

TRANSTEL ENGINEERING

Telecommunication Solutions for the
Oil&Gas
and
Petrochemical Industries

By:

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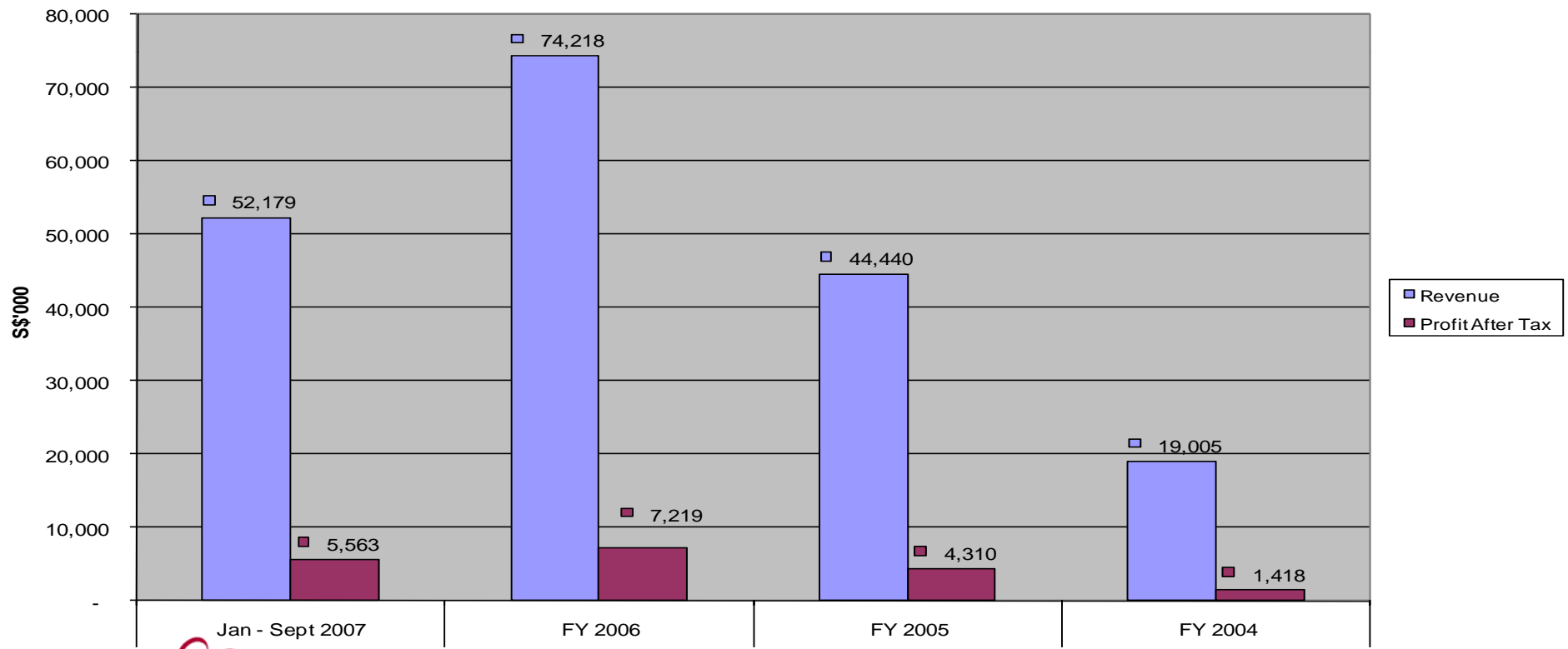
Managing Director



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Financial Performance for the Past 3 Years

Transtel Engineering Group



Achievements made in Y2007

i- Awarded Projects

- Successful hand-over of SPIFON Project
- Award of Gbaran-Ubie Pjt in Nigeria
- Award of EGDS pipeline for DEL
- Award of QGIII/IV LNG
- Award of Ras Laffan Refinery
- Award of Sohar Aromatics
- Award of Saudi Kayan Petrochemical Pjt

Achievements made in Y2007

ii- Business Development

- Set up of TransTel Abu Dhabi Branch
- Establishing TransTel Arabia JV in Saudi Arabia.
- Establishing presence with European based EPCs : Fluor Daniel, Technip, Tecnimont & MWK.
- Establishing presence with North American EPCs: KBR, Fluor, Bechtel

Achievements made in Y2007

- Forging strong ties with our existing Japanese customers: JGC, Chioda & Toyo
- Establishing news customers in Japan: MHI, IHI, TPSC, MES.
- Getting on the Approved vendors list for major M.E. national oil companies: PDO, ADMA, DEL, ADCO, Takreer ,
- Forging closer ties with local EPCs in the M.E. especially in Oman : Galfar , Al Hassan

Business Outlook & Growth Prospects

- Oil & Gas Market is still booming
- Substantial Development in the M.E., South East Asia, Australia & Africa.
- Telecom market is worth over US\$300MIL based on New development.
- Upgrades of existing facilities projects are adding to the market potential.
- New technologies drive the change and market growth.

Business Environment

◆ Success Factors

The competition in global market, the following factors plays significant role in success:

- i- Customer confidence
- ii- Technical Competency
- iii- Technology
- vi- Competitiveness
- v- Market Reach and global presence

Business Environment

- ◆ Telecommunication Network is a strategic and essential component in :
 - Large scale Infra structure projects developments for downstream facilities: LNG Plants, Refineries , Gas Processing Plants, Gas/Oil Transmission pipelines.
 - Petrochemical complexes
 - Upstream Offshore facilities
 - Power Generation Plants

TransTel Engineering

Thank you
for
your attention



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