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MAZRUI ENERGY SERVICES EMBARKS ON SMART GROWTH STRATEGY

Martin Pearson, Director of Mazrui Energy Services and COO of Mazrui International speaks to *ADIPEC News* about the company's future plans



Tell us about Mazrui Energy Services?

Through our six operating businesses and various joint venture partnerships, Mazrui Energy Services is a respected and trusted partner in the Middle East's energy industry focusing on local manufacturing, services, representation and investments. It is a company of Mazrui International, a diversified group established more than forty years ago that now operates across different industries and

asset classes whilst contributing significantly to the UAE economy. Our headquarters are located in Abu Dhabi. Our operations cover the UAE, the wider Middle East, Iraq and Yemen.

How does Mazrui Energy Services serve the oil and gas industry?

Our operating business model is based on working closely with our customers, partnering with them over the long term and providing innovative solutions centered around local manufacturing and in-country-value, quality service and operational efficiency across our different disciplines. At the same time, Mazrui Energy Services acts as a business development platform to identify strong technical partners who will be able to bring new services or technology to the region, and, thereafter, we work closely

with them to ensure the new ventures become successful. The local team has global industry knowledge and expertise which helps our clients effectively manage their business whilst we take care of the complexities.

What plans do you have for investments / expansion?

Collaboration is key. Forging strategic partnerships will be integral to our success. The last quarter of 2018 marked new partnerships with ENI Versalis, Ramco and Woodserv. These joint ventures which provide strategic routes for enhanced product and service benefits to our clients are the first phase of our smart growth strategy underpinned by a planned network of new transactions and partnerships.

What is your outlook for the oil and gas services market?

Very positive. With the industry

forcefully focused on operational efficiency, we are confident that we can provide clients with solutions that address the complexities and challenges they face.

What role does ADIPEC play for your business?

ADIPEC puts us on stage for four very busy days providing invaluable networking, industry intelligence insights and knowledge sharing opportunities.

What is Mazrui Energy Services looking to achieve from ADIPEC? Do you have any planned announcements at the 2019 trade show?

To be at ADIPEC always has an impact. We're looking to magnify the conversation about who we are, what we do, and why we believe we do it well. Yes, we hope to make a couple of key announcements.

SERVICES OFFERED BY MAZRUI ENERGY SERVICES' OPERATING BUSINESSES AND JV PARTNERS

Sigma Enterprises Company

Equipment and services for the oil and gas industry. Strategic focus on OEM partnerships, partnerships with principals, joint ventures.

Sigma Engineering Works

In-house manufacturing facility which designs, engineers and fabricates a full range of products for the oil and energy industry based on customer specification.

Sigma Specialised Inspection

Non-destructive testing and specialised inspection services for the energy, maritime, petrochemical, power generation and utilities industries.

Total Solutions Middle East

Industrial rope access services for industrial and commercial properties ranging from cleaning and maintenance to installation, inspection and repair. Industrial rope access training and certification is also provided.

Petrochem Performance Chemicals

Technical solutions in drilling fluid systems, specialty chemicals, equipment and associated services.

Sichem

Manufacture and application of drilling fluids, production and specialty chemicals manufactured at its local production facility.

VPM

A joint venture between Versalis, the chemical subsidiary of Eni, the Italian multi-national oil & gas company and Petrochem Performance Chemicals for the supply of high-performance specialty chemicals and services to the Middle East oil and energy markets.

Ramco Oil Services

A joint venture between Ramco Middle East and Sigma Engineering Works to provide expertise for the inspection, internal and external blast cleaning and protective coating of steel pipes used in the exploration and production sector for the recovery and transmission of oil and gas.

WoodServ

A joint venture between WoodServ and Sigma Engineering Works to provide expertise in gas compression technology for the Middle East oil and energy markets.