



CANADIAN GLOBAL  
EXPLORATION FORUM



SUPPORTED BY



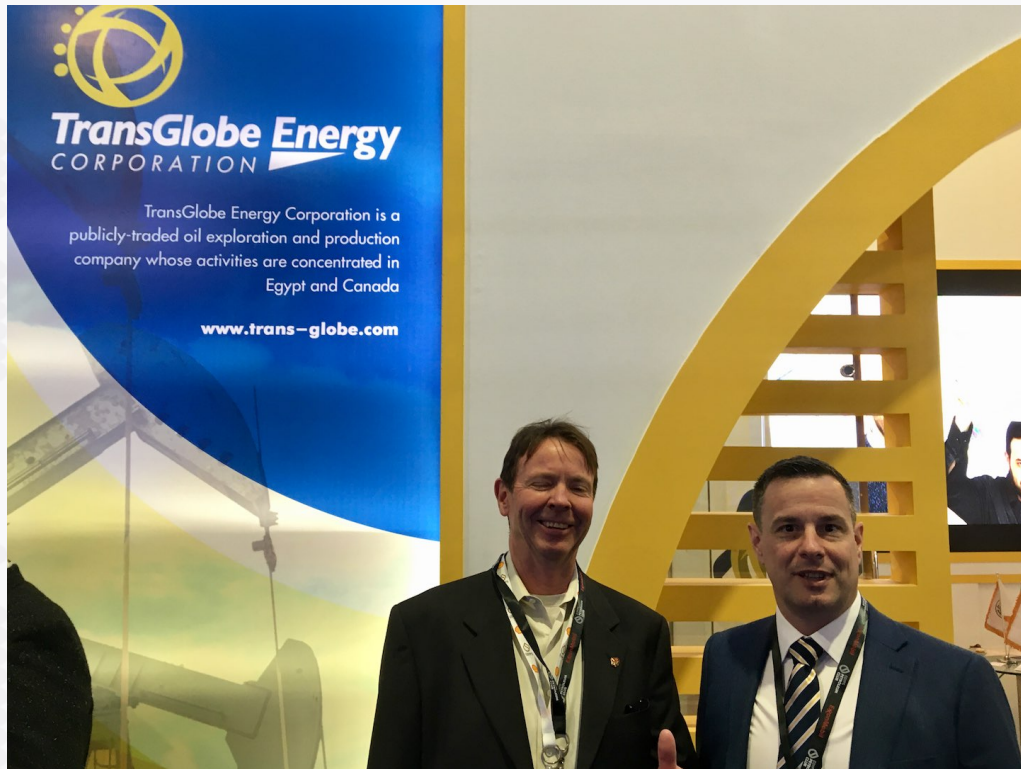
**11-13 February 2020**  
Egypt International Exhibition Center

**NORTH AFRICA AND THE MEDITERRANEAN**  
DELIVERING THE ENERGY NEEDS OF TOMORROW

Report on the  
EGYPS Petroleum Show  
Cairo, 11-13 February 2020

Jürgen Kraus, CGEF director  
James Batchelor, CGEF member

# EGYPS, Cairo, 11-13 Feb 2020



2 Canadian operators currently exploring and producing in Egypt:  
TransGlobe Energy (Rob Reynolds, Director Business Devel. on right).  
Mediterra Energy Corporation (not present at EGYPS).

# EGYPS, Cairo, 11-13 Feb 2020

## GEOGRAPHICAL ATTENDEE BREAKDOWN



EGYPS is the premier oil and gas event of the Mediterranean Region (including the Arabian peninsula).

Over 80% of participant representation is from Eastern Med.

# EGYPS, Cairo, 11-13 Feb 2020

## EGYPS 2020 IN NUMBERS



## Purpose of event

To showcase the locally operating manufacturers, service companies, and E&P companies

- Networking and deal-making opportunities
- Information exchange through technical presentations
- Public Relations and marketing



# EGYPS, Cairo, 11-13 Feb 2020

## JOIN LEADING NOCS AND IOCS FROM AROUND THE WORLD

8

National Oil Companies



16

International Oil Companies



13

International Service Providers &  
Engineering, Procurement & Construction  
Companies



8 National Oil Companies  
16 Internat. Oil Companies  
13 International Service Companies  
Primary Focus-Marketing & PR

# EGYPS, Cairo, 11-13 Feb 2020

## COUNTRY PAVILIONS AT EGYPS 2020



BAHRAIN



CANADA



CHINA



CYPRUS



FRANCE



GERMANY



GREECE



ITALY



INDIA  
NEW FOR 2020



NORWAY



SCOTLAND



SOUTH KOREA



SPAIN



UAE



UK



USA

3 large exhibition halls, similar in size to the Global Petroleum Show in Calgary (but without an outdoor exhibit)

# EGYPS, Cairo, 11-13 Feb 2020

## 6 Canadian companies:

Dynamic Technologies (DTCC)

Guide Valve Limited

Improheat Industries Ltd.

Micro Engineering Tech METI

Phoenix Geophysics

Volant Products Inc.

plus

Global Petroleum Show-CGEF



Canadian Pavilion



# EGYPS, Cairo, 11-13 Feb 2020

---

## CGEF's goals at EGYPS:

- introduce Canadian expertise to the Mediterranean market for the benefit of Canadian E&P and service companies
- gather information for Canadian companies on how to explore in the region
- create relationships through networking
- identify potential partner organizations
- collect information on licensing rounds
- promote Canada and Calgary as an important international energy hub
- attract delegates and speakers for the CGEF conference



# EGYPS, Cairo, 11-13 Feb 2020



CGEF reps James Batchelor and Jürgen Kraus (note-mislabeled booth): many inquiries for GPS



Canadian Senior Trade Commissioner Jasmine Wahhab (centre), Trade Commissioner Joseph Tadros (left) and CGEF director Jürgen Kraus

# EGYPS, Cairo, 11-13 Feb 2020

---

## Key Learnings:

- Introspective event, promoting regional interests
- Main interest was development, not exploration
- No licensing rounds advertised
- Showcasing local E&P companies with few managers present and only company contact info available
- Mostly a tradeshow, advertising energy hardware
- Presentations of integrated systems for production enhancement, co-gen systems and alternative energy
- Regional managers of IOCs were not favorable discussion partners for CGEF
- Booth attracted huge interest, 150 flyers given away  
...but no potential CGEF partner identified



# EGYPS, Cairo, 11-13 Feb 2020

## Outlook:

The remaining CGEF info brochures were left with the Canadian embassy in Cairo for possible follow-up

- EGYPS was an experiment that created a learning experience
- Trade-shows are a difficult venue for the CGEF message

