

# Final Report

Mission to Thailand, the Middle East and the United Kingdom  
January 9-30, 2011

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## Overview:

During the mission to Thailand, the Middle East and the United Kingdom (UK), Minister Evans advanced Alberta's economic and intergovernmental interests through meetings with senior government officials and business leaders. The mission to Thailand was of great importance following a major investment from the Thai national oil company into Alberta's oil sands. Many new contacts at senior levels were established for Alberta companies in several industry sectors. Meetings with senior individuals and decision makers in the United Arab Emirates, Kuwait and Qatar furthered Alberta's relationship in these major oil and gas producing markets where Alberta companies have significant potential to increase sales. Investment attraction into Alberta from these major Middle East markets was also a strong focus of the meetings. The London program included an opportunity to meet the Canada-UK Chamber of Commerce and engage 50 companies that were keen to learn about business opportunities in Alberta.

The Thailand, Middle East and UK programs provided speaking opportunities which provided access to important audiences where information on Alberta's oil sands, our province's positive investment environment, and the capabilities and strengths of Alberta companies were shared.

The mission was successful in meeting its objectives as outlined below.

## Mission Objectives:

1. To highlight Alberta as one of the most positive investment environments in the world.
2. To profile Alberta as a secure, reliable and a responsible energy producer and as a desirable partner for trade and investment.
3. To strengthen Alberta's intergovernmental relationships with important trade markets for Alberta companies.

## Results:

### Bangkok, Thailand:

- Met with the Chairman, Chief Executive Officer, and the Board of Directors of Thailand's national oil company, the Petroleum Authority of Thailand (PTT). The PTT has made a major investment into the oil sands and discussions focused on further investment opportunities in Alberta. The PTT has publically indicated investment into foreign oil and gas producing assets is still a major priority.
- Met with the Minister of Energy and discussed the various aspects of Alberta's energy sector, and the number of opportunities for increasing both trade and investment into Thailand's and Alberta's oil and gas sectors. Growth in the Thai conventional oil and gas sector presents significant opportunities for Alberta manufacturers in the service and supply of oil and gas equipment.

- Met with the Minister of Foreign Affairs to discuss areas of co-operation between Alberta and Thailand. The year 2011 marks the 50<sup>th</sup> anniversary of the establishment of Canadian diplomatic relations with Thailand, and Minister Evans was the first high-level visitor this year.
- Met with the Trade Representative of Thailand who facilitates the building of trade networks throughout the world, and also brings investment into Thailand. Discussions were held on co-ordinating a trade mission from Thailand to Alberta in the summer of 2011 focusing on education, health care, and information and communication technology, with a reciprocal mission from Alberta to Thailand in the fall.
- The meeting with the Deputy Minister of Commerce highlighted the growing importance the Thai government is placing on increasing trade relations with North America. The Deputy Minister offered assistance in co-ordinating work plans with the Trade Representative on promoting a trade mission to and from Alberta.
- Delivered a presentation on Alberta's oil sands to a group of senior Thai oil and gas executives at the Petroleum Institute of Thailand. A meeting with the senior executives focused on how Alberta could promote positive oil sands messaging through their institution and publications.

#### **Abu Dhabi, United Arab Emirates (UAE):**

- Met with the Chairman of the Abu Dhabi Department of Economic Development to strengthen the relationship between our jurisdictions. The Chairman is scheduled to lead a delegation to Alberta in 2011. The highlight of that mission will be the potential signing of two Memoranda of Understanding with Alberta.
- Participated in the World Future Energy Minister's Panel, and spoke about Alberta's plans for dealing with energy and environmental challenges.
- Met with the UAE Ministers of Energy and Foreign Trade to discuss increasing exposure of Alberta's industry to UAE clients and investors.
- Met with Abu Dhabi companies interested in investing in Alberta. Discussed opportunities such as shared government services and engineering services.

#### **Dubai, UAE:**

- Participated in the opening of a plant, a joint venture between a Dubai company and Stream-Flo Industries from Alberta. This plant will supply clients in the Gulf and North Africa.
- Met with a number of potential investors from Dubai, Kuwait and Saudi Arabia.

### **Kuwait:**

- Met with several groups interested in investing in Alberta. At least one of these groups is already planning an April 2011 visit to Alberta to explore opportunities in multiple industry sectors.
- Met with Sheikha Hussah Al-Sabah to discuss plans for exhibiting the Al-Sabah collection at the Art Gallery of Alberta, from May to September, 2012.
- Met with the Chairmen of Kuwait Oil Company and Kuwait Petroleum Company to discuss opportunities for Alberta companies, particularly in the area of solutions for heavy oil challenges and soil, air and water remediation.
- Met with the Minister of Commerce and Industry to discuss areas of common interest and also met with the Minister of Oil and Information and invited him to attend the March 2011 World Heavy Oil Conference in Edmonton.

### **Doha, Qatar:**

- Renewed acquaintances with His Excellency Dr. Mohammed Bin Saleh Al-Sada, recently appointed Minister of Energy and Industry. Minister Al-Sada visited Alberta in June 2010 and will assist Alberta companies during their attendance at the World Petroleum Congress, in Doha, in December 2011.
- Met with representatives of two Alberta education institutes operating in Qatar, and one planning to open. Discussed strategies for increasing their profile and attracting more Alberta institutes to the region.
- Met with the Chief Executive Officer of Qatar Air and discussions focused on Qatar Air making Calgary their second Canadian destination. Qatar Air currently flies to Montreal, Quebec.

### **London, United Kingdom (UK):**

- During a luncheon meeting with UK subsidiaries of Alberta companies, discussed the importance of their presence in the UK, their role as ambassadors for Alberta and opportunities to further strengthen their position.
- Addressed members of the Canada UK Chamber of Commerce which provided an excellent opportunity to help businesses and organizations learn about Alberta as a leader in responsible energy development, an investment destination, a good partner with the UK and a place of opportunity and innovation.
- Met with officials from the Oxford Institute for Energy Studies, where Alberta's commitment for responsible energy development was discussed.
- Met with UK members of the Premier's Council for Economic Strategy and discussed the unique challenges and opportunities facing Alberta and made-in-Alberta strategies to address them.

### **Delegation:**

Iris Evans, Minister of International and Intergovernmental Relations  
Marika Giesen, Executive Assistant to Minister Iris Evans (Middle East only)