



Britain
Brunei
Business
Forum

High Tea Meeting for Visiting UK Firms

**Participant Briefing Note, Participants Lists &
Company Introductions**

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Participants Briefing Note

Date: 11th November 2010, 14:30 to 17:00

Venue: 2nd Floor Shahryza Café, Riviera Hotel, Jalan Sungai, Kuala Belait, Brunei Darussalam

Purpose:

- To provide an overview of the broader Bruneian economy (beyond Oil and Gas) and possible business opportunities.
- To provide participants with a frank, “closed door” dialogue to explore expected, or experienced, trading issues and opportunities in Brunei.
- To encourage visiting UK companies and their Bruneian counterparts in the Oil and Gas sector, as well as other areas of the Bruneian economy, to network actively – with a view to understanding better each other’s fields of expertise and to explore possible future business opportunities.

Format:

- Presentations and Dialogue, to be followed by
- Company Introductions, and then
- Networking over High Tea

Attire: Office Attire

Contact: Mr Stuart Kemp: +673 7133791

Ms Aprille Solis: +673 8966495

High Tea Program

Time	Description	Presenter
14:30 – 15:00	Registration	–
15:00 – 15:05	Welcome Remarks	His Excellency Rob Fenn – British High Commissioner to Brunei Darussalam
15:05 – 15:10	Introduction	Mr Ambrose Nathan – General Manager, G4S & BBBF Chairman
15:10 – 15:25	“Business Opportunities in Brunei” – Presentation by the BEDB	Sheikh Rashid Salam – Assistant CEO – Marketing & Investment Promotion, Brunei Economic Development Board
15:25 – 15:40	“Trade Issues & Opportunities with Brunei” – Q&A Session	HE Rob Fenn, Sheikh Rashid Salam and Mr Ambrose Nathan
15:40 – 15:50	Introduction of Participants	Mr James Chan – Senior Trade Manager, British High Commission, Kuala Lumpur; Ms Aprille Solis – PA to First Secretary of Defence, UKTI, Brunei and Mr Stuart Kemp – Executive Director, Asia Inc Forum & BBBF Committee Member
15:50 – 17:00	High Tea & Informal Networking	–
17:00	Event Finishes	–

Participants List

Name	Title	Company	Sector	Country
Guest of Honour				
His Excellency Robert Fenn	British High Commissioner to Brunei Darussalam	Foreign & Commonwealth Office	Government	Brunei
Special Guest				
Sheikh Rashid Salam	Assistant CEO – Marketing & Investment Promotion	Brunei Economic Development Board	Government	Brunei
UK Visiting Companies/Organisations				
Mr Mark Yong	Associate Director	BMT Asia Pacific Ltd	Oil & Gas	Hong Kong
Mr Neil Marshall	Head-Business Development	Bristow Helicopters Ltd	Transport	UK
Mr David Evans	Director – Oil & Gas	ERM South East Asia	Oil & Gas	Malaysia
Mr Ingeborg McNicoll	Partner	ERM South East Asia	Oil & Gas	Malaysia
Mr John Edward Shand	Sales Director	Global Solutions Asia	Oil & Gas	UK
Mr James Peacock	Business Development Manager	Hull College Group	Consultancy	UK
Mr Bilal Tai	Regional Technical & Marketing Manager – Gas Processing	Johnson Matthey Catalysts	Oil & Gas	Malaysia

Name	Title	Company	Sector	Country
Mr Steve Willis	Engineering Manager	Johnson Matthey Catalysts	Oil & Gas	Malaysia
Mr Mohd Farid Idrus	Business Development Manager	MMC AMEC	Oil & Gas	Malaysia
Mr Vijayan Pillai	Strategic Service Analyst – Natural Resources, SE A	MMC AMEC	Oil & Gas	Malaysia
Mr Paul Robinson	Operations Manager	NES Global Technical Consultants	Oil & Gas	Malaysia
Mr Dan Winnington	Business Development Manager	Proserv Offshore Malaysia	Oil & Gas	Malaysia
Mr Olof Rapp	Managing Director	Rolls-Royce Malaysia	Transport	Malaysia
Mr Bunny Ong	Regional Sales Manager – Asia Pacific	Rolls-Royce Singapore	Transport	Singapore
Mr Yeh Xuan Wen	International Business Manager	Scottish Development International	Consultancy	Singapore
Syed Feisal Alhady	Managing Director	Subsea 7 Malaysia	Oil & Gas	Malaysia
Mr James Chan	Senior Trade Manager	British High Commission	Government	Malaysia
Ms Jennifer Wong	Assistant Trade Manager	UK Trade & Investment	Government	Malaysia
Bruneian Companies/Organisations				
Mr Law Xiao Song	Executive Director	Adinin Works & Engineering	Oil & Gas	Brunei
Mr Steve Munds	General Manager	Adinin Works & Engineering	Oil & Gas	Brunei
Mr Gary Liau	Managing Director	Allied Integration Solutions	Oil & Gas	Brunei
Mr Stuart Kemp	Executive Director	Asia Inc Forum	Consultancy	Brunei
Hj Ideris bin Hj Ali	Senior Marketing Manager	Brunei Economic Development Board	Government	Brunei

Name	Title	Company	Sector	Country
Ms Jodie Lim	Marketing Manager	Brunei Economic Development Board	Government	Brunei
Mr Shaun Hoon	Growth Engineer	Catalyst	Consultancy	Brunei
Mr Mike Lomax	Rig Manager	ENSCO office	Oil & Gas	Brunei
Mr Ambrose Nathan	Country Manager/General Manager	G4S	Security	Brunei
Siti Kathydzah Bte Hj Kanafiah	Personal Assistant of General Manager Cum Sales	G4S	Security	Brunei
Hj Musa bin Hj Adnin	Managing Director	HJ Adinin & Sons	Oil & Gas	Brunei
Mr Eddy Tan	Marketing Manager	HJ Adinin & Sons	Oil & Gas	Brunei
Ai Lee Chang	Head of Global Banking	HSBC	Financial Svcs	Brunei
Mr Felix Chin	Senior Relationship Manager MME	HSBC	Financial Svcs	Brunei
Mr Frederick Leong	Senior Relationship Manager MME	HSBC	Financial Svcs	Brunei
Mr Nabel Huwazan	Chief Technology and Services Officer	HSBC	Financial Svcs	Brunei
Ms Shareen Han	Associate, Multinationals	HSBC	Financial Svcs	Brunei
Mr Delon Hon	Principal	James Hon Marketing & Management	Education	Brunei
Mr Siva Sivarajah	Chief Operating Officer	Laksamana College of Business	Education	Brunei
Hj Osman bin Hj Omar	General Manager	Mashhor General Contractors	Oil & Gas	Brunei
Mr Rey Mallari	Executive Assistant to the Chairman	Mashhor General Contractors	Oil & Gas	Brunei

Name	Title	Company	Sector	Country
Mr Edwin YL Lau	Executive Director	PTAS	Oil & Gas	Brunei
Khairunnisa	QA/QC Executive	QAF Oilfield Services	Oil & Gas	Brunei
Mr Nelson Cheong	Business Development & HSE Advisor	QAF Oilfield Services	Oil & Gas	Brunei
Renny Yap	Executive Assistant	QAF Oilfield Services	Oil & Gas	Brunei
Hj Awang bin Hj Ali	Managing Director	QESS Energy Support	Oil & Gas	Brunei
Nur Baizurin binti Zulkanain	Sales Engineer	QESS Energy Support	Oil & Gas	Brunei
Ting Tin Tin	Sales Engineer	QESS Energy Support	Oil & Gas	Brunei
Mr Cyril Joseph	Business Development Manager	Sahid	Oil & Gas	Brunei
Mr Leslie Drapper	Operations Manager	Sahid	Oil & Gas	Brunei
Mr Charles Ting	Manager	Sheng Yu Trading	Retail	Brunei
Hj Md Musa Hj Suhaili	Business Development & External Affairs Manager	SKS Wood	Oil & Gas	Brunei
Mr Vincent Chok	Director/General Manager	SprintVille Technologies	Oil & Gas	Brunei
Mr Edmund Teo	Relationship Manager, Business Banking	Standard Chartered Bank	Financial Svcs	Brunei
Awg Eddie Dato Paduka Hj Sunny	Acting Deputy CEO	Sungai Liang Authority	Government	Brunei
Mr Joseph Chen Hin Tin	Vice President	Swiber Offshore	Oil & Gas	Brunei
Ms Aprille Solis	PA to First Secretary of Defence	UK Trade & Investment	Government	Brunei

Company/Organisation Introductions

Company/Organisation	Introduction
Host Organisations	
British High Commission	The British High Commission (BHC) helps the governments and peoples of both countries reap full benefit from their long-standing partnership. The UK has been Brunei's preferred partner under the nation's first economic paradigm (founded on oil and gas), developing strong ties in the fields of education, defence and financial services. Britain wants to be Brunei's travelling companion towards the knowledge-based economy of the future, building on its strong brand in energy and the environment. The High Commission also provides consular services to British nationals; and a platform for the UK Border Agency's services in Brunei.
UK Trade & Investment	UK Trade & Investment (UKTI) works with UK businesses to promote their success in international markets, and encourage the best overseas companies to look to the UK as their global partner. UKTI employs approximately 2,331 staff, of whom 1,279 are overseas and 1,000 are in the UK. We operate in 162 locations, in 96 markets.
Britain Brunei Business Forum	The Aims of the Britain Brunei Business Forum (BBBF) are to enable British and Bruneian business people, and the staff in the British High Commission, to meet together in order to further trade; and to assist Bruneian business people in finding British partners in order to enhance the business performance of both parties.

Company/Organisation	Introduction
Special Guests	
Brunei Economic Development Board	<p>The Brunei Economic Development Board (BEDB) is a statutory board established by His Majesty The Sultan to be the leading economic development agency for Brunei Darussalam.</p> <p>Their focus is to develop business clusters where Brunei Darussalam has competitive advantage and always strive to work in partnership with foreign investors, government agencies and local stakeholders.</p>
UK Visiting Companies/Organisations	
BMT Asia Pacific Ltd	Leading international multi-disciplinary engineering, science & technology consultancy. Service clients in the Energy & Environment, Transportation & Infrastructure and Defence sectors.
Bristow Helicopters Ltd	Provides helicopter services to the oil & gas sector.
ERM South East Asia	Environmental Resources Management (ERM) is the world's leading provider of environmental, health and safety, risk and social consulting services. ERM delivers innovative solutions for leading business and government clients, assisting them in managing their environmental and related risks.
Global Solutions Asia	Leading UK company providing fire protection, supply industrial chemical and specialist coatings to the oil & gas sector.
Hull College Group	Training college – industry based foundation degrees training for oil & gas companies.
Johnson Matthey Catalysts	A world leading catalyst company with strengths in process & emission control technologies, chemical catalysts and fuel cells.
MMC AMEC	Provide high quality engineering, project management and consulting services.

Company/Organisation	Introduction
NES Global Technical Consultants	Guaranteed recruitment solutions, engineered from the global talent pool by discipline specific consultants.
Proserv Offshore Malaysia	Decommission contractors & engineers, abandonment services, subsea & marine technology, high & ultra-high pressure pump services.
Rolls-Royce	Global business providing integrated power systems for use on land, at sea and in the air.
Scottish Development International	Joint venture between the Scottish Government and its economic development agencies, Scottish Enterprise and Highlands & Islands Enterprise. A UK Trade & Investment partner.
Subsea 7 Malaysia	Leading subsea engineering & construction company with a focus on the deepwater subsea umbilical, riser & flow line markets.
Bruneian Companies/Organisations	
Adinin Works & Engineering	Started in 1980, Adinin Works & Engineering (AWE) are a technically diverse mechanical construction, maintenance and turnaround company servicing all aspects of the Oil & Gas industry in both the on and offshore environment. Were the first local company to successfully deliver an EPC project for Brunei Shell Petroleum.
Allied Integration Solutions	Allied Integrated Solutions Sdn Bhd is a local IT System Integrator with main focus on Network Infrastructure and Enterprise Security segments.
Asia Inc Forum	<p>The Vision of Asia Inc Forum (AIF) is to be Asia's leading developer and facilitator of business and public dialogue that promotes effective change within the region.</p> <p>Through our networks of the region's foremost political and business leaders, our partnerships with the region's leading companies, our innovative program development and excellence in event logistics, AIF is a uniquely Asian voice highlighting Asian perspectives on the central and business challenges confronting both Brunei and the region.</p>

Company/Organisation	Introduction
Catalyst	Catalyst is a marketing agency with the goal to “Spark the Economy” by empowering businesses growth through practical tools and advice.
ENSCO	<p>ENSCO PLC brings energy to the world as a global provider of offshore drilling services to the petroleum industry. Our fleet of eight ultra-deepwater semisubmersible rigs and 41 premium jackup rigs are strategically located in the most prolific oil and gas markets around the world and are managed through four major business units: Deepwater, Asia & Pacific Rim, Europe & Africa and North & South America.</p> <p>Nearly 4,000 Ensco employees work around the clock for our customers.</p>
G4S	<p>G4S is the world's leading international security solutions group. From risk assessment to delivery, we work in partnership with governments, businesses and other organisations to provide integrated solutions to security challenges. Our heritage goes back over a century and, with more than 595,000 employees, we are the second largest private employer in the world.</p> <p>G4S is securing your world – they protect rock stars and sports stars, people and property; advise on stadium building plans and undertake crowd control ; deliver pay packets, cash to bank branches and retail outlets as well as managing the flow of cash for central banks; ensure travellers have a safe and pleasant experience in ports and airports around the world; and undertake secure detention and escorting of people who are not lawfully entitled to remain in a country.</p>
HJ Adinin & Sons	Adinin Group - with 16 companies in the group in engineering & construction; ME&I; trading in specialized equipment and materials for Oil & gas including PPE; Management, Technical & HSE training & consultancy; secondment of technical & professional personnel; Environmental services, studies, waste management and treatment; Logistics; Design engineering and project management consultant, lastly we manufacture our own brand of coveralls (shield) for Oil and Gas companies in Brunei and the ASEAN and the Middle-East regions.

Company/Organisation	Introduction
HSBC	HSBC Brunei is one of the leading financial banking institutions offerings a comprehensive range of banking and trade-related services. It offers award winning Internet banking facilities for its personal and business customers.
James Hon Marketing & Management	James Hon Education was established in 1992 to provide Education Consultancy to Brunei Darussalam. The company represents more than 100 institutions in Australia, New Zealand, UK, Malaysia, Singapore and Brunei. It has assisted thousands of students to further their studies at their chosen institution.
Laksamana College of Business	A partnership of Abdul Razak Holdings & Kensington College of Business, London was established in 2003 in Brunei as Business Course provider and provides courses ranging from professional to academic qualifications.
Mashhor General Contractors	Mashhor Group of Companies, is one of the leading local group of companies in Brunei involved in varied activities that include, amongst others: Offshore and Onshore Maintenance Services, Engineering & Construction – M&E and Civil works, Mechanical and Structural fabrication, Painting/Coating and Insulation, Transportation Services , Waste Management, Access/Scaffolding, Provision of Specialist Manpower, Information Technology, Catering and Product Trading with extensive experience in the onshore and offshore oil and gas industry services.
PTAS	PTAS Group of Companies was incorporated in 1984 and is a leading provider of oilfield equipment, manpower services and chemicals to the Energy Industry in Brunei Darussalam. PTAS represent several internationally renowned manufacturers of equipment, materials, chemicals, and provide specialist services and consultants related to the energy industries in drilling and maintenance related activities.
QAF Oilfield Services	QAF Oilfields Services Sdn Bhd is the leading and largest local Asset Integrity Services provider catering to all industry in Brunei Darussalam.
QESS Energy Support	QESS is a new company that provides leading edge technology in well engineering services, land field contracting, maintenance, fabrication and marine support services to Brunei's oil and gas industry. The company is jointly owned by QESS Sdn Bhd and Warner & Co Sdn Bhd with both companies being 100% bumiputra owned.

Company/Organisation	Introduction
Sahid	Sahid Sdn Bhd, a Bruneian company, provides one stop solution for the various requirements of Brunei oil and gas Industry. It has more than 20 years of experience in providing construction and maintenance services encompassing Mechanical, Civil, Blasting / Coating, Insulation, Air Conditioning and E & I Services to the Brunei Petroleum Sector.
Sheng Yu Trading	Established in 2003, an importer and distributor of corporate gifts, premium pens and stationery products.
SKS Wood	SKS Wood Sdn Bhd is Brunei's Leading Oils & Gas Services Provider. Services – providing goods and services to the Oil & Gas industries relating to offshore construction, structural repairs and maintenance, including construction engineering, mechanical and structural fabrication, installation, inspection, commissioning and electrical / instrument activities.
SprintVille Technologies	SprintVille Technologies Sdn Bhd is a local ICT solution and services provider with main focus on Government (e-government) and corporate sectors (eg, Oil & Gas, Banking).
Standard Chartered Bank	Standard Chartered Bank Brunei was established in 1958, leading the way through product innovation, consistent and strong growth performance and sustainability initiatives. It provides a comprehensive range of financial products and services including retail banking for individuals, small and medium-sized enterprises, corporate and institutions through its network of 7 branches across Brunei.
Sungai Liang Authority	The Sungai Liang Authority (SLA) is an authority committed to developing SPARK into a globally competitive petrochemical and industrial hub, striving to constantly innovate to meet the growing needs of our tenants.
Swiber Offshore Construction Services	Swiber Offshore provides services in the areas of Project Management for EPIC and other projects; the Transportation and Installation of Fixed Offshore Platforms and Subsea Pipelines; Subsea completion works; Installation and Fabrication of Floating Production Systems; and Platform Fabrication and De-commissioning.