

## Solutions for future development



DANIEL VALOT

**D**aniel Valot, chairman of the Management Board of Technip-Coflexip, a global leader in engineering and construction services in the industry, is pleased that the 17<sup>th</sup> WPC is being held in Brazil where Coflexip has been a long lasting player with manufacturing and offshore operations recently completed by Technip's engineering and construction capabilities.

### How do you assess oil and gas industry trends and challenges?

**Valot** - Long term growth prospects for our industry remain solid in the areas where operators are looking at spending more Capex in the coming years, which coincide with Technip-Coflexip areas of expertise. Development projects in offshore and deep offshore, and, by extension, the growth demand in floating units (FPSOs, spar, etc.), are all favorable elements for Technip-Coflexip's activities, in the same way as investment projects in major gas and petrochemical complexes are, notably, in the Middle East. Gas developments and LNG trains are also slated for growth in the Middle East, the Far East and in Africa, particularly as gas producing countries seek to decrease their dependence on crude oil and develop gas both for a source of energy and as a feed stock for other local industries (power generation, fertilizers, petrochemicals, gas-to-liquids) which will help both domestic economic growth and job creation. Offshore LNG platforms are also expected to gain operators' interest. Projects for refining in industrialized countries are mainly driven by more stringent environmental standards that will trigger spending for up-grades in refineries. Emerging markets will also seek to expand their refining capacity as their economies grow.

### Could you name some opportunities that the Congress can generate?

**Valot** - The WPC is really an International Forum discussing the issues faced by the oil and gas industries from ultra deepwater through to GTL and e-business, areas in which Technip-Coflexip plays a key role. With oil companies today looking for creative and reliable solutions under ever more demanding conditions of production, we seek to listen to our clients' views and requests and benchmark solutions to be prepared for their future developments.

## Managing new risks: a challenge ahead



**"N**ew reserves will be found, but in progressively more difficult environments", states the president of British Petroleum Brazil, Norman Anderson. For him, "the key challenges will be to develop new technologies and to manage new risks".



NORMAN ANDERSON

### Could you share your views on the market for oil, gas, and energy?

**Anderson** - Growing markets will require increasing amounts of energy, and the world is demanding increasingly cleaner energy. To meet these needs, oil and natural gas will continue to be the biggest part of the energy mix for many years to come. New reserves will be found, but in progressively more difficult environments, such as the deep and ultra-deep water in Brazil. If our industry is to access these areas, the key challenges will be to develop new technologies and to manage new risks. The industry has a great track record of innovation and creativity, stretching performance to meet such challenges. Above all, we have to conduct our business safely, ethically and with full consideration to environmental issues.

### What opportunities is the Congress likely to generate?

**Anderson** - The WPC is an excellent forum to discuss and share new technologies, concepts, and issues that are of interest to the oil and gas industry worldwide. Thousands of people from all over the world will be attending the event. This provides an opportunity to highlight some of the world-class projects and development activities that are underway in the world.

### What are you expecting from the 17<sup>th</sup> WPC?

**Anderson** - The 17<sup>th</sup> WPC will be one of the most important industry events of the year. Attendees will have an excellent opportunity to hear directly from some of the most distinguished and influential people in the industry. I expect an open debate and an engaging dialog around a host of topics, including advancements in E&P technology, refining and clean energy to name a few.