)

Mature/Marginal Fields Seminar in Bogota, Colombia

February 26-28, 2019

Final registration deadline: January 9, 2019

Information collected in this registration form is collected by Economic Development and Trade under the authority of s.33(c) of the Freedom of Information and Protection of Privacy Act (Alberta) for the purposes of promotion and public dissemination. Information provided in this registration form will be disclosed to the general public. All information will be managed in accordance with the Freedom of Information and Protection of Privacy Act (Alberta). Questions related to the collection, use or disclosure of this information should be directed to Melanie McMillan Ministry of Economic Development and Trade, melanie.mcmillan@gov.ab.ca

Yes, please include my company information in the Alberta Company Directory.

No, please do not include my company information in the Alberta Company Directory.

COMPANY AND PARTICIPANT PROFILE

Company Name

Address

City

Province

Country

Postal Code

Email

Website

Company Profile (150 words)

(Please include your competitive advantage as well as a description of the products and services you offer.)

Products and Services (50 words)

(Please include a call to action and the type of organizations/companies/contacts you wish to connect with.)

Do you currently work with a local partner in Colombia?

Yes

No

If yes, please specify:



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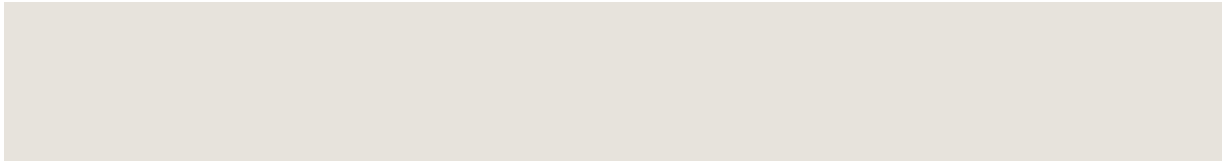
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COMPANY LOGO AND PHOTOS

- Please attach a **300 dpi** colour company logo in jpg or **eps vector** format.
- Please attach one 300 dpi photo of your company's product/service to support industry promotional material.

Photo Credit Line *(Please include a description of the image.)*
Inclusion of the credit line in industry promotional material is not guaranteed.



(Please note: you will be able to attach your company logo and photo after you click the "Submit" button below.)

COMPANY REPRESENTATIVE

Name

Signature

Title

Date

To register, please draft a business cheque or money order addressed to the Government of Alberta.

Please send the the Cheque to:

Melanie McMillan, Trade and Investment Officer
Economic Development and Trade
4th fl Commerce Place, 10155-102 Street,
Edmonton, AB T5J 4L6

SUBMIT

If you are unable to submit your form by clicking the "Submit" button, please save a copy and email it directly to [Melanie McMillan](#) or [Benigno Rojas-Moreno](#) along with your company logo and photo.

For more detailed information and registration, please contact:

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