

Growing interest in environment in Middle East – more opportunities for Finnish companies

Golden past almost forgotten..

- 1970 – 1980
 - lot of mega projects in Arab countries by Finnish construction firms in Libya, Algeria, Saudi Arabia, Abu Dhabi, Iraq..
 - Devecon as a flag ship of consultants
- 1980 – 1990
 - war time, many companies withdrew and projects stopped
 - some projects continues even during Iran-Iraq war in Iraq and Saudi Arabia
- 1990- 2000
 - low level of activity, some companies started to invest at the market
 - recession in Finland 1991-1994 increased interest
 - ABV Rock project in S-A (Ekono Eng.)
- 2000 –
 - Pöyry expanded through M&A (Electrowatt) and got an office network mainly for Oil&Gas, T&D and Power Plants
 - several telecom related consultancy
 - now looking onto other sectors as well (Transportation, WtE, Renewable)

Finnish references in the Middle East in 1970-90 (1/2)

- **Libya**
 - New City of Ras Lanuf (Devecon)
 - Congress Centre and accommodation facilities, Al Jufrah (Devecon)
 - Administrative centre, Sirt
 - Mega Production Plant (Perusyhtymä)
 - Border stations etc.
- **Algeria**
 - Hospital of Satif (150.000 sqm) (Devecon)
 - University of Satif (150.000 sqm) (Devecon)
 - Hospital of Annaba (150.000 sqm) (Devecon)
- **Egypt**
 - Hotel in Alexandria (Hartela)
 - Water Supply projects (YIT)
- **Ethiopia**
 - University Hospital, Addis Abeba (Devecon)
 - Water Supply projects (Devecon)
- **Jordan**
 - Water Supply projects (YIT)
- **Syria**
 - Recreation Centre, Amrit (Devecon)
 - Jandar Power station project (Ekono)

Finnish references in the Middle East in 1970-90 (2/2)

- Saudi Arabia
 - Water supply systems in Riyadh, Jeddah, Medina etc. (YIT, OMP etc.)
 - Concrete element factory (MABCO, YIT + Partek)
 - Grain silos in Tabuk (YIT)
 - Hospital in Riyadh (YIT)
 - Accommodation villages (OMP, Otto Wuorio)
 - ABV Rock, Underground oil storages (Pöyry/Ekono Engineering)
 - Underground Command Centre (Pöyry)
- UAE
 - Grain silos in Abu Dhabi (YIT)
 - Power station at Abu Dhabi airport (YIT)
- Iraq (mostly during the Iran-Iraq war)
 - Conference Palace, Baghdad (IRCO group)
 - Recreation Centre “Baghdad Island” (YIT - Vesipekka)
 - Several massive Bomb Shelters (Perasto)
 - Accommodation villages (VISE)
 - Infrastructure (Malempo)
 - Training Centres (VISE)
 - Element factories (Lohja)
 - Electrification project, Baghdad (Nokia)
- Kuwait
 - Amiri Diwan (high quality palace) (Devecon), 2 phases
- Iran
 - Multi-storey blocks (Hartela, Lohja) > suspended by revolution

Baghdad Island, Marina club



Today Pöyry in Middle East focuses on Energy business

CLIENTS

- **Utilities**
- **Independent Power Producers**
- **Oil and Gas Companies**
- **International and Local EPC Contractors**
- **Real Estate Developers**



PÖYRY STAFF in GULF AREA 275

OMAN	- 80
DUBAI	- 120
ABU DHABI	- 75

Oil&Gas Companies

Qatar Petroleum
Shell OPCO- PDO
Abu Dhabi National Oil Company
Takreer, Abu Dhabi
Bahrain Petroleum, Bahrain

International EPC Contractors

General Electric, USA
Mitsubishi Electric & Toshiba, Japan
Bharath Heavy Electricals, India
Siemens, Germany
Areva, France

Local EPC Contractors

Al Hassan Contracting Company, Oman
Larsen & Toubro, Abu Dhabi
Emirates Trading Agency, Dubai

Real Estate Developers

EMAAR
Dubai Properties
Dubai Festival City
Dubai Sports City
City of Arabia

Utilities

Kahramaa, Qatar
Ministry of Housing, Electricity & Water
Dubai Electricity & Water Authority
Abu Dhabi Water & Electricity Authority

Independent Power Producers (IPPs)

Qatar Electricity & Water Company
DPC, Oman
International Power, UK
AES, USA
Suez Tractebel, Belgium

Example: Typical Owners Engineer Project for Pöyry

EMAAR 132 kV / 11 kV Substation [DEWA]

Client: EMAAR Properties, Dubai

Client's Project Manager: Turner Construction International LLC

Client's Quantity Surveyor: DG Jones International

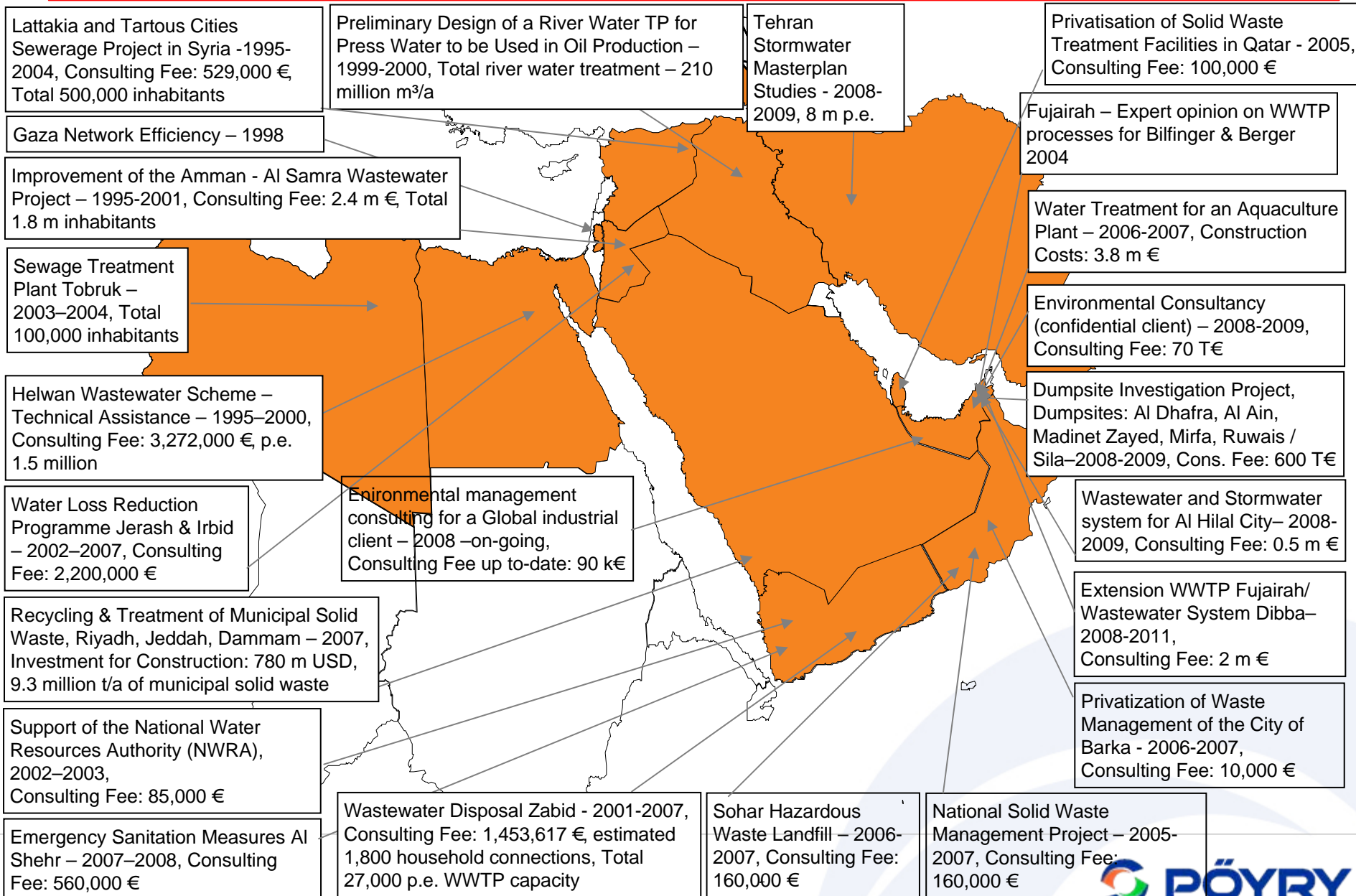
Year : 2006 – 2008

Contract Scope:

- Design Review of Civil, Structural, Electrical & MEP works of Design Build Contractor
- Construction Supervision
- Factory Acceptance Tests Witnessing
- Site Erection, Testing & Commissioning Supervision
- Project Management



Recent Activities in Water & Environment Business Area



Also some activities in Telecom, and Transportation sectors

- Planning of Tetra telecom networks for oil fields - Saudi Arabia, several projects, 2006 - 2008
- Planning of first responder radio network for Iraq (subcontracting to Lucent), 2004
- Planning of public authority networks (Tetra) Dubai, Oman, Qatar..., 1998 – 2009

- Some transportation project in UAE and S-A from Pöyry Switzerland
- Also some consultancy jobs in Pöyry Forest business group



Lessons Learnt

- Past reputation important (still some bonus for Finnish companies)
- Public and also private clients have very heavy T&C's
 - liabilities (overall, LD's)
 - payment schedule
 - last payment typically very difficult to collect
 - otherwise you are treated well if you deliver what was promised
- in a dispute remember: you can not go into court in Arab countries
- client demand best, superior and world class solutions
- personal contacts are important– however, if you have a good offering it is enough if you know who knows decision makers
- typically projects are much bigger than those at home territory of Finnish companies
- political & economical changes can be quick, always have plan B ready and have a wider focus than just one country

Future possibilities for Pöyry and Finnish companies

- combine forces into a large 'ecocity' or 'green industry' project
 - master planning&architecture
 - project and construction management
 - green energy production (solar, wind, waste, District Cooling)
 - energy saving in buildings
 - waste treatment and incineration
 - water and wastewater treatment including desalination
 - public transportation (rail, metro)
 - materials and technology to above
 - environmentally and socially sound planning, design and implementation tools

- could 'good old times' come back again?

Pöyry guides its clients throughout the project cycle and in all areas of the value chain to continuously improve the EHS performance

- Environment, Health and Safety consulting is an integral part of Pöyry's project development, design, implementation and operation consulting services. Value chain approach is applied in all projects in all core business areas of Pöyry: Energy, Forest and Chemical Industry, Construction Services, Transportation and Water & Environment. Multidisciplinary experience provides us with an unique, advanced approach to the standard Corporate Social Responsibility tools and more.





• THANK YOU !

RÖVRY