

Confindustria - AOC Event; Target Group

Nr.	Aramco Organization	Sector	Segments	Company Department
1	Strategic Sourcing (Sourcing List)	<p><u>Static and Pipes:</u> Flanges, Ignitors, Burners, Air Handling/Conditioning Units, General Industrial HVAC, Non-Metallic pipes,</p> <p><u>Instrumentation and Electrical:</u> Switchgears, Cables, Custody Flowmeters, Custody Flowmeters Coriolis (liquid or gas)</p> <p><u>Drilling:</u> Downhole tools; Hangers, Packers & Screens</p> <p><u>Chemicals:</u> Oilfield/Drilling Chemicals</p> <p><u>Rotating:</u> Engines, Pumps & Compressors</p>	International O&G customer base. 4+ years O&G industry experience	Sales, Engineering
2	Strategic Sourcing (Localization)	<p><u>Materials:</u> Casting & forging Compressors Electrical equipment Engineering Heat exchanger, boilers, furnaces In-plant pipes Instrumentation Pumps Skids</p> <p><u>Services:</u> Cementing services Coil tubing Directional drilling Filtration Fracturing services Gas onshore drilling rigs Slickline Subsurface testing Tubular running</p>	See sector input	CEO or head of Strategy/Mergers & Acquisitions department
3	Human Resources	Oil & Gas related incl Chemicals, Materials Supply, IT companies incl consultancy	International Operations is a must, Experience with Middle East companies is preferred, Less relevant is the size of the company	HR (HR business partners, HR Managers), Business (e.g. Engineering Teamleads, Business development- managers or directors..., etc.)

4	MI&TI (Market Insights & Technology Intelligence)	<p>a. R& D centers that are working in innovative technologies related to:</p> <ul style="list-style-type: none"> o Natural Gas processing using membranes (desulfurization, CO2 removal, N2 rejection) o catalysis applied to oil & gas processing and petrochemical applications, that for instance can increase the product yield of aromatics and that are also developing innovative ways of separating aromatics o Direct conversion of crude oil to chemicals o Butadiene yield increase Technologies o Conversion of CO2 to chemicals o Ethylene Dimerization <p>upstream:</p> <ul style="list-style-type: none"> • water treatment-produced water treatment from oil production (Desalination, membranes technologies) • Enhance oil recovery 	See sector input	Heads of R&D
5	SAEV (Saudi Aramco Energy Ventures)	Upstream, Midstream, Downstream, Water and Energy Efficiency	Early stage/Growth companies with unique technologies	CEO or CTO