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20 SEPTEMBER - AZERBAIJAN OILMEN'S DAY  
HISTORY MAKES FULL CIRCLE IN BAKU



# CASPIAN ENERGY<sup>®</sup>

JOURNAL AUGUST-OCTOBER №3 (101)

SPECIAL  
ISSUE  
DEDICATED  
TO THE OPENING  
CEREMONY OF  
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BAKU  
LIKELY  
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WPC-2023

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The journal is registered in the Ministry of Publication and Information of the Republic of Azerbaijan.  
License No. 272 dated 09.04.1999

Estimated circulation: 10,000 copies.

Distributed at exhibitions and conferences free of charge. Distributed in 50 world countries. Fluctuating price.

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# History makes full circle in Baku



"Baku is the greatest oil center in the world. If oil is a queen, then Baku is her throne" (Near East magazine, 1918). Baku is faithful to traditions, but the throne will be taken in the coming decades by a new king – natural gas, not the queen, which is progressively gaining positions in the world energy balance (read "Global changes demand efforts – majors")

"Today, Azerbaijan has its say in the world as an oil and gas country," Azerbaijan's President Ilham Aliyev said while viewing the reconstructed well, the world's first oil well drilled industrially in Bibiheybat field in 1846.

Addressing the ceremony of commissioning of the new flagship vessel "Khankendi", the Head of State of Azerbaijan announced the signing of the new contract on development of the Azeri-Chirag-Guneshli block of fields. "We will extend our work on this field till 2050. It once again shows that Azerbaijan possesses very big oil reserves", the President emphasized.

"Azerbaijan is the motherland of oil. That is where the oil industry has started from and after the lapse of about 200 years we shall celebrate the production of the 2 billion<sup>th</sup> tonne of oil this year", President highlighted. According to him, "oil is our natural wealth, great legacy of our people, and using it we develop our country."

Over 95% of the first upstream project in the Caspian Sea has already been completed in Azerbaijan. For the European market this project will be a quite new diversified source of intracontinental gas extracted at Shah Deniz (1.3 trillion cubic meters of recoverable

natural gas reserves) located in the Azeri sector of the Caspian Sea. According to the plan, the first volumes of the second phase gas will be produced in 2018.

Operating and capital expenditures of SCP project totaled about \$14mln and \$413mln in the first half of 2017. The average daily carrying capacity of SCP totaled about 21.4 mln cubic meters in the first half of 2017.

At present, gas production at Shah Field is carried out within the framework of the first phase of development of the field, which costs \$4.1bln. About 10 bcm per year is produced within the framework of Shah Deniz Stage 1.

The final investment decision (FID) on Shah Deniz Stage II was signed on December 17, 2013. The project entails construction of two platforms, drilling of 26 subwater wells, construction of 500km long subwater pipelines at a depth of 550m, expansion of the Sangachal terminal, expansion of the South Caucasus Pipeline through Azerbaijan and Georgia, and construction of the Trans Anatolian Gas Pipeline and the Trans Adriatic Pipeline.

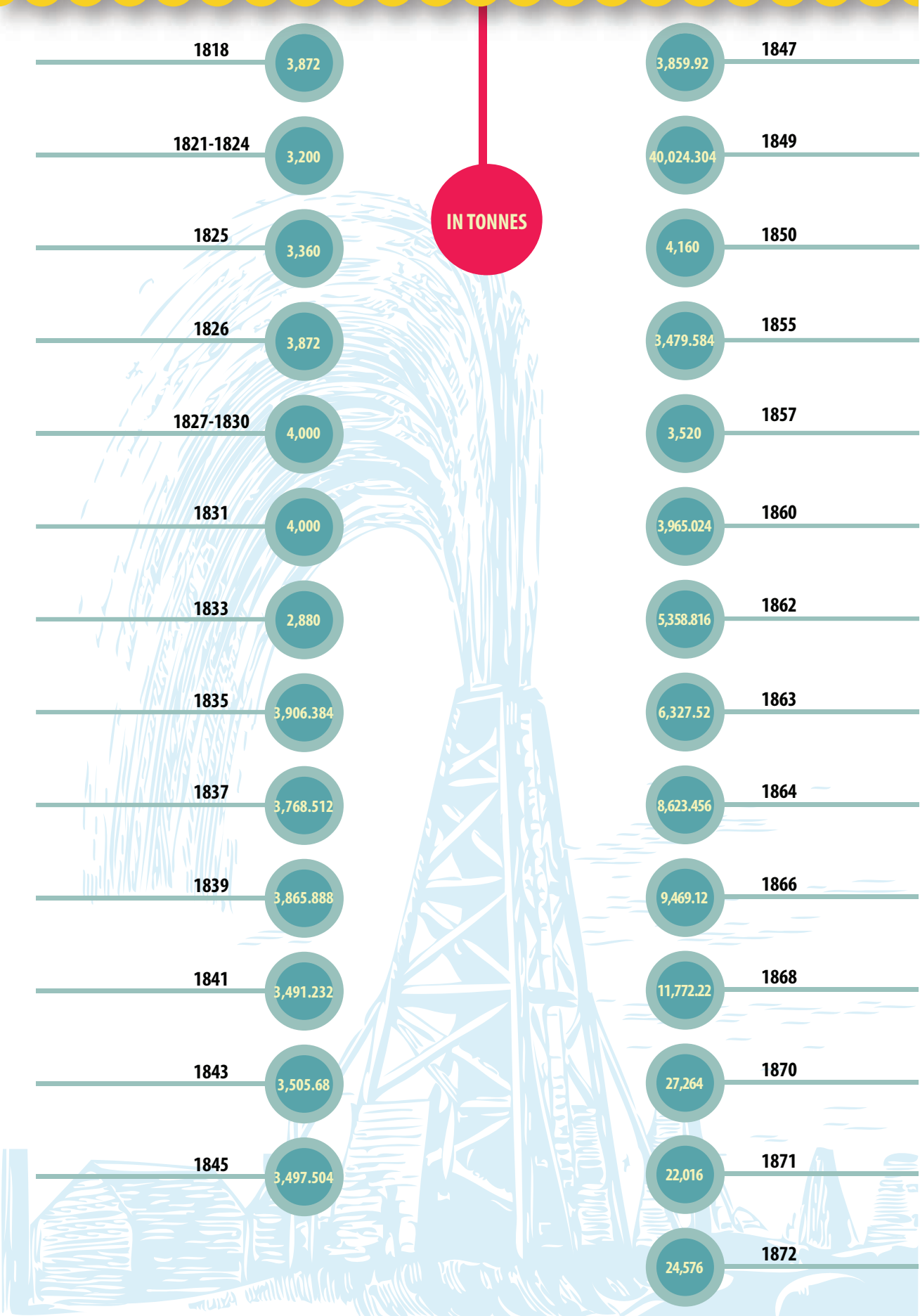
Annual production volume within Stage II will make 16 bcm per year. 10 bcm of this volume will flow to Europe while 6bcm to Turkey. Gas will start flowing to Europe early in 2020.

The contract on development of Shah Deniz field was signed in Baku on June 4, 1996 and ratified by Milli Majlis on October 17 of the same year. Parties to Shah Deniz project are BP (operator, 28.8%), Petronas (15.5%), SOCAR (16.7%), LUKOIL (10%), NICO (10%), Total (10%) and TPAO (19%).

Bibiheybat was the field where the drilling of the oil well started for the first time in the world in 1846

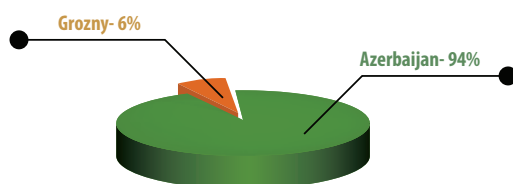
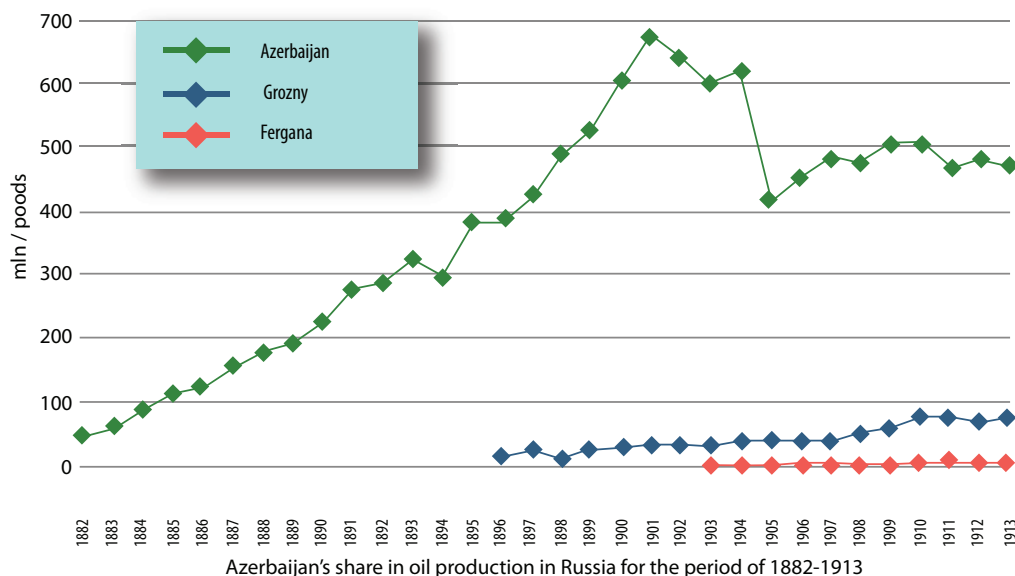


# Oil production in Baku district during 1818-1872





Role of Baku oil in total oil production in Russia for the period of 1882-1913



SGC project is estimated at \$45-48 bln.

There used to be a revolutionary upheaval in 1917 which collapsed Azerbaijan's oil industry. It took the industry long to recover subsequently and produce the first offshore oil in 1949. But the 1991 saw the oil industry in ruins again.

Azerbaijan headed by All-National Leader Heydar Aliyev became a master of its resources only after signing of the Contract of the Century with 13 international companies, coming from 7 countries, on September 20, 1994. Thus, squeezed from the north and south by two of the world's richest oil and gas storages, and located thousands of kilometers from the free market, Azerbaijan found its niche in it within a short space of time and the meantime developed good-neighborly relations with all its partners.

The country became the first in the current history, which managed to model its own formula for long-term energy security. And the signing of the Contract of the Century became an initial point of the international cooperation in the Caspian basin, as well as integration of regional economies into the global economy.

After the Baku khanate joined Russia in 1806, the government started getting revenues from the khanate oil wells and began providing them for lease.

The ways of oil production and utilization were primitive, so the population extracted oil mainly from land wells.

Among the Europeans Eichwald was the first to provide in 1825 a full description of oil

production in Baku in his work "Reise auf dem Caspischen Meere und Caucasus" where he brightly presented the eternal flames and the fire worshippers' cult originating from India. Rod-tool drilling of wells started in the 40s of the 18th century while production was carried out by means of bailers. Bibiheybat was the field where the world's first oil well was drilled in 1844, which is 11 years earlier than in Pennsylvania (USA). Entrepreneur Mirzoyev launched the first drilling rig derrick and the second one a year later.

1877 is considered a year when the Baku oil industry got on the firm ground. There were 126 separate firms and entrepreneurs in 1879, producing oil at an area comprising 411 dessiatines (measure of land = 10,900 sq. metres or 2.7 acres).

There were three ways of major sources of national local investments in the period of the oil industry birth in Azerbaijan: trade, industry, as well as investments of the military and public officers. Trade capital in the new industry was represented by M.Nagiyev, A. Mantashev, H.Z.Tagiyev, industrial capital was represented by V.Kokerev, P.Gubin and Mirzoyev, as well as a number of public officers. Concentration of production and the capital was also carried out by means of establishment of stock companies.

Baku oil society, the first Joint-Stock Company, was established in 1874. That was the year when the Nobel brothers showed up in Baku first. They rented oil-bearing areas and bought a small kerosene plant in 1875.

Since the beginning of the last century Absheron peninsula accounted for half of the global oil production

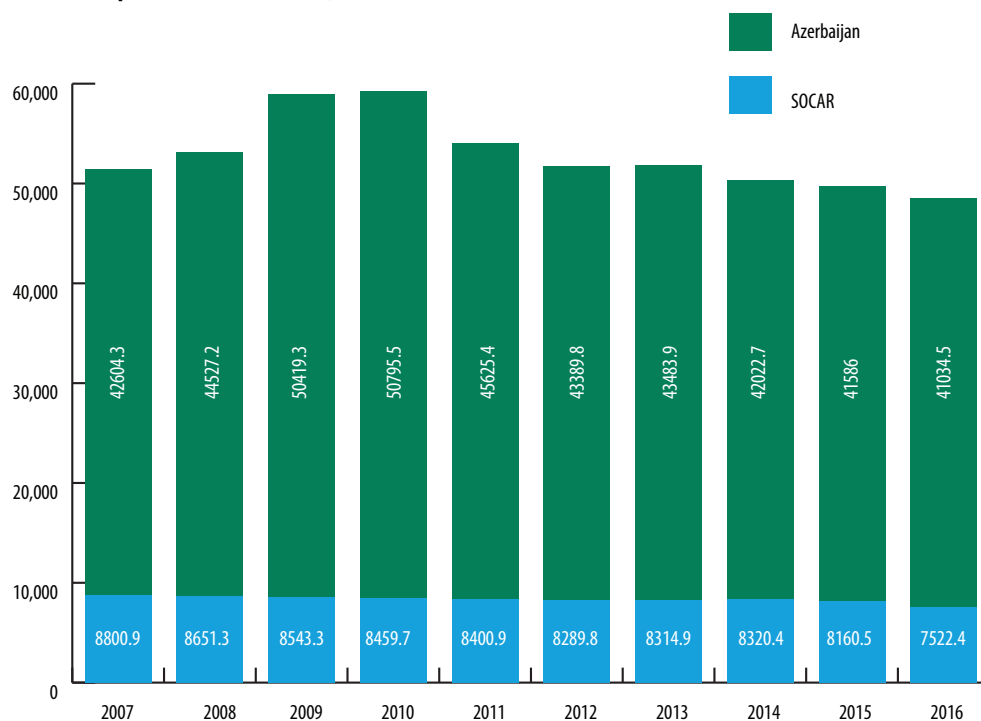
### *New contract of the century signed in Baku*

A new agreement on development and production sharing for the Azeri, Chirag fields and the Deep Water Portion of the Gunashli field (ACG) was signed on September 14, 2017. The new contract is effective until the end of 2049. The terms of the new contract will take effect following their ratification by the Parliament (Milli Majlis) of the Republic of Azerbaijan, which will enable to maximize the economic benefits for Azerbaijan from ACG over the next 32 years. The terms of the new contract reflect the growing financial and technological potential of Azerbaijan and SOCAR. After the signing of the Azeri-



Chirag-Guneshli project, foreign investors will invest \$3.6bln as bonuses in Azerbaijan. SOCAR's share will make 25%. Azerbaijan's profit oil share will reach 75%. During the signing of the Contract of the Century the output from the ACG fields was expected to comprise 511 million tonnes of oil, but the results have exceeded expectations. At present, 500 million tonnes of oil still remain untapped at the Azeri-Chyrag-Gunashli fields. According to the current psa, ACG project partners got a right to develop oil horizons just till the Pereriv formation. The capacity of Nadkirmakin and Podkirmakin formations, which lie deeper, exceeds the capacity of the developed horizons. The signing of the new oil agreement will help to stabilize oil production at ACG which declined for the last 5 years, as well as to increase production of gas, recoverable reserves of which also make about 300bcm in. "The initial non-recovered ACG reserves are estimated at 500mln tonnes, but I believe that it is not a final figure. It can increase at least by 10% and even more, bearing in mind the attraction of new production technologies into the project. I am confident that in this block of fields there is still a big work to do in future" SOCAR First Vice President Khoshbakht Yusifzade said at the agreement signing ceremony.

Oil production in Azerbaijan from 2007 to 2016



When it comes to the historical sequence of penetration of the big foreign capital into the Baku oil industry, the French capital is noteworthy first and then the British capital. A well-known Paris banker Rothschild, who came to Baku in 1883, set himself a task to engage mainly in credit-loan operations and oil trade. Rothschild's initial capital which made 1.5mln rubles in 1883 increased to 6 mln in 1895 and up to 10mln rubles in 1913. The Company which had a great capital and experience in credit-trade operations developed its business and had a strong influence over the national entrepreneurs. Despite the fact that the French capital was used in trade-credit operations, Rothschild also owned many oil sources: in Balakhany, Sabunchu, Ramany, kerosene and oil plants in Keshla.

In 1903 Baku district had 12 British communities with the capital worth 60mln rubles. The British capital was spent mainly on acquisition of existing enterprises of local entrepreneurs.

Due to the long lasting flow of low profits in 1912-13, the Rothschild branch of the French capital yielded the oil interests it had in Azerbaijan to B.Deterding's British-Dutch Corporation Royal Dutch Shell. In return, the Rothschilds gained a big package of shares of Shell (20%).

Since then the British capital ranked high in the oil industry of Azerbaijan.

In 1911 the fields owned by the British companies accounted for 11% of total amount of gross oil production in the country.

Early in the 20th century the stock capital in the Baku oil industry reached 165.3mln rubles. One third of this sum fell to the share of the British capital.

Certain processes ran in the oil industry of Baku early in the 20th century. In part, today one can see their consequences at abandoned onshore oil fields.

In the beginning of the last century the output on the Absheron Peninsula stood at 10 million tonnes of oil per year, accounting for half of the global oil production. By that time the oil industry was in depression which reached its top during the period of the revolution. Though, as early as 1940 the Republic supplied 71.5% of the USSR's oil. The crisis lasted right until the recovery of the economy after the Second World War when the offshore oil industry gained impulse towards the development following the extraction of first offshore oil in 1949.

In 70-80s big oil deposits were explored and discovered by Azerbaijani scientists and oil-industry workers in Kazakhstan and West Siberia. That substantially lowered Baku's role as an oil source but raised its significance as the center of oil refining and production of the oil equipment. Azerbaijan's share in total volume of CIS fell down to 2.62% by 1993 as the oil fields developed in West Siberia and the Urals. However, the volume of oil production which reduced stably did not affect the interest of west businessmen in Azerbaijan's subsoil resources. Discovery of new offshore oil fields promoted it to a certain degree and stimulated offshore production. At present over 80% of the total oil production falls to the share of offshore fields. Besides, the major part of reserves lying in the Caspian shelf of Azerbaijan still remains unexplored. According to optimal estimates, it contains over 2 bln tonnes of oil equivalent and about 3 trillion cubic meters of gas.





# Heads of 6 states highlight key points at WPC

**Southern Gas Corridor and EastMed will increase global energy security – Rex Tillerson**

Amid the first profits of majors gained over the last two years and declared by them in the reports dedicated to the results of the second quarter of 2017, this summer the 22nd World Petroleum Congress, hosted in Istanbul in July, gained the attention of the politicians and the oil-gas community. The heads of 6 states and governments spoke about how important the energy security is for peace and stability maintenance. According to WPC participants, the development of the energy industry has reached the transition period when gas and renewable energy sources, as environmentally friendly energy resources, start taking over positions of conventional coal and oil in the world energy balance. Aggravation of competition and availability of big energy resources mean a big geopolitical advantage for resource regions, as well as a tool to strengthen a political authority and economic influence in the region. Apart from this, it will help to give an impulse to solution of such old problems as the legal status of the Caspian Sea, which nowadays hinders a full-scale investment flow into the upstream sector. New E&P projects in the Mediterranean Sea region will promote the reaching of agreement over the Cyprus problem between Turkey and Greece, as well as stabilize the Middle East region

and lay the basis for settlement of hard conflicts.

On the other hand, the current regional political risks make it difficult to invest, which together with high volatility of prices on the world market undermines the economic efficiency of offshore upstream projects mainly. Thus, Brent oil price averaged \$111.85 in June 2014, \$31.96 per barrel in January 2016, \$54.88 per barrel in December 2016 and \$48.23 per barrel in June 2017, which caused the decline of E&P expenditures by 46% during 2014-2016. Exploration expenditures fell almost from \$95bln fixed in 2014 down to \$40bln in 2016. And no project will make it without application of new technical-economical schemes such as CAPEX and OPEX, as well as use of new technologies. According to the forecast of Global date, the world CAPEX will reduce from \$410 bln fixed in 2017 down to \$350bln in 2021. Nevertheless, implementation and approval of FID projects is ongoing -Shah Deniz Phase2, Mad Dog Phase2(BP), Kaikias (Shell), Leviathan (Noble Energy), KG-DWN (ONGC).

The temptation of excessive state regulation, legislative restrictions, fiscal instability, new climate obligations, can adversely affect market pricing mechanisms, their competitiveness, and cause new investment risks. Therefore, as the forum participants emphasized, projects possessing flexible financing schemes and an absolutely new creative approach will be effective. It will help to



promptly respond to market volatility, low demand risk and incur high expenses on ecological safety.



**Rex Tillerson, US Secretary of State, Former President of the American giant company ExxonMobil**, noted some crucial elements for what has always been true to the success of the energy industry, which require a strong rule of law and international order, a respect for contract sanctity, and a level of integrity between partners and counterparties. And whenever those elements are present, investors will make the massive investments, they'll take the risk, and they'll persevere through the challenges in order to achieve the objective. According to the US Secretary of State, Turkey is also an important partner in our efforts to promote greater energy security because it sits at the crossroads.

The United States looks forward to engaging with Turkey on projects that will increase global energy security, such as the Southern Gas Corridor and the Eastern Mediterranean Gas (EastMed). These projects will enable Europe to diversify its energy sources, thereby improving its energy security.



**Minister of Energy of Turkey Berat Albayrak** stressed the importance of investing in the oil and gas industry, which is an urgent global agenda, as it was noted at the end of the G20 Summit in Hamburg. Turkey will concentrate efforts on exploration of resources in the Mediterranean and Black Seas. The major task of the energy balance of Turkey is to expand



gas use in the country's energy balance and mobilize investments. Therefore, the capacity of gas storages will be increased up to 11 bcm (billion cubic meters) of gas by 2023. The energy diplomacy will still remain peace builder in the region while Turkey is a major energy partner. He emphasized an important role of Baku-Tbilici-Ceyhan, Baku-Tbilisi-Erzurum projects, construction of the Southern Gas Corridor which will be a reliable facility for transportation of energy resources to the EU and Turkey. In future energy corridors from Central Asia to Europe across the Caspian will play a big role to ensure an energy security of the region.



#### **TurkStream will strengthen energy stability in the region – Binali Yildirim**

Turkey's Prime Minister Binali Yildirim stressed the change of the consumption structure, occurring in the energy industry, the market launch of new technologies and production capacities. The main volumes of consumption will be concentrated in Asia. The use of renewable sources will increase. According to him, the concept of the energy security envisages provision of peace and stability. However we observe the activation of terrorism, especially when certain groups use the others for own purposes. Baku-Tbilici-Ceyhan and Baku-Tbilisi-Erzurum pipelines demonstrated the sample of cooperation in the region. Within the framework of SGC Turkey will get additional 6 bcm, the European markets will receive additional 10 bcm.

TurkStream will also strengthen the energy security in the region. According to the project, 15.75bcm will come additionally from Russia. Besides, the second string will be built. Supply of recently explored Mediterranean resources to Europe will be also carried out via Turkey. Therefore, it is of importance to Turkey to have the political contradictions settled around the Cyprus. Its resources should belong to both sides. We should negotiate towards peace by means of gas pipelines. According to B.Yildirim, Turkey also possesses an unlimited potential for power generation out of renewable sources. Nuclear industry will have a big significance. Development of both projects (Sinop and Akkuyu) will keep developing.





### **Safety of gas supplies is of big importance**

Addressing the WPC, Serbia's President Alexander Vucic stressed that the energy sector is political issue today, therefore the energy security, especially gas security, is of crucial importance. Energy security cannot be considered separately from the region. Serbia counts on new supplies and waits for EU's and Turkey's support in construction of the interconnector with Bulgaria. Serbia has an important geostrategic location and neighbors with 8 countries, A.Vucic noted.

Interconnectors will improve the work of the network. The first exchange for network gas trade should be opened in the region. The construction of the TurkStream implies the laying of one branch via Serbia and further to the West-Balkan states. The supplies are favorable and dependent on prices in the east Mediterranean.

Reliable energy supply to Serbia nowadays depends on import via Hungary. The capacity of gas storages makes about 400 mln cubic meters of gas and it is important to have it increased. Serbia is dependent on oil import because the country produces only 24% of the total consumption rate. Oil and gas are produced in 63 fields which makes about 4.8 mln tonnes per year.

### **Southern Gas Corridor – a successful format for cooperation**

President of Azerbaijan Ilham Aliyev in his speech noted that Turkey today is a great force on a global scale and has the key say on many issues under the leadership of President Recep Tayyip Erdogan. Cooperation between Turkey and Azerbaijan is multifaceted. A number of important joint strategic projects were implemented, including the Baku-Tbilisi-Ceyhan oil pipeline, the Baku-Tbilisi-Erzurum gas pipeline, as well as TAP and TANAP which are currently under construction. Azerbaijan is the birthplace of oil. Here oil has been industrially extracted onshore since 1846, and offshore since 1949. However, Azerbaijan was not an independent republic at that time and could not fully use its natural resources. In 1994, with the signing of the Contract of the Century with international oil and gas companies the situation changed and the Azerbaijani people became masters of their natural resources. The development of the large Shah Deniz gas condensate field in the Azerbaijani sector of the Caspian Sea is currently underway. Its resources amount to 1.2 trillion cubic metres and this is the main resource for filling the Southern Gas Corridor.

Baku-Tbilisi-Ceyhan was put into operation on July 13, 2006. In 2012, the signing of the agreement between Turkey and Azerbaijan on TANAP construction gave the start to the SGC implementation. Today the TANAP project is 77% completed, TAP – by 44%, the cost of the SGC project comprised about \$40 billion. In the near future 2.6 trillion cubic metres of recoverable reserves will meet the demand for tens of decades ahead. Azerbaijan, Georgia, Turkey and three more Balkan states that will join the Southern Gas Corridor have created a successful format enabling to meet the common interests of both producers and consumers, President Aliyev said. Technical and economic issues on the project are being settled today





and the project is progressing successfully. Azerbaijan's investments in the Turkish economy comprised \$10 billion and this figure will double in the coming years.

**According to President of Turkey Recep Tayyip Erdogan**, over the past 100-150 years strong states were built through the development of the energy sector. And Turkey is not an exception. Since currently we see difficulties in resource rich regions, we must work to ensure that energy resources become a source of prosperity. Turkey today is a bridge between the producer and the consumer in order to strengthen political stability and economic development, and new gas pipelines will strengthen their importance. The Baku-Tbilisi-Ceyhan oil pipeline is currently supplying oil to the world markets, gas is supplied via the Baku-Tbilisi-Erzurum and SGC, and this is of great importance. We hope that SGC will be put into operation by 2020. In addition, by that time Turk Stream, the gas pipeline from Iraq and other regions, will ensure gas supplies. By 2050 the global energy demand will double. Innovations open up new possibilities thanks to which countries that used to be importers have become exporters. Consumers diversify energy sources. For Turkey, energy resources are very important since we are the second country after China in the world in terms of expenditures for energy imports. This figure in Turkey now comprises \$55 billion.

We invested \$6 billion in the development of renewable energy sources, thus increasing consumption by 6,500 MW, which reduced pressure on imports. We reduced coal consumption by 49% and ensured a 39% growth of renewable energy sources in our energy mix. Currently important work is being done in this regard.

As of 2016, total renewable energy capacity in Turkey amounted to 35 GW, while the share of renewable energy in electricity generation stood at 35%, of which 26% accounted for hydraulic energy and 9% for wind, solar, geothermal energy and energy from other sources. One of the important sources to diversify the use of energy sources is the use of atomic energy and the construction of two nuclear power plants Akkuyu and Sinop.

Speaking about the crisis with Qatar, Recep Tayyip Erdogan said that Turkey is interested to see all problems in the Persian Gulf settled as soon as possible, we do not want any crises in this region. We consider a dialogue as an important condition for solving problems. The conflicts in Syria, Libya, Yemen, Iraq and Ukraine pose a danger to energy security. We are concerned about the situation in Cyprus. While Cyprus took a constructive position, the



southern part of Cyprus turned down this approach and the Greek side approached that issue not enough constructively. We believe that all the hydrocarbons discovered in Cyprus should be common. "One should not lose such friend as Turkey", the President of Turkey concluded.

#### **Rebirth of Nabucco...**

Prime Minister of Bulgaria Boyko Borisov in his speech said that Bulgaria plans to increase oil and gas supplies from Russia and Azerbaijan, and also to expand the potential of gas storage facilities. About 80% of the gas compressor stations in the Balkans are concentrated in Bulgaria. It is also an important transit country that ensures transportation of about 16.7bcm per annum to Turkey.

"We will heavily work on interconnector projects along the Nabucco route, which was not implemented earlier because of the lack of financial support from the EU". Bulgaria is also interested in connecting to the TANAP, TAP projects.

The Nabucco supply route to the countries of Southeast Europe and Austria is included in the European Commission's 'Common Interest Projects' list (PCI). The concept of the Nabucco West project envisaged the construction of a 1300 km pipeline (Bulgaria - 412 kilometers, Romania - 469 kilometers, Hungary - 384 kilometers, Austria-47 kilometers) from the Turkish-Bulgarian border to Austrian Baumgarten. The Nabucco project shareholders were: Austrian OMV, Hungarian FGSZ, Bulgarian Bulgargaz, Romanian Transgaz, Turkish Botas and German RWE.

Nabucco envisaged gas export from Azerbaijan and further from Turkmenistan to Austria and Germany along with the TAP project. The designed capacity was 26-32bcm. The

estimated cost of the project was 7.9 billion euros. Initially, the plans envisaged to start construction in 2011 and complete it by 2014, then by 2017.

However, in June 2013, Azerbaijan and its partners in the Shah Deniz project opted for the TAP project. In total, 7 interstate declarations on Nabucco were signed over seven years of negotiations, the implementation of the Shah Deniz project was delayed, which led to a 30% rise in its cost, Turkey laid the blame for the project's failure on the EU.

**According to Prime Minister of Albania Edi Rama,** Albania may become one of the leading countries in the development of the oil and gas sector, and the country seeks to modernize its industry today, to integrate into the regional West Balkan market, using its geographical location at the crossroads of the western and eastern Balkans. Albania is also rich in oil resources. The energy sector is strategic for Albania, Edi Rama said. The most important energy route for Albania is TAP.

It should be noted that Albania is the key country for the TAP project, because out of the 871 km of the route a 215-kilometer on-shore section and a 37-kilometer offshore section will go through Albania.

The importance of Albania as a transit country for Azerbaijani gas is also in the fact that the IAP route will start here and connect the TAP gas pipeline with the gas transmission system (GTS) of Central Europe.

The Ionian Adriatic Pipeline (IAP) worth 618 million euros, which has the capacity of 5bcm and the length of 530 km, will connect Albania, Montenegro, Bosnia and Herzegovina, and Croatia. The throughput capacity of the TAP gas pipeline will be 10bcm with the possibility of a double increase.





# Southern Gas Corridor will come on stream in 2019

Prime Minister of Georgia Giorgi Kvirikashvili

**Caspian Energy (CE): Are you satisfied with the current format of regional economic cooperation between Azerbaijan-Georgia-Turkey? Which new opportunities do you see in this cooperation?**

**Giorgi Kvirikashvili, Prime Minister of Georgia:** The development of mutually beneficial relationships with all of its neighbors is a significant priority of Georgia. Turkey and Azerbaijan are strategic partners of Georgia, and since the establishment of diplomatic relations with both countries, we have developed result-oriented cooperation and excellent relations in bilateral and multilateral formats.

We have a multidimensional strategic partnership that covers the political, economic, transit, cultural, and humanitarian fields. Customs, transportation, and energy remain

crucially important elements in our trilateral cooperation. Important regional and international energy projects, such as Baku-Tbilisi-Ceyhan, Baku-Tbilisi-Erzurum, and the transit project Baku-Tbilisi-Kars, are good examples of this successful cooperation. These projects represent the opportunity for all stakeholders in the region to reduce poverty and enhance economic growth and prosperity. It is also notable that the Government of Georgia, together with Azerbaijan and Turkey, is an active member of multiple international transport corridors, such as TRACECA, LAPIS LAZURI, Baltic-Sea-Black Sea International, and more.

Currently, Georgia and Turkey have a high-level strategic cooperation council, which is giving the two sides an opportunity to work closely on bilateral issues. Georgia, Turkey, and Azerbaijan also enjoy a trilateral

The trade turnover between China and the EU amounts to 1 billion USD per day, and there is a huge potential to direct significant trade flows through our territory

Increased coordination of national energy policies is necessary

Diversification of energy sources and transit routes has been a priority of the Government.

The current complex geopolitical environment poses a threat to the economic and energy security

We have made significant progress toward making the Southern Gas Corridor a reality

system of regional cooperation, initiated by the Ministers of Foreign Affairs. This system strengthens stability and peace in the region, develops sectoral cooperation, and enhances the creation of energy and transport projects. The trilateral mechanism also includes cooperation from the Ministers of Economy for each country. There is a practice of conducting the annual trilateral business forums, and these forums significantly facilitate development of ties among businesses and raise awareness on investment opportunities in their respective states.

One of the biggest aims for the Government of Georgia is to strengthen our transit function. Therefore, it is of utmost importance to attract and transport any additional cargo flows from China to Europe through Georgia, Azerbaijan, and Turkey - without any obstacle. As of today, the trade turnover between China and the EU amounts to 1 billion USD per day, and there is a huge potential to direct significant trade flows through our territory. The current situation in the region - various Silk Road initiatives aiming to promote trade, economic cooperation, development, and exploration of new opportunities - is very promising.

**CE: How do you assess the energy security of Georgia? What could you tell about the present energy balance and what will this balance be in 10 years?**

**Giorgi Kvirikashvili:** One of the most formidable economic assets of Georgia is its highly favorable geographical location. Georgia is located at the crossroads between the East and the West - Asia and Europe. In recent years, the Government of Georgia has successfully implemented the key objectives of its energy policy, with a focus on increasing the degree of energy security. Diversification of energy sources and transit routes has been a priority of the Government.

The current complex geopolitical environment poses a threat to the economic and energy security of all countries in the region, and the EU as a whole. Georgia is a member country of the Energy Charter, and since October 2016, a member of the EU Energy Community, which determines the agenda for the future development of Georgia's energy sector. Increased coordination of national energy policies is necessary to respond credibly to the challenges of energy security.

**CE: How is the Southern Gas Corridor project progressing in Georgia? Are you satisfied with the rate of its implementation?**

**Giorgi Kvirikashvili:** We have made significant progress toward making the Southern Gas Corridor a reality. This project will

encourage greater economic cooperation, improve energy security, and create jobs in all countries along the Corridor.

It will have a major effect on the stability and economic development of the region. We hope to have the entire infrastructure project along the corridor operational soon. The Stage 2 development of the Shah Deniz field required expansion of the South Caucasus Pipeline on Georgian territory, bringing significant investments to Georgia. This expansion involves the laying of new, parallel pipeline section and construction of two new compressor stations in Georgia. It will triple the gas volumes exported through the pipeline to more than 20 billion cubic meters per year. For further realization of this project, around 2 billion USD will be invested in Georgia. Given this context, Georgia welcomes the progress in the development of the TANAP and TAP projects and continues to provide support in implementation of the SCPX project. As of today, almost half of the work under the SCPX project has been completed, and the project will come on stream in 2019.

**CE: Which stage has the AGRI project reached?**

**Giorgi Kvirikashvili:** Transit projects add great value to Georgia's economic development as well as energy security of the region. Georgia continues to actively support the development of various projects enabling an expansion of the energy transportation corridor for Western markets, such as AGRI and other projects within the frame of Southern Gas Corridor.

Georgia is a participant in the AGRI project. JSC Georgian Oil and Gas Corporation is assigned as a shareholder of AGRI LNG Project Company, which is a special-purpose vehicle incorporated by the project participants. In April 2015, shareholders of AGRI LNG Project Company approved the AGRI project feasibility study, prepared by UK-based "Penspen LTD". Georgia continues its support of the project. Currently, the shareholders of the AGRI LNG Project Company are negotiating issues related to further development of the AGRI project.

**CE: Azerbaijan and Turkey are working on the agreement about a preferential trade. Does Georgia plan to join it? What advantages and disadvantages do you see?**

**Giorgi Kvirikashvili:** Georgia enjoys a bilateral free trade regime with Azerbaijan as well as with Turkey. In the case of Azerbaijan, the entire commodity spectrum is subject to full liberalization. In the case of Turkey, there are some exceptions regarding agricultural products, but currently, there are ongoing



negotiations with Turkey regarding additional tariff liberalization, as well as expansion of the agreement with the inclusion of the services chapter. At this stage, Georgia's priority is to successfully conclude the negotiations and obtain additional preferences.

**CE: Georgia has recently signed a Free Trade Agreement with China. Which preferences will the Georgian economy get? Are not you concerned about the absorption of your market by such an influential partner? How will it impact the competitiveness of the Georgian economy?**

**Giorgi Kvirikashvili:** It is especially notable that trade liberalization and integration into the world's leading markets have become Georgia's top foreign policy priority. Georgia already has free trade agreements with its main trade partners – Turkey, the EU, CIS countries, EFTA (not in force yet). At the same time, Georgia has one of the most liberal trade regimes in the world with 80 percent of tariff lines free from customs duties. The main portion of imported goods from China is already taxed with zero customs duty. Only 12 percent and 5 percent customs duties are imposed on a small number of imported goods.

I am proud to say that Georgia will be the first country in the region which will have the FTA with China. It is worth mentioning that thanks to this agreement, Georgia will get duty-free access to Chinese markets for most of its export products. Because of negotiations with China, Georgia has been granted tariff liberalization on 94 percent of its total tariff lines. Accordingly, this will increase Georgia's exports and the competitiveness of Georgian products in one of the world's largest consumer markets.

**CE: Which countries are the most active investors into the Georgian economy? Which sectors of economy are the most attractive?**

**Giorgi Kvirikashvili:** Georgia is an attractive investment destination for foreign investors. We have observed strong positive tendencies in foreign direct investment inflows in the past three years. The share of FDI in GDP remains stable. In 2016, foreign direct investments amounted to USD 1.566 billion (11 percent of GDP). Since 2013 the largest share of FDI comes in the transport and communication sectors. In 2016, 42.9 percent of FDI was from these two sectors (USD 671.9 million.), followed by construction (8.3 percent of total FDI, USD 129.5 million.), the financial sector (8.2 percent, USD 129.0 million.) and the manufacturing sector (7.9 percent, USD 124.5 million.).

Georgia's favorable investment climate attracts investors from all over the globe.

The top investor countries remain rather stable - Azerbaijan, Turkey, and the United Kingdom, although our foreign investment is diversifying. The largest share of FDI from Azerbaijan comes from the transport and communications sectors (USD 546 million in 2016). Turkish investors are actively investing in transport (USD 76.3 million in 2016), construction (USD 75.2 million), and energy (USD 15.7 million). The financial sector remains the most attractive for investors from the United Kingdom (USD 122.8 million in 2016).

**CE: How do you assess the relations with the EU after the cancellation of the visas for the Georgian citizens? What has been the impact of this step on the attractiveness of the tourism sphere of Georgia?**

**Giorgi Kvirikashvili:** Visa free travel with the EU is an important gain for the entire population of Georgia and an additional incentive for the Georgian government to continue the pace of reforms.

Visa liberalization has a tremendous symbolic, political, and practical importance for us. Increased tourism, enhanced people-to-people contacts, academic exchanges, and civil partnerships are those direct and concrete benefits that bring increased openness to the values the EU was founded on.

At the same time, visa liberalization will further contribute to facilitating closer business links with the aim of enhancing EU-Georgia trade and drawing maximum benefits from the DCFTA. Tangible results of economic integration with the EU are already visible - trade with the EU has significantly increased, and the EU became Georgia's most important trade partner with a 30 percent share in its total export in 2016.

Establishment of visa-free travel made easier and more frequent travel to the Schengen countries possible and significantly influenced the growing interest of Georgian citizens to travel to the EU. Since the implementation of visa-free travel, approximately 25,000 Georgian citizens have visited the Schengen countries.

The visa liberalization process was an important driving force for advancing far-reaching reforms. The reforms have introduced unprecedented and innovative changes in Georgia, which made our country a regional leader in democratic transformation and one of the most advanced EaP partners.

The reform process will not end even with visa-liberalization achieved – we will continue intensive and targeted reforms to further ensure sustained results in all VLAP-related areas.

**Thank you for the interview**

Transit projects add great value to Georgia's economic development

There are ongoing negotiations with Turkey regarding additional tariff liberalization

Only 12 percent and 5 percent customs duties are imposed on a small number of imported goods

# Южный Газовый Коридор будет запущен в 2019 году

премьер-министр Грузии Гиорги Квирикашвили

товарооборот между Китаем и ЕС составляет \$1 млрд. в сутки, и есть огромный потенциал для направления торговых потоков через нашу территорию

Необходимо усилить координацию национальной энергетической политики стран

Приоритетом правительства является диверсификация источников энергии и транзитных маршрутов.



**Caspian Energy (CE): Г-н премьер-министр, удовлетворены ли Вы сегодняшним форматом регионального экономического сотрудничества Азербайджан-Грузия-Турция? Какие новые возможности Вы видите в этом сотрудничестве?**

**Премьер-министр Грузии Гиорги Квирикашвили:** Развитие взаимовыгодных отношений со всеми нашими соседями является важным приоритетом Грузии. Турция и Азербайджан являются стратегическими партнерами Грузии, и с момента установления дипломатических отношений с обеими странами мы разработали ориентированное на результат сотрудничество и превосходные отношения в двустороннем и многостороннем форматах.

У нас налажено многоплановое стратегическое партнерство, которое охватывает политическую, экономическую, транзитную, культурную и гуманитарную сферы.

Таможенная сфера, транспорт и энергетика остаются важнейшими элементами нашего трехстороннего сотрудничества. Хорошими примерами являются важные региональные и международные энергетические проекты, такие как «Баку-Тбилиси-Джейхан», «Баку-Тбилиси-Эрзурум» и транзитный проект «Баку-Тбилиси-Карс». Эти проекты представляют собой возмож-

ность для всех заинтересованных сторон в регионе снизить уровень бедности, усилить экономический рост и процветание. Также примечательно, что правительство Грузии вместе с Азербайджаном и Турцией является активным членом многочисленных международных транспортных коридоров, таких как TRACECA, LAPIS LAZURI, Baltic-Sea-Black Sea International и многих других.

В настоящее время функционирует Совет стратегического сотрудничества высокого уровня между Грузией и Турцией, который дает обеим сторонам возможность тесно работать над двусторонними вопросами. Грузия, Турция и Азербайджан также используют трехстороннюю систему регионального сотрудничества, инициированную министрами иностранных дел. Эта система укрепляет стабильность и мир в регионе, развивает отраслевое сотрудничество и способствует созданию энергетических и транспортных проектов. Трехсторонний механизм также включает сотрудничество между министрами экономики каждой из стран. Существует практика проведения ежегодных трехсторонних бизнес-форумов, и эти форумы значительно облегчают развитие связей между предприятиями и повышают осведомленность об инвестиционных возможностях в трех государствах.

Одной из самых больших целей для правительства Грузии является усиление нашей транзитной функции. Поэтому крайне важно привлекать и транспортировать любые дополнительные грузопотоки из Китая в Европу через территорию Грузии, Азербайджана и Турции без каких-либо препятствий. На сегодняшний день товарооборот между Китаем и ЕС составляет \$1 млрд. в сутки, и существует огромный потенциал для направления обширных торговых потоков через нашу территорию. Нынешняя ситуация в регионе - различные инициативы «Шелкового пути», направленные на содействие торговле, экономическому сотрудничеству, развитию и поиску новых возможностей - очень перспективна.



**СЕ: Как Вы оцениваете ситуацию с энергетической безопасностью Грузии? Как выглядит сегодня энергетический баланс и каким он будет через 10 лет?**

**Гиорги Квирикашвили:** Одним из самых значительных экономических активов Грузии является очень выгодное географическое положение. Грузия расположена на пересечении Востока и Запада - Азии и Европы. За последние годы правительство Грузии успешно реализовало ключевые задачи своей энергетической политики, уделяя особое внимание повышению степени энергетической безопасности. Приоритетом правительства является диверсификация источников энергии и транзитных маршрутов.

Нынешняя сложная геополитическая среда представляет собой угрозу экономической и энергетической безопасности всех стран региона и ЕС в целом. Грузия является страной-членом Энергетической хартии, а с октября 2016 года является членом Энергетического сообщества ЕС, что определяет повестку дня будущего развития энергетического сектора Грузии. Необходимо усилить координацию национальной энергетической политики стран, чтобы ответить на вызовы энергетической безопасности.

**СЕ: Как развивается проект Южный газовый коридор на территории Грузии? Удовлетворены ли Вы темпом его реализации?**

**Гиорги Квирикашвили:** Мы добились значительного прогресса в направлении создания «Южного газового коридора». Этот проект будет способствовать более активному экономическому сотрудничеству, повышению энергетической безопасности и созданию рабочих мест во всех странах вдоль маршрута коридора.

Он окажет большое влияние на стабильность и экономическое развитие. Мы надеемся, что весь проект вдоль маршрута коридора начнет функционировать в ближайшее время. В рамках второго этапа разработки месторождения «Шах-Дениз» потребовалось расширение «Южно-Кавказского трубопровода» на территории Грузии, что привлекло значительные инвестиции в Грузию. Это расширение предполагает прокладку нового, параллельного участка трубопровода и строительство двух новых компрессорных станций в Грузии. Это в три раза повысит объемы газа, экспортируемого по трубопроводу, до более 20 млрд. кубометров в год. Для дальнейшей реализации этого проекта в Грузию будет инвестировано около \$2 млрд. В этом контексте Грузия приветствует прогресс в развитии проектов TANAP и TAP и продолжает ока-

зывать поддержку в реализации проекта расширения «Южно-Кавказского трубопровода». На сегодняшний день почти половина работ по данному проекту завершена, и проект будет запущен в 2019 году.

**СЕ: На какой стадии находится проект AGRI?**

**Гиорги Квирикашвили:** Транзитные проекты значительно способствуют экономическому развитию Грузии, а также энергетической безопасности региона. Грузия продолжает активно поддерживать разработку различных проектов, позволяющих расширить коридор транспортировки энергоносителей на западные рынки, таких как AGRI и другие проекты в рамках «Южного газового коридора».

Грузия является участником проекта AGRI. АО «Грузинская нефтегазовая корпорация» является акционером компании AGRI LNG Project, являющейся компанией специального назначения, в которую входят участники проекта. В апреле 2015 года акционеры проектной компании AGRI LNG одобрили технико-экономическое обоснование проекта AGRI, подготовленное британской компанией Penspen LTD. Грузия продолжает поддерживать проект. В настоящее время акционеры проектной компании AGRI LNG обсуждают вопросы, связанные с дальнейшим развитием проекта.

**СЕ: Азербайджан и Турция готовят соглашение о преференционной торговле, планирует ли к нему присоединиться Грузия, какие Вы видите позитивные и негативные моменты?**

**Гиорги Квирикашвили:** У Грузии налажен двусторонний режим свободной торговли с Азербайджаном, а также Турцией. В случае с Азербайджаном, для всего спектра товаров предусмотрена полная либерализация. Что касается Турции, имеются некоторые исключения в отношении сельскохозяйственной продукции, но в настоящее время ведутся переговоры относительно дополнительной либерализации тарифов, а также расширения соглашения с включением главы услуг. На этом этапе приоритетом Грузии является успешное завершение переговоров и получение дополнительных льгот и преференций.

**СЕ: Грузия недавно подписала соглашение о свободной торговле с Китаем, какие преференции получит экономика Грузии? Не опасается ли Вы поглощения своего рынка таким влиятельным партнером? Как это отразится на конкурентоспособности грузинской экономики?**

Нынешняя сложная геополитическая среда представляет угрозу экономической и энергетической безопасности

Мы добились значительного прогресса в создании «Южного газового коридора»

Транзитные проекты значительно способствуют экономическому развитию Грузии

ведутся переговоры с Турцией относительно дополнительной либерализации тарифов

Только 12% и 5% таможенные пошлины налагаются на небольшое количество импортных товаров

В рамках переговоров с Китаем Грузия получила либерализацию тарифов на 94% от общего числа тарифных позиций

В числе крупнейших стран-инвесторов - Азербайджан, Турция и Великобритания

**Георги Квирикашвили:** Особенно примечательно, что либерализация торговли и интеграция на ведущие мировые рынки стали главным приоритетом внешней политики Грузии. У Грузии уже есть соглашения о свободной торговле со своими основными торговыми партнерами - Турцией, ЕС, странами СНГ, ЕАСТ (еще не вступило в силу). В то же время в Грузии один из самых либеральных торговых режимов в мире, в рамках которого 80% тарифных позиций свободны от таможенных пошлин. Основная часть импортируемых товаров из Китая уже облагается нулевой таможенной пошлиной. Только 12% и 5% таможенные пошлины налагаются на небольшое количество импортных товаров.

Я с гордостью могу сказать, что Грузия станет первой страной в регионе, у которой будет соглашение о свободной торговле с Китаем. Следует отметить, что благодаря этому соглашению Грузия получит право на беспошлинный ввоз большей части своих экспортных товаров на китайские рынки. В рамках переговоров с Китаем Грузия получила либерализацию тарифов на 94% от общего числа тарифных позиций. Соответственно, это увеличит экспорт Грузии и усилит конкурентоспособность грузинской продукции на одном из крупнейших потребительских рынков мира.

**СЕ: Какие страны являются наиболее активными инвесторами в экономику Грузии? Какие сферы экономики наиболее привлекательны?**

**Георги Квирикашвили:** Грузия является привлекательным направлением для инвестиций иностранных инвесторов. За последние три года мы наблюдаем сильные позитивные тенденции в притоке прямых иностранных инвестиций. Доля ПИИ в ВВП остается стабильной. В 2016 году объем прямых иностранных инвестиций составил \$1,566 млрд. (11% ВВП). С 2013 года наибольший процент ПИИ вкладывается в сектор транспорта и связи. В 2016 году на эти сектора пришлось 42,9% общего объема ПИИ (\$671,9 млн.), затем идет сфера строительства (8,3% от общего объема ПИИ, \$129,5 млн.), финансовый сектор (8,2%, \$129,0 млн.) и производство (7,9%, \$124,5 млн.).

Благоприятный инвестиционный климат Грузии привлекает инвесторов со всего мира. В числе крупнейших стран-инвесторов довольно стабильны Азербайджан, Турция и Великобритания, хотя наши иностранные инвестиции диверсифицированы. Наибольшая доля прямых иностранных инвестиций из Азербайджана поступает из сектора транспорта и связи (\$546 млн. в 2016 году). Турецкие инвесторы активно инвестируют в сфе-

ру транспорта (\$76,3 млн. в 2016 году), в строительство (\$75,2 млн.) и в энергетику (\$15,7 млн.). Финансовый сектор остается наиболее привлекательным для инвесторов из Великобритании (\$122,8 млн. в 2016 году).

**СЕ: Как Вы оцениваете отношения с ЕС после отмены виз для граждан Грузии? Как этот шаг отразился на привлекательности туристической сферы Грузии?**

**Георги Квирикашвили:** Безвизовый режим с ЕС является важным преимуществом для всего населения Грузии и дополнительным стимулом для правительства продолжать путь реформ.

Либерализация визового режима имеет огромное символическое, политическое и практическое значение для нас. Рост туризма, расширение контактов между людьми, академические обмены и гражданские партнерства - это те прямые и конкретные выгоды, которые придают еще большую открытость ценностям, на которых был основан ЕС.

В то же время либерализация визового режима будет способствовать дальнейшему продвижению более тесных деловых связей с целью расширения торговли ЕС-Грузия и получения максимальных выгод от Соглашения об углубленной и всеобъемлющей зоне свободной торговли (DCFTA). Ощутимые результаты экономической интеграции с ЕС уже заметны - торговля с ЕС значительно выросла, и ЕС стал важнейшим торговым партнером Грузии, доля которого в общем объеме экспорта в 2016 году составила 30%.

Установление безвизового въезда облегчило поездки в страны Шенгенского пространства, а также существенно отразилось на росте интереса граждан Грузии к поездкам в ЕС. После введения безвизового въезда около 25 тыс. граждан Грузии посетило страны Шенгенского соглашения.

Процесс либерализации визового режима стал важной движущей силой для продвижения далеко идущих реформ. Реформы привнесли беспрецедентные и новаторские изменения в Грузии, что превратило нашу страну в регионального лидера в области демократических преобразований и сделало ее одним из передовых партнеров программы «Восточное партнерство».

Процесс реформ не закончится даже с достижением либерализации визового режима - мы продолжим интенсивные и целенаправленные реформы в целях дальнейшего обеспечения устойчивых результатов во всех областях.

**Благодарим Вас за интервью**



# Global changes demand efforts - MAJORS

We expect big changes in the markets in the 2040s and 50s - Total CEO



Addressing the 22nd WPC hosted in Istanbul, **Total CEO Patrick Pouyanné** spoke about the need for changes in the industry. According to him, it is necessary to reduce risks and coordinate investments, volatility, geopolitical challenges, climate change also affects the industry.

-Against the backdrop of today's conditions of volatility we must address inefficiency by strengthening security, improving operational innovations, revising CAPEX and OPEX projects. In 2015, our projects faced sanctions and we suggest that by 2020 the market will run into a shortage of supplies. We must foresee development of the situation in the markets and properly manage the assets. Deepwater production is not so profitable. In Brazil, for example, in 2017 our expenses were

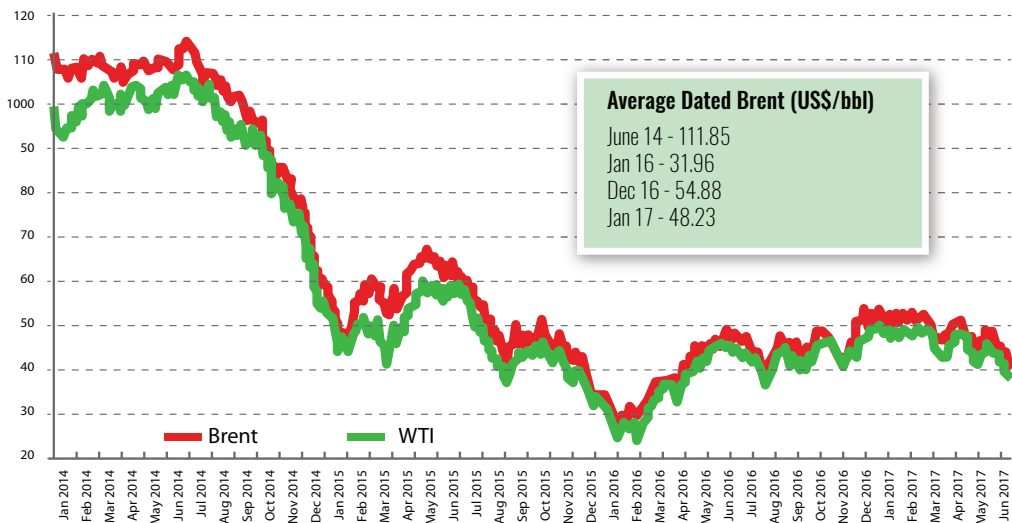
reduced and we combined the CAPEX and OPEX policy.

- According to the chief of the French major, nowadays the industry has the potential to adapt to prices up to \$50 barrels in the world markets. Geopolitical changes are driven by the conflicts in the turbulent Middle East, Eastern Mediterranean, Russia-Ukraine relations, the situation in the South China Sea. We should also take into account the issues of sanctions related to Russia. Despite all these problems, we must achieve stability, continue to invest, support economic development and a dialogue.

- The climate change testifies to a mission to put in place cheaper and more climate-friendly energy, to deliver resources to as many people as possible, to be a reliable supplier. We ex-

### Crude Prices: volatilites within “Volatility”

Prices still seeking a stable range to settle in although stratospheric pre-2014 levels can be safely ruled for sometime, if not for good



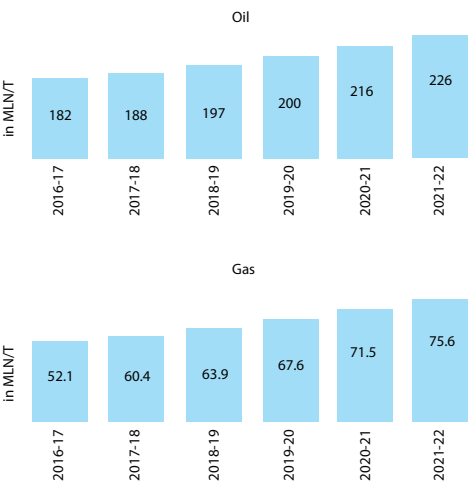
pect big changes in the markets in the 2040s and 50s and maybe the situation in the next decade will differ from the today's one. Shall we continue to use hydrocarbon feedstock as a fuel on ships or gas in combination with renewable energy sources, which will most likely form a basis of the energy mix in the future? To do this, we need to promote gas as an environmentally cleaner source for the purpose of investing in new sources.

**Brazil is committed to overcoming re-source nationalism - Petrobras**

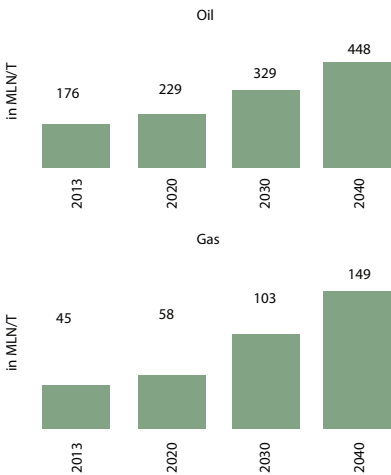
- We are living in the age of progressing technology, rapid development of innovations within the industry with a 150-year long development path. Now we understand that the crucial point related to the volatility of markets has been left behind. Today we are seeing local challenges and risks. The

### Energy Demand Scenario: Northbound

Government Report Estimate (PPAC)



IEA Projections (New Policies Scenarios)



As per BP Energy Outlook 2035, oil and gas still account for over one-thirds of energy basket in 2035



# OPEC and non-OPEC\* Deal: A boost to markets?

## Chronology of events:

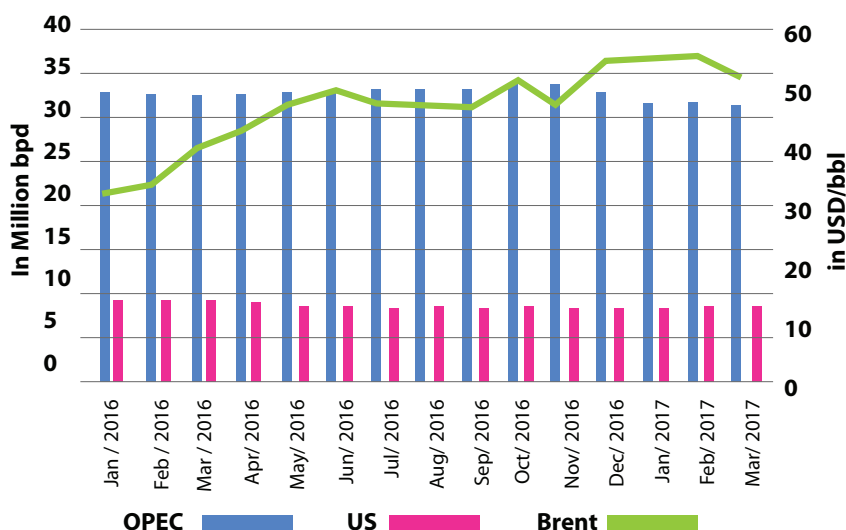
Opec ramps up output from 30 million bpd in 2014 to 32.4 million bpd in 2016

Crude Prices drop from USD 80/bbl in November 2014 to USD 47/bbl in November 2016

US crude output drops from a high of 9.6 million bpd in April 2015 to 8.5 million bpd in September 2016, 'but inventories remain high'

Opec export revenues drop to lowest in 10 years - to under USD 350 bn in 2016 from USD 750 bn in 2014; non-OPEC producers suffer revenues losses too

Agreement to take 1.8 million bpd markets till Q1 2018



### Question of Sustainability?

- High degree of compliance mainly driven by Saudi Arabia
- Nigeria, Libya and Iran exemptions - +350 kbd Mar-May 2017 period
- US crude uptick
- Minimal support from agreement extension
- Inventories remain high

technological progress shows that reserves are not as limited as previously thought. We have entered the era of climate change, the emergence and promotion of electric vehicles is a fact. And, today, when we talk about where to invest, the main players will remain those who better adapt to changes. Traditional sources have remained relevant, but risks remain, while risks within the biofuel concept are declining. The biofuel production is growing in Brazil and it is believed in the Latin region that this is the only industry that will enable the state to manage the industry.

- There is a complex combination of shale oil and traditional production practices in the market nowadays. So, we need to improve efficiency of development in order to make production more competitive. We are prone to nationalizing our resources. Therefore, currently we are trying to change the field where we used to see only one ideology before. In 1993-94 we worked as a monopoly organization. Today we have decided to have a 30% stake in the Brazilian market. We reduced our operations in Brazil and opened a market for cooperation with international companies.

- Currently Brazil is going through a serious period of transformation. We invite foreign companies to cooperate with Petrobras. For the first time in decades of monopolism we enjoyed the opportunity to begin cooperation with international companies. We put up blocks and 258 million barrels of resources for

the tender. Brazil has been opened to foreign investment for the first time since 1953.

**Development of technology is the main element that will enable us to cope with the situation in the future - Katsuo Nagasaka, Chairman of the Board of Chiyoda Corp.**

-Japan's energy demand is growing, which means we still need stable oil and gas supplies. Investments in the industry have been falling since 2014. Our task nowadays is also to reduce dependence on fossil fuels from 76 to 41%. In this regard, we support the development of technology and this is the main element that will enable us to cope with the situation in the future.

-Chiyoda Corporation currently owns Japan's oil refineries abroad, particularly in Saudi Arabia. Chiyoda accounts for about 40% involvement in world LNG production capacity. We also use brand new energy saving and pollution prevention technology.

**India's demand for natural gas will triple by 2040 - Dinesh K Sarraf, CMD, ONGC, India**

- India's domestic demand for electricity is growing and India will need additional oil and gas supply. For 10 years the country plans to increase significantly the share of natural gas in its energy mix. Production from renewable sources will be growing, and the number of electric cars will increase. Therefore, the main

consuming countries should facilitate ways of obtaining energy sources.

- The main task for ONGC today is to balance investments against the backdrop of the situation with low oil prices since 2014. It is difficult to reduce costs when prices are falling, although on the other hand, when prices were high there was a false sense of stability. Today we need to pay attention to the geographical position and financial framework. We are willing to construct gas pipelines to remote areas of our country and by 2040 the gas demand is expected to triple.

- We have regions rich in natural gas and we have already carried out 18 projects there.

India plans to cut imports by 10% by 2022. To this end, a National Data Repository will be established, and a National Seismic Programme will be approved. It is also necessary to reassess hydrocarbon resources in Indian sedimentary basins, to implement the National Gas Hydrate R&D Expedition 02.

- At the same time a uniform license for exploration and production of all forms of hydrocarbons will be worked out. The Open Acreage policy (continuous bidding for investors to carve out blocks) will be continued. The Easy to Administer Revenue Sharing Model was introduced in India. It envisages no cost recovery; no micro-management by the Government, marketing and pricing freedom for crude oil and natural gas produced.

#### **Saudi Aramco is diversifying portfolio - Amin Nasser, President of Saudi Aramco**

-The world energy balance will change. We are going through the transition period which is going to be a hard way. It took oil 80 years to gain a foothold in the energy balances. Electric vehicles nowadays make just 0.2% of the entire vehicle fleet which reaches up to 1.2 billion transport facilities. Renewable sources do not meet the economic parameters and it is difficult for new types of fuel to gain foothold in the market. Oil and gas will remain the basis of the energy balance in the foreseeable future. The industry is facing difficulties concerning the investments into the development of conventional sources. Thus, investments worth \$1trln have been recently suspended due to the crisis. The number of developed fields reduced. It will be necessary to replace 20 million barrels of reserves per day for 5 years to make up for the capacity lost in 4 years. Investors do not wish to invest in conventional sources, but renewable sources are not able to maintain the balance.

- Saudi Aramco will continue investing \$300bln within 10 years in order to strengthen positions and production. The key lesson of the crisis is to support strong balance and paying capacity. We plan to expand and diversify our investment portfolio. In the meantime, we

should not forget the Paris agreement and reduce the amount of CO<sub>2</sub> emission into the air by 70%. The Company invested \$1bln into the use of CO<sub>2</sub> capture and storage technologies.

#### **Shell's bridges - Ben van Beurden, Chief Executive Officer at Shell**

- The demand for energy resources will keep growing as the population of the planet is increasing, which is not always the case with ecological measures to reduce the CO<sub>2</sub> content in the atmosphere. Shell reduced emissions by 21% compared to 1994. Companies must also actively develop LNG projects. Global changes demand efforts. We are in the period of transition to renewable and more environmentally friendly sources of energy, and it is a challenge. According to the forecasts of the UN, the quantity of the population will rise from current 7.5bln up to 11.5 bln people by 2040. The population in Asia will increase by 750mln by 2100. The population in Africa will increase by 80 mln. There will be 8 countries leading in population growth indicators: India, China, Nigeria, Pakistan, Uganda, Indonesia and USA. Accordingly, the highest growth for energy resources will be in these countries.

Today it is not enough to survey markets of America and Europe only. It is necessary to survey from India to China and we have to establish reliable and firm lines of cooperation with these countries.

Firstly, it is a bridge of perception, overcoming of misunderstanding when different countries and different sectors develop at various rates. Europe should rebuild the infrastructure, while other parts of the world will have limited financial resources and the task for Asia, Africa, where the population is growing, is to build a new infrastructure. The shift to renewable sources will happen, but this process will run gradually. In future the hydrocarbon resources will be used in the heavy industry.

Secondly, it is the bridge of decisions making. There will be many changes happening. It is necessary to solve the problem of weak accumulators, find solution for LNG transport, decide what to do with a nuclear energy, develop bio-fuel technologies. So different sources will face different challenges and be in need of different solutions. For instance, use of renewable sources is growing but it is a seasonal effect. Therefore, natural gas consumption will increase.

What we need is to undertake a number of measures, introduce market mechanisms, dedicated legislation, create working groups for efficient use of energy, quotas trade, stimulate consumption, develop technologies for CO<sub>2</sub> capture and storage.

Third bridge comes with the obligations. If all parties move with different speed it is important to move in the single direction and prevent the global warming over 2 degrees compared to 1994.



# Baku likely to host WPC-2023

President of the 22nd WPC Executive Committee József Toth



**Caspian Energy (CE):** Mr. Toth, we would like to congratulate you on the huge success. Has the 22nd WPC, hosted in Istanbul, justified your hopes? Which problems did you face while organizing the event and which special positive moments could you highlight?

**József Toth, President of the 22nd WPC Executive Committee:** I can give you a very short affirmative answer. Yes, the 22nd World Petroleum Congress justified my hopes. I have to mention that the Turkish National Committee wanted to host a congress long before. They bid three times to get approval from the Council and finally their efforts were successful: the members of the World Petroleum Council, The National Committees decided four years ago in favor of Turkey. It was a rightful decision; the Turkish Organizing Committee did a great job to host a successful congress. I think expectations are met.

The challenge was that we had to change the venue of the Congress when we learned that the Congress would be held under the auspices of President of Turkey Recep Tayyip Erdogan. And then the Turkish President invited many heads of state and energy ministers to the Congress. This resulted in an unprecedented global interest.

**CE: What resonance do you see after this global strategic forum? Are there any plans to host the WPC in Baku?**

**József Toth:** The Congress has always been an important meeting point of our industry. Every three years the industry gathers together with political leaders, energy ministers, this year heads of state. It highlights the importance of the industry. So, the resonance I think is very positive. There is a common responsibility for the future.

The National Committee of Azerbaijan is a member of the World Petroleum Council, consequently is eligible for submitting a bid to host a congress in Baku. The next bidding will take place in 2019 when the decision about the 2023 World Petroleum Congress will be made.

**CE: As Mr. Tillerson said, Turkey is geographically located at the crossroads of important strategic routes. Which of them are currently the most important for the global energy security and the European market?**

**József Toth:** I go back to the very beginning of preparations of the Congress when the theme of the Congress "Bridges to Our Energy Future" was selected. It testifies the fact that Turkey has got a very special position between energy producers and con-

There is more politics in the industry



I do not think there will be the Dutch syndrome in the US economy

sumers. So, Turkey is really in a very special position. I would like to cite President Erdogan who during his speech at the Congress said that the transit activity needs a stable, reliable country which Turkey is. So, it is true that Turkey is very important for global energy supply.

**CE: Mr. Toth, conduction of the 22nd WPC on the highest political level with participation of 7 heads of state was its distinctive feature. How did it impact the industry in general? Energy security is a policy nowadays. Do you find it a positive fact? How will it affect the competitiveness of the industry?**

**József Toth:** The Congress, especially the 22nd World Petroleum Congress hosted in Istanbul, is a major and important gathering for our industry. Lots of scientists, managers, CEO-s come together and share their views about the future of the petroleum industry. The auditoriums, where presentations and speeches were held, were always absolutely full. During the presentations many interesting announcements were made concerning efforts and results about technological advancements. This is very important information for the industry.

Energy security is definitely a key issue. That is why the World Petroleum Council is organizing regularly at every Congress a dialogue between OPEC and IEA. IEA and OPEC are absolutely different organizations. WPC initiated the dialogue during the Congress to openly discuss issues of the industry, which in this context is basically the security of supply. The industry itself is intending to supply the world with energy, oil and gas in

a responsible manner. So, the Congress itself highlights these efforts through the IEA-OPEC dialogue. Moreover, additional, very important information is provided like the joint efforts of the World Petroleum Council and OFID (OPEC Fund for International Development), which deals with the issues of the UN Sustainable Development Goals to ensure accessible, affordable, reliable, sustainable and modern energy for all. And OFID did a lot of efforts in this respect and this should be then expanded to a broader scale. To this end the WPC and OFID decided to launch the Oil and Gas Industry Energy Access Platform website. This gives a lot of examples for more secure and more reliable supply for those for whom energy has not been accessible so far. I think it also creates always a reference for the future.

I have been in the oil industry long enough. I think the petroleum industry and politics have always been in close relationship. It is not a new phenomenon. However, the publicity is much bigger now. The politics was always looking at the industry because to supply enough affordable energy for the economy is a key factor. The governments are constantly regulating the industry.

**CE: Do you think that the crisis of the oil market has been left in the past? Which weak points did it reveal?**

**József Toth:** I do not consider the current status as a crisis. Luckily there is no oil shortage, no crisis. Sometimes there are balance problems, e.g. when a bit more oil is available than consumed. There were higher price levels between 2010-2014, however



the current price level is considered at which the world can be supplied with oil. The future supply based on new investments may require a bit higher price level but more important is for the industry the price predictability.

**CE: Mr. Toth, do not you think that OPEC has lost its regulatory functions?**

**József Toth:** In the current times OPEC has got different influence on the crude oil supply due to the fact that new supplies have come to the market, like unconventional supplies, not only from the United States, but also from other countries like China, Argentina. It means there are more other additional supplies available in the market. Therefore, OPEC's position is to responsibly supply the world. If it is a strong oversupply, then prices can go down to a level, which can lead to a lack of supply. So, I think OPEC's role is first of all to cope with the current situation. I started my career in the 70s, when OPEC had also a price setting role. That time supply was not enough and that is why the role was different. It is not the case at this time. OPEC's basic role has remained unchanged for the OPEC member states to set production targets and act responsibly to ensure energy supply of the world. I think it should be understood that OPEC continues to be an important organization with its functions.

**CE: Nowadays the USA is getting ready to become a world oil supplier and then an LNG supplier to the world markets. Do not you think that it can lead to the peculiar Dutch syndrome in the US economy?**

**József Toth:** I do not think that a certain increase in oil and gas production in the United States will result in a stronger dependence of the US economy on oil and petroleum business. The petroleum business is just a part of the US economy and it will not entail dependence. It has a lot of positive impact on the economy in the United States where prices for oil and gas, specifically for gas, are lower. The US economy is strong enough and has the variety of industries. Until a certain time the economy was based on oil imports, while now the US enjoys a more and more important position in the field of liquefied natural gas. I think it has more impact on the global supply and demand balance rather than on a growing dependence on the petroleum industry in the US. So, I do not think there will be the Dutch syndrome in the US economy.

**CE: What attention will be paid to ecologically clean energy resources, energy saving technologies and innovations in production?**

**József Toth:** WPC is a forum to present technological advancements of the petroleum industry. So, ecology and safety of environment is in our focus. The oil and gas

industry has got a lot of actions to promote ecologically sustainable solutions for our industry. I just would like to bring one example. WPC is promoting the World Bank and United Nations program on "Zero Routine Flaring by 2030". It means that every hydrocarbon on gas fields should be used without contaminating the environment. This is a very important global program.

**CE: Could you please tell about the energy security in your home country, in Hungary? Does Hungary plan to join the Southern Gas Corridor?**

**József Toth:** Energy security in my home country is having the following characteristics. Hungary has secured a strategic stockpile of crude oil and petroleum products. The law was approved by the Parliament twenty four years ago in 1993 to establish a ninety-day stock of liquid hydrocarbons and that was achieved by 1998. Since then Hungary has had the 90-day strategic stocks of liquid hydrocarbons. Moreover, Hungary became the member of the International Energy Agency. The second leg for energy security is the strategic underground storage of natural gas. Hungary has got 1.2 billion cubic meters of natural gas stored underground, as strategic stocks that can be used in case of disruption of supplies or in very cold winters by a Government's decision. And the third element is that Hungary's Government is very actively looking for additional supplies from the south. There is the intention to look at every option.

**CE: During the WPC conference the President of Bulgaria told about the rebirth of the Nabucco project. Does Hungary support this idea?**

**József Toth:** This project is one of the possibilities. Hungarian companies prepared the engineering design of Nabucco pipeline along the supply route in the Hungarian territory several years ago.

**CE: Mr. Toth, would you like to add something in conclusion?**

**József Toth:** This is the honor for WPC and for my presidency that the Dewhurst Award was awarded to the former Chairman and CEO of ExxonMobil, the current Secretary of State of the United States of America, Rex Tillerson who personally took this award in Istanbul. His career is a good example for our young generation that somebody like Mr. Rex Tillerson joined the industry after graduating from the university and worked for the same company all his life. So, there is a chance to have great personal successes and make at the same time substantial contributions to the improvement of the industry. That is my message.

**Thank you for the interview**

# WELCOME TO 2018 WORLD PORTS CONFERENCE IN BAKU, AZERBAIJAN



BAKU, AZERBAIJAN -  
A COSMOPOLITAN HUB  
OF THE CONTINENT

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# Caspian region is an important transportation hub for Kazakhstan



15 new enterprises opened last year at the expense of reinvestments

**Caspian Energy (CE): What hopes do you stake on EXPO-2017 in terms of attraction of investments into Kazakhstan?**

**Jenis Kasymbek, Minister for Investments and Development of the Republic of Kazakhstan:** A number of measures aimed at improving investment cooperation between Kazakhstan and foreign investors have been taken within the framework of the EXPO-2017 international exhibition.

These measures promoted further strengthening of bilateral cooperation, exchange of experience for attraction of investments, development and implementation of mutually beneficial joint projects in the most different sectors, coordination of the investment activity and tapping of promising markets, expansion of contacts between the small and medium businesses, and strengthening of intra-regional relations.

Over 20 commercial agreements worth about \$1bln have been signed so far.

**CE: Which big investment projects of Kazakhstan do you find the most successful? Are there projects that you plan to implement and which economic sectors do they refer to?**

**Jenis Kasymbek:** There are lots of positive examples. For instance, a project in the field of machine building has been implemented with JAC Company. Together with the Polish Company Polpharma we realized a project in the pharmaceutical sphere. Big projects have been successfully implemented with Toyota, Marubeni and other companies.

Besides, some foreign investors which already operate in Kazakhstan intend to expand their presence on the local market. Thus, 15 new enterprises opened last year at the expense of reinvestments. For instance, Coca-Cola opened the second plant in Astana. The plant owned by the Finnish company Tikkurila was expanded in Almaty region. German concern Heidelberg and others are opening new enterprises.

It is a token of trust to Kazakhstan and indication of particular attention paid to the improvement of the investment climate.

Besides, over the last two years transnational companies took part in implementation of 6 projects totaling \$275mln, which created about 1,500 working places in Karaganda, South-Kazakhstan, Almaty, Mangistau regions and Almaty city.

The mentioned projects helped to set pro-

Today the time of passage of freights and delivery of goods by transit via Kazakhstan makes 13-15 days which is twice faster than the sea transport

duction of high quality products which are exported to Central Asian countries, Russia, Azerbaijan, etc.

Apart from this, the work on implementation of 13 projects for a total amount of 3.7bln is ongoing this year with participation of TNK and anchor investors. These projects refer to machine building, metallurgical complex, food and chemical industry, as well as production of construction materials.

These projects will help to open more than 2000 working places and secure export to USA, France, Great Britain, Russia, People's Republic of China, as well as to Central Asian countries.

**CE: There is much emphasis on China's One Belt, One Road project. What dividends will China get from this project? Are there any feasible calculations of this project?**

**Jenis Kasymbek:** Our country, lying in the heart of important transportation corridors of the Eurasian mainland which connect Europe and Asia, has a huge transit potential.

Due to the deepening of the globalization of international economic relations in the Eurasian mainland and growth of freight flow between Europe and Asia, the revival of the Great Silk Road within the framework of the Chinese initiative "One belt, One Road" has been getting topical in recent years. This initiative implies creation of the complex Eurasian trans-continental bridge.

China's initiative on creation of the "Economic belt of the Silk Road" supported by Kazakhstan and aimed at close cooperation in such areas as economy, trade, transport, investments, finance and culture, promotes expansion of trade-economic and transport-logistics relations.

At present, the Chinese side highlights three major routes which will run:

**1. from China to Europe (till the Baltic Sea) across Central Asia and Russia;**

**2. from China to the Persian Gulf and the Mediterranean Sea across Central Asia and West Asia;**

**3. from China to South-East Asia, South Asia and the Indian ocean.**

I also would like to note that the Republic of Kazakhstan plays the most important role as the main directions of the Silk Road cross the territory of Kazakhstan.

We permanently work on diversification of international transport corridors which play an important role in development of the transport-logistics system of the country. Today the time of passage of freights and delivery of goods by transit via Kazakhstan makes 13-15 days which is twice faster than the sea transport.

Owing to scaled investments into the transport field, the "quality of the infrastructure" rose by 19 points over the past 5 years. Thus, following the results of 2016, Kazakhstan

took the 63rd place in the World Economic Forum's Global Competitiveness Index rating.

Meanwhile, it should be noted that the relevant transport-logistics infrastructure extending the country's transit potential also has a positive impact on the economic and social standing of the population. In particular, the improvement of the external and domestic transport connection of the territory extends an economic activity and creates favorable conditions to develop competitiveness of private entities, and regional trade.

The work in the following areas is currently underway in order to extend the transit potential and develop a new design of trans-Kazakhstani corridors:

First. China's "Silk Road Economic Belt" initiative implies crossing of routes via Kazakhstan. This initiative complements developed state program documents of Kazakhstan, which are meant to be the country's economic growth engine in near future.

Therefore, the governments of the two countries have signed a Plan of cooperation to couple the New Economic Policy "Nurly Zhol" and the construction of the "Silk Road Economic Belt" which envisages development of "China-Kazakhstan-West Asia", "China-Kazakhstan-Caucasus-Turkey", "China-Kazakhstan-Europe" corridors, as well as development of the transport infrastructure for forming a basic network of safe and high-efficient, new level transport routes.

Kazakhstan is broadly prioritizing the development of the North-South corridor in order to build an effective land transportation corridor which helps to substantially shorten the time of transportation of goods from India to the European Union and Russia (India, Russia and Iran are the participants and initiators of creation of the single route, Kazakhstan, Azerbaijan, Turkmenistan, Belarus, Ukraine, Turkey, Syria and Oman joined them later).

For this purpose, Kazakhstan built a 146km long railroad "Uzen-state border with Turkmenistan" in 2012 and set competitive tariff conditions for transportation of freights, including transit for transporting:

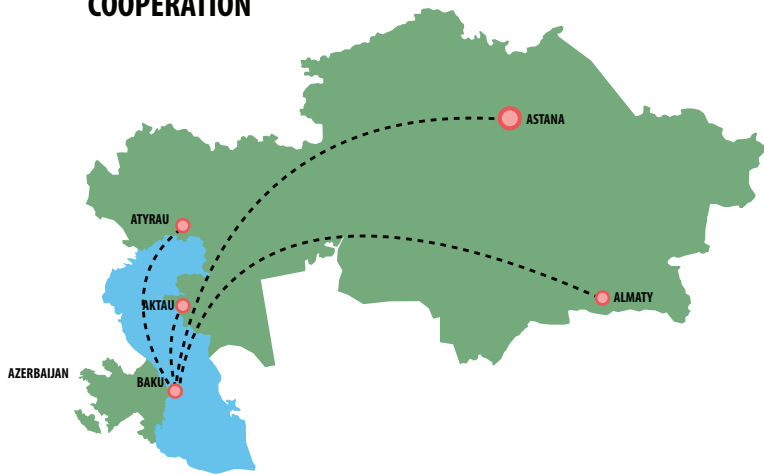
**- grain cargoes from Kazakhstan to the third countries via Turkmenistan, Iran via the Bender-Abbas port (A 0.5 reduction factor applicable to current rates of CIS for 2016 0.018 \$/tonne-kilometer for Iran's stations -0,020 \$/tonne-kilometer).**

**- ferrous metals, aluminum, asbestos from Kazakhstan to the third countries via the Bender-Abbas port (Kazakhstan – 0.013\$/tonne-kilometer, Turkmenistan – a 0.5 reduction coefficient applicable to current rates of CIS for 2016, Iran – 0.015\$/tonne-kilometer).**

At the same time the work on the Trans-Caspian International Transport Route (TCITR) is



## TRADE-ECONOMIC COOPERATION



### Commodity turnover

Export from the RK to Azerbaijan from 2008 to 2016 - \$2,079 mln.  
Import from Azerbaijan to RK from 2008 to 2016 - \$792 mln.

### Statistical data on investments

FDI inflow from Azerbaijan to Kazakhstan from 2005 to 2016 - \$228.2 mln.  
Import from Azerbaijan to the RK from 2008 to 2016 - \$29.5 mln.

### Investment projects

A total of 6 projects worth \$339 mln. (1,887 working places):

**Implementation of 2 projects worth \$20.1 mln. completed**  
(twine and sack tare production, storage facilities in Aktau seaport)

**3 projects worth \$295 mln. are underway.**  
(logistics center, cable, transformers and furniture production)

**1 promising project worth \$25 mln.**  
(medical center construction in the city of Astana)

### Export potential

**37 potential commodity items worth more than \$1 bln determined**  
(metals and metal goods, chemical industry, machine building, food products)

underway to make an effective and the shortest route in the direction of East-West across the Caspian Sea.

It is a multimodal corridor linking China with Europe and using both a railway, sea and vehicular transport.

Besides, it should be noted that TCITR goes along the route of the international transport corridor TRACECA.

An association involving Georgia, Azerbaijan, Turkey, Ukraine and China has been created to develop TCITR. The Association reduced tariffs for railway cargo transportation by 23% at Dostuk-Batumi section and launched the pilot container trains "Normad Express".

Creation of the "Western Europe – Western China" highway is one of the breakthrough projects of "Nurly Zhol" program to develop a vehicular transport corridor. The highway is the shortest road to Europe which makes it possible to do cargo transportation to Europe from 10 to 12 days. Besides, Center-South, Center-West, Center-East projects are also underway. In general, it is planned to reconstruct about 6,000km of motor roads.

Second. Railway transport is the most important one in the structure of transportation. Container transportation development trend is currently observed in the world, which grows more than twice as much every year. There are about 100 container trains crossing the territory and moving in 11 directions.

The volume of container transportation totaled 245,000 containers last year, which is twice higher than the figure of 2015 (104.5 thou TEU). Considering the growing freight flow between People's Republic of China and EU, the work on attraction of additional container cargoes in the direction of China-EU-China will be further continued.

In particular, the annual volume of transit transportation will increase at the expense of development of the next directions:

- **China-EU-China;**
- **China -Caucasus-Turkey;**
- **China-Turkmenistan-Iran;**
- **in other directions of Russia-CA-China.**

At the same time, a "Dry Port" was built in 2015 to form an effective connectivity of railways and vehicular roads with the sea port from where shipment goes to Central Asia, Europe and China. The Dry Port was constructed in the east part of the country, within the base of FEZ "Khorgos-Eastern Gate" bordering with China.

In addition to the transshipment of cargoes, the given infrastructure which applies advanced technologies and the latest equipment also receives freights for storage and provides services for customs registration of goods.

The volume of cargo transportation via the "Dry Port" has totaled 202,000 tonnes of cargoes TEU (14,000 TEU in 2015, 87,000 TEU in 2016, 101,000 TEU within 7 months of 2017) since the launch through the present.

The Caspian region is also an important transportation hub for Kazakhstan.

According to the results of 2016, the volume of transshipment of cargoes via Aktau totaled about 6 mln tonnes. Besides, the growth of transshipment volume of dry and ferry freights is registered (the volumes of metal transshipment grew by 25%, grain by 67% and ferry cargoes – more than twofold).

In particular, a record amount of motor-vehicle transport was processed in 2016, more than 13,000 units which is 7 times higher than the figure of 2015. Besides, a new order of control in the port based on "single window" principle and introduced early in 2016 has also promoted it. The time on processing of vehicles has been reduced from 10-12 hours down to 4 hours on average.

A railway ferry complex with the capacity of 4mln tonnes was launched in the port of Kuryk in December 2016. The ferry terminal has started operating since March of this

Kazakhstan is broadly prioritizing the development of the North-South corridor

- Internet Backbone
- VPN Services
- IP/TDM Transit Services
- Metro / Carrier Ethernet Network Infrastructure
- Fiber Optic Network Infrastructure
- DWDM Network Infrastructure
- SDH Network Infrastructure
- DATACENTER
- VSAT Network Infrastructure
- Telephony Services
- IP TV



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year. About 600,000 tonnes of freight have been transshipped so far. About 1 mln tonnes are planned to be transshipped via this terminal by the end of the year.

Construction of the vehicular section of the ferry complex has been commenced this year. 50 bln tenge shall be allocated for these purposes from the budget of 2017.

Implementation of this project will let ensure transshipment of the promising cargo flow and lessen the load of the ferry terminal of Aktau port.

In general, the capacity of sea ports is planned to be increased to 26 mln tonnes by 2020.

Third. In addition to the creation of the transport infrastructure, an active work on improvement of competence in the field of logistics is continued.

Modern TLCs are under construction in large central cities of regions, which will also cover the nearby border districts of Russia, Central Asian and Transcaucasia countries. External terminal network is being formed in the points of consolidation and origination of cargo flows from the east coast of China, countries of Central Asia, Transcaucasia, Near East and Europe.

Thank to these projects, Kazakhstan takes the 77th position among 160 countries of the world in terms of the World Bank's logistics performance index which considers an

easiness of supply of goods and a condition of trade logistics on a national and international level.

**Reference: last year Kazakhstan took the 77th position among 160 countries of the world in terms of the logistics performance index. It rose by 11 positions compared to 2014 and left such countries as Ukraine (80), Iran (96), Russia (99), Uzbekistan (118), Belarus (120), Georgia (130), Turkmenistan (140) and Kyrgyzstan (146) behind.**

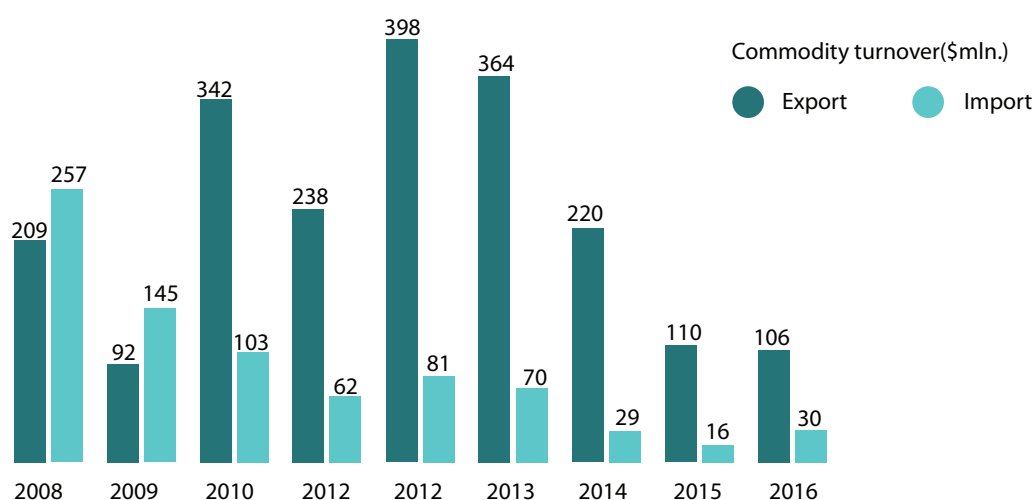
Sooner completion of these projects integrated technologically with other international projects will help to raise the transit potential of our country and reach high indicators in 2020.

The Ministry for Investments and Development of the Republic of Kazakhstan works actively over attraction of foreign direct investments from China to Kazakhstan.

Kazakhstan and China have diversified their cooperation. We gradually move away from the one-sided cooperation based on raw materials. 51 Kazakhstani-Chinese projects worth \$27.9bln are currently being implemented in the field of industrialization, agriculture, energy sector, etc. About 20,000 working places have been opened within the framework of these projects.

Three projects for a total amount of \$46mln have already been implemented in the chem-





ical and food industry, as well as automobile industry.

**CE: What other transport projects will be implemented in Kazakhstan?**

**Jenis Kasymbek:** Construction of the second tracks at Shu-Almaty section

The project on construction of the second tracks at Almaty-Shu section is currently underway within the framework of the "Nurly Zhol" program. The length of the line totals 112km.

This project will help to increase the carrying capacity and raise transit transportation from China to the European and Central Asian countries.

The carrying capacity of the railway section has increased by 1.5 times (from 45 up to 68 train-pairs per day) after the launch of the first start-up complex (December 2016). About 70 mln tonnes of cargo have already been transported along this section. The travel time has been reduced by 3 hours.

The completion of the second tracks construction (December 2017) will increase the running capacity up to 100 train-pairs and passenger trains per day.

The second stage of construction of the ferry complex at Kuryk port has been commenced this year, which is going to be a vehicular section with the capacity of 2mln tonnes. In particular, operations on construction of protective hydraulic structures, bottom dredging, construction of a pier, customs and border control facilities, vessel traffic control systems, as well as other production and support facilities are underway. Construction is planned to be completed in 2018.

376 people and 149 units of equipment are involved in the construction operations.

In general, the carrying capacity of the sea ports of Kazakhstan is planned to be increased up to 26 mln tonnes by 2020.

**CE: Which economic sectors do you find the most attractive to develop and expand investment cooperation with Azerbaijan and neighbor states?**

**Jenis Kasymbek:** Agriculture, food industry, chemical industry, machine building, retail trade are the most attractive for developing and expanding investment cooperation with foreign states.

For instance, a project on building storages for food products was implemented in 2016 together with the Azerbaijani company Azersun.

Among the projects which are in the implementation phase noteworthy is the project on construction of the plant for production of cables and transformers with the ATEF Group of Companies and the project on construction of the multifunctional logistics center in Mangistau region with A+A Group of Companies LLP.

**CE: Which projects are in need of investments within the framework of the Eurasian Economic Union?**

**Jenis Kasymbek:** A new national company KAZAKHINVEST JSC (hereinafter referred as to JSC) was established in March of this year after the reorganization of NAEI "KaznexInvest" JSC.

On behalf of the Government of the Republic of Kazakhstan the JSC is a single negotiator and coordinator regarding the investment attraction issues.

One of the responsibilities of the JSC is to conduct monitoring of investment projects, including agreements signed following the results of visits made by the Head of State, provide service to investors on basis of the single window principle, as well as develop projects possessing regional, industrial advantages and economic feasibility (hereinafter referred as niche projects).

At present the JSC continues working on registration of the "niche projects". 50 projects have been so far selected in the agro-industry field, construction industry, energy sector, machine building, mining and smelting complex, transport infrastructure, etc.

The work in this direction will be continued permanently and stay under special control.

**Thank you for the interview**

A smiling female flight attendant in an Air Astana uniform stands in the aisle of an airplane cabin. She is wearing a white short-sleeved shirt, a dark blue vest, and a blue and yellow patterned scarf. Her hands are resting on the back of a blue airplane seat. The cabin has blue seats with white and gold striped headrest covers. The overhead luggage bins are visible above her.

В САМОМ СЕРДЦЕ ЕВРАЗИИ

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# Georgia enjoys free access to 1/3 of the world market

Minister of Economy and Sustainable Development of Georgia Giorgi Gakharia



**Caspian Energy (CE): Mr. Gakharia, which steps has the Government of Georgia taken to improve the business climate in the country? Could you please tell about the today's composition of investments into the Georgian economy?**

**Giorgi Gakharia, Minister of Economy and Sustainable Development of Georgia:** First of all, it should be underlined that we perceive private sector as a main driver of economic growth and development. In light of this, our economic policy is based on free market principles and our government permanently works on improvement of business and investment climate.

Reforms in this direction are ongoing. During the previous years, we have heavily reformed our economy in order to create attractive place for doing business. We have lowered overall tax burden with only 6 taxes that currently exist, thus making Georgia a country with one of the lowest tax burden worldwide. More recently, we have gone even further and have introduced new model of the corporate profit tax, where undistributed profit is exempted from the tax.

We have dramatically reduced number of licenses and permits, where only those concerning human health or security and safety are left. We have also significantly streamlined bureaucratic procedures and made it easy for the private sector to communicate with the Government. Further unprecedented steps are envisaged in this direction.

We are currently working on a concept of the Business House. This is a single physical as well as digital space, where more than 600 services currently delivered by more than 60 state institutions are offered to business using "single

window principle". Implementation of this project will bring State-to-Business relations to a qualitatively new level.

We have significantly improved our labor legislation, currently considered as one of the most liberal worldwide. We permanently work on improvement of qualification of the labor force. For this purpose, further reforms are envisaged, in particular in the area of vocational education,

where dual German model will be introduced. According to this model, private sector is actively involved in teaching process, thus ensuring that skills acquired meet the expectations of the employers in a best possible way.

Georgia is a small market, therefore in order to increase potential for economic activities, we have created comprehensive network of Free Trade Agreements, varying from China to EU, CIS, Turkey and EFTA states. To sum up, currently Georgia enjoys free access to 1/3 of the world market.

We have restructured existing state agency and created "Enterprise Georgia" – a gateway for doing business in the country. This Agency serves as a one-stop-shop for local entrepreneurs, exporters and foreign investors and its services vary from assistance in market entry to investment aftercare.

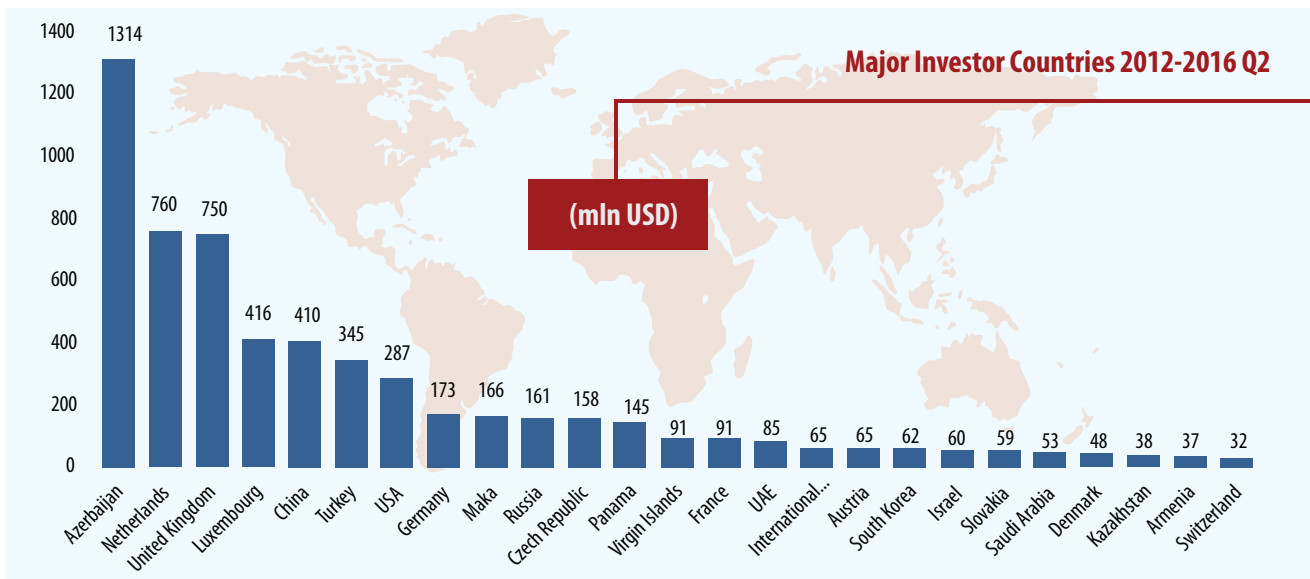
In order to support business development in Georgia as well as FDI inflows, we have eradicated corruption and are currently considered as leaders in a wider region in terms of fighting against corruption.

All these efforts have made Georgia one of the best places for investment in the world. This is widely acknowledged by respective international ratings. According to World Bank Doing Business 2017 report, Georgia is 16th best place for doing business worldwide.

However, we do not stop there, as improvement of business and investment climate requires constant efforts. Now we are on an upper stage of reforms that should bring us at a qualitatively better level. Reforms, such as pension reform, capital market reform, creation of PPP

Our government permanently works on improvement of business and investment climate.

We have dramatically reduced number of licenses and permits



Dual German model will be introduced in the area of vocational education

framework are directed at structural transformation of Georgian economy, where businesses and investors have all the conditions to successfully implement their initiatives and ideas.

As for the investments, over the last two decades, we have witnessed an intensive growth in foreign direct investment (FDI) flows. In 2016, FDI amounted to USD 1.56 billion. Since, 2013 the largest share of FDI comes on transport and communication sector. In 2016, 42.9% of total FDI were in this sector (USD 671.9 million), followed by construction (8.3% of total FDI, USD 129.5 million), financial intermediation (8.2% of total FDI, USD 129.0 million) and manufacturing (7.9% of total FDI, USD 124.5 million). As for top investor countries, based on latest data those are Azerbaijan, Turkey and UK, totally 56.2% of FDI.

**CE: Do you have a free trade agreement with China? How far have you progressed in its implementation? How do you see future relations with 'The Heavenly Empire'?**

**Giorgi Gakharia:** It should be underlined, that Georgia attaches great importance to further developing relations with China - world's one of the largest economies. We are very pleased that in recent years, we have formed strategic partnership in trade and economy and cooperation between our countries is growing significantly.

Georgia was among the first countries that signed the Memorandum on the Silk Road Economic Belt Development Cooperation with the People's Republic of China on March 9, 2015, which is an important arrangement, taking our relations to a totally new level, including optimization of bilateral trade, strengthening investment cooperation, and facilitation in developing infrastructural projects.

It is important to mention that Georgia will be the first country in the region, which will have the Free Trade Agreement (FTA) with China. We have signed FTA with the People's Republic of China on June 13 2017, which is expected to come into force by the end of this year after ratification by both sides. Based on this agreement Georgia will get duty free access to Chinese market for such important export products as wine, mineral wa-

ters, nonalcoholic beverages, fruits, vegetables, tea, honey, nuts, fertilizers, medicaments, locomotives, rubber products, ferro-siliconanganese, etc.

I strongly believe that Georgia-China FTA will not only enhance trade and economic links between two countries, but will also have broader regional benefits. Georgia with its strategic location at the crossroads between Europe and Asia, well developed transport and customs infrastructure, business-friendly policies, strong regional and overseas trade relations will guarantee fast and smooth running of goods from China to Europe and vice versa by the shortest route and further facilitate trade process of Asia with Europe.

**CE: What impact will the free visa regime with the EU have on the Georgian economy? How would you assess the first results of the associated partnership with the EU? Which problems are currently the obstacles for you now to develop cooperation with this largest continental market?**

**Giorgi Gakharia:** We see Association Agreement, including Deep and Comprehensive Free Trade Agreement (DCFTA) and the visa free travel, as a step forward, which will make the process of political and economic integration of Georgia to the European Union irreversible. It brings the EU-Georgia relations to the qualitatively new level of cooperation in all directions that should contribute to the transformation of the country into the genuine European State.

The benefits of visa liberalization are both social and economic in nature. Removing visa requirements for Georgian citizens will mean more tourism, cultural and student exchanges, and civil society partnerships. The freedom of movement of people is likely to attract investments in the country, which can provide benefits for the economic development. It is likely that Georgia will benefit in areas such as outsourcing, potential increases in inward FDI, creating business links in the EU and increasing the level of export. Besides, visa free could result in the technological and know-how expertise being transferred to Georgia - a much needed

We have eradicated corruption and are currently considered as leaders in a wider region in terms of fighting against corruption.



expertise for the economic development of the country.

Through an ambitious Association Agreement with the EU, Georgia has further solidified its reform efforts. The agreement offers a comprehensive roadmap for European transformation and modernization. The benefits of this fundamental transformation are already visible in Georgia: Georgia has been steadily progressing and showing good track-record in implementation of complex reforms. For the past several years, we have been investing into building a strong European democracy with effective democratic institutions and open governance system, political pluralism, free media and independent judiciary, strong rule of law and human rights protection, a functioning market economy and favorable business environment.

By the introduction of the EU norms and standards, trade with the EU is increasing. We put significant efforts to use the AA/DCFTA advantages and bring tangible results and benefits to our citizens.

As a single market, European Union has become the largest trade partner for Georgia - according to the data of first 7 months of 2017, trade turnover with the EU increased by 11% and export increased by 34%.

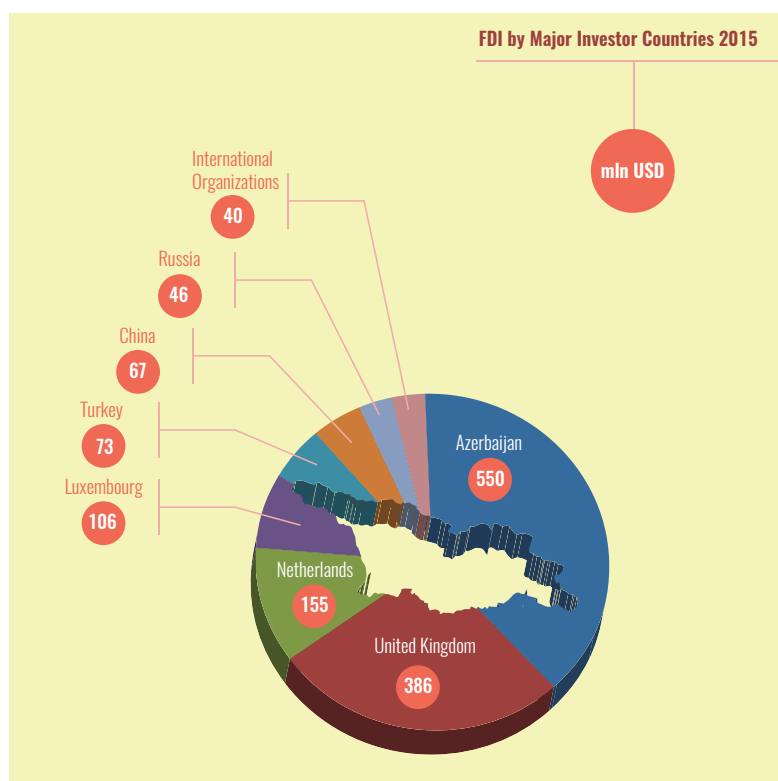
One of our priorities was to gain international recognition for our Accreditation Center in order to have more internationally recognized labs in Georgia that will reduce the cost of certification of local production. We are happy that in May this year, Georgian Accreditation Center (GAC) has signed Bilateral Recognition Agreement with the EA (European Accreditation). Conformity assessment documents (certificates and laboratory test protocols) issued by organizations accredited by GAC is now recognized in the EU which will reduce technical barriers for Georgian products on international markets and contribute to the growth of competitiveness of the products produced in Georgia.

We were actively working for the EU recognition of animal origin products, such as honey and fish. In this regard, success has been achieved and in the beginning of 2017, Georgia was included in the list of third countries from which import of both products are allowed. We continue close cooperation with the EU in order to have more products exported to the EU market.

**CE: Could you please tell about the plans to develop economic partnership within the GUAM economic bloc?**

**Giorgi Gakharia:** From 1st January, 2017 Georgia took over the Chairmanship of GUAM for the year 2017, which coincides with the 20th anniversary of establishment of the GUAM format. We are strongly committed to hold distinguished Chairmanship and put every effort for further strengthening political consolidation and deepening sectoral cooperation within GUAM.

Having established the solid institutional framework, GUAM provides all necessary pre-conditions to exploit further its sectoral potential and expand trade and economic relations, deepening economic integration not only among



GUAM Member States, but also with other interested countries.

In this context, Georgian Chairmanship attaches special importance to dynamic development and effective use of opportunities of GUAM Free Trade Zone and GUAM Transport Corridor. Given a growing international importance attached to the interregional projects, such as "One Belt – One Road" initiative, GUAM Member States are firm that GUAM Transport Corridor should be promoted as an essential link connecting Europe and Asia and a stable, secure and competitive international transit route along the East-West.

Holding the first GUAM Prime Ministers Summit and the first GUAM Business Forum this year in March in Kyiv gave an additional impetus to further deepening sectoral cooperation, especially in spheres of trade and transport. On the sidelines of these events, two protocols were signed related to the operation of the GUAM Free Trade Zone and enhancing competitiveness of the GUAM Transport Corridor. GUAM States Prime Ministers took a pledge to further consolidate efforts and finalize necessary procedures for fully-fledged implementation of the GUAM Free Trade Zone in the nearest future.

Another important outcome of these two events is launching the GUAM Association of Business Cooperation (ABC), with participation of representatives from private enterprises and business communities of the GUAM Members States aimed at promotion of common interests of business communities of the GUAM countries.

We are convinced that deeper trade, economic, and transport cooperation within GUAM will have a positive impact on further development and reforms of our economies, ultimately bringing tangible results to our entrepreneurs and societies as a whole.

**Thank you for the interview**

Georgia will be the first country in the region, which will have the Free Trade Agreement with China

The process of political and economic integration of Georgia to the European Union is irreversible



## MAIN SERVICES:

### Survey services

- Meteorology and Oceanography
- Offshore Geophysical Services
- Offshore Positioning Services
- Fugro Satellite Positioning Services
- Marine Environmental Services
- Satellite Monitoring and Mapping
- Aerial mapping

### Geotechnical Services

- Investigation the engineering properties
- Geologic characteristics of near-surface soils and rocks
- Advices on foundation design
- Advices on construction materials testing, pavement management and installation support.

### Subsea Operations

- Subsea Services
- Subsea Inspection and Repair
- Construction works
- Installation works
- ROV Services
- Offshore Engineering support works

### Geo science services

- Subsea bottom monitoring
- 2D and 3D seismic surveys
- Bathymetry and subsea scanning (MBES)
- Subsea Debris surveys
- Supporting exploration drilling
- Provision of support services for field construction, inspections and interventions on subsea infrastructure
- Design and build of complex remote systems and tools.

## MARKETS



**Oil and Gas**



**Power**



**Building & Infrastructure**



**Nautical**



**Mining**

We deliver critical knowledge and essential operational support to the upstream and downstream oil and gas industry, providing a true life-of-field solution, from exploration and development through to production and decommissioning.

Our knowledge, expertise and resources play a vital role in the development and transportation of electric power, on land and in marine environment, furthering new ways of meeting future energy demands.

We contribute to the design, realisation, safety and integrity of construction and development projects through the collection, interpretation, application and management of data relating to natural and man-made environments.

Our deep knowledge of the sea environment provides vital services and products to aid the world's merchant shipping, cruise vessels, search and rescue, fishing and other marine activities

Fugro helps mining companies to recover raw materials efficiently and safely, using a range of survey, mapping, investigation and sampling technologies, together with geoconsulting services



# Regional cooperation provides significant opportunities for greater economic growth

President of the Black Sea Trade and Development Bank (BSTDB) Ihsan Ugur Delikanli



**Caspian Energy (CE): Mr. Delikanli, which big international projects are currently being implemented under the financial support of the Bank? Which sectors of economy are given preference?**

**Ihsan Ugur Delikanli, President of the Black Sea Trade and Development Bank (BSTDB):** In line with BSTDB's business strategy, we are getting increasingly involved in large scale regional projects in energy, infrastructure, transport, healthcare and other key areas. We are giving preference to projects generating the highest development impact for the economy of our member countries and also for regional cooperation. In order to increase the effectiveness of these operations, we are co-financing large projects with our partner international financial institutions and private investors. If we take only the energy sector to illustrate our operations for your readers, currently the Bank is engaged in the financing of the Shah Deniz II, full field development project, SOCAR Turkey Enerji A.S. to support its long-term strategy of becoming a fully-integrated downstream oil and gas company and the Gurmat operation to construct a geothermal power plant by a leading Turkish renewable energy company, the Hellenic Petroleum

project supporting the modernization, environmental improvements and expansion of the distribution network of the Greek energy company, and the EnergoPro operation helping to improve the electricity grid and metering system in Bulgaria, to name just a few. We are considering participation in another big energy infrastructure project, the Southern Gas Corridor.

**CE: Speaking about the financing of the Southern Gas Corridor, how much is the sum of investments at stake?**

**Ihsan Ugur Delikanli:** I would like to emphasize that BSTDB has been established to support regional cooperation. The Southern Gas Corridor project fully fits our mandate and it would have a sizable direct impact on the cooperation between the Bank's member states, namely Azerbaijan, Georgia, Turkey, Greece and Albania, providing sustainable energy security. There is also a potential to expand its coverage to some other Bank's members. With this understanding, we have intimated our strong desire to the Government of Azerbaijan and Southern Gas Corridor CJSC to consider BSTDB as one of the main partners. We have great expectations in this respect, but at this stage it is premature

The Southern Gas Corridor project fully fits our mandate, but it is premature to talk about specific figures

After the presentation dozens of businessmen requested bilateral meetings with our bankers to discuss their business proposals

Summary of Key Economic Indicators for 2016, by BSEC Member Country

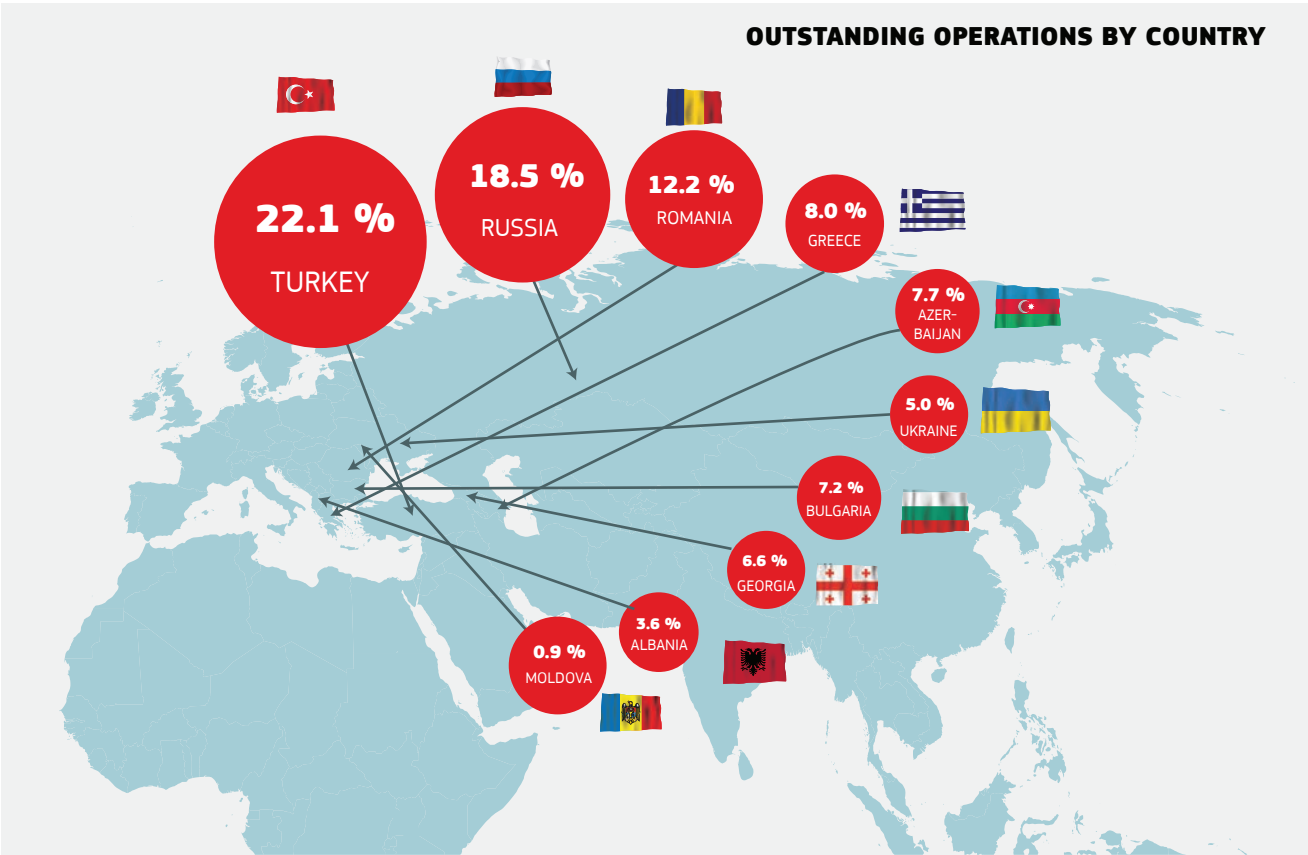
	GDP Growth	Inflation	Cur Acct Bal/ GDP	Budget/GDP	Public Debt/ GDP	FDI/GDP
Albania	3.2%	1.3%	-9.3%	-1.7%	71.9%	8.9%
Azerbaijan	-3.8%	12.4%	-4.3%	-1.4%	22.5%	11.7%
Bulgaria	3.4%	-0.8%	4.3%	2.5%	29.7%	2.4%
Georgia	2.7%	2.1%	-11.3%	1.6%	40.5%	11.9%
Greece	0.0%	-0.8%	-0.6%	-5.1%	183.9%	1.2%
Moldova	4.1%	6.4%	-4.1%	-1.9%	44.1%	1.8%
Romania	4.8%	-1.6%	-2.3%	-2.4%	37.6%	2.9%
Russia	-0.2%	7.1%	1.9%	-3.7%	17.1%	2.6%
Serbia	2.8%	1.2%	-4.0%	-1.4%	73.7%	6.2%
Turkey	2.9%	7.8%	-3.8%	-1.1%	31.6%	1.4%
Ukraine	2.3%	13.9%	-4.1%	-2.2%	90.3%	3.7%
BSEC Region	1.3%	6.2%	-0.8%	-2.6%	39.9%	2.4%

to talk about specific figures. I would like just to mention that we shall be prepared to consider the investment amounts that will correspond to the requirements of this major regional project, together with other investors.

**CE:** *You noted that major proposals of the BSTDB are aimed at supporting the development of the non-oil sector of Azerbaijan. Which prospects do you see in this direction and which areas of the non-oil sector do you find the most attractive?*

**Ihsan Ugur Delikanli:** The Bank's activi-

ties in Azerbaijan are following the BSTDB Country Strategy for the period of 2015-2018, which was developed in close cooperation with the Government and supports the state economic and investment policy priorities. We are supporting the non-oil sectors of the economy, helping to promote the national goal of greater diversification. The Bank primarily targets medium to large size businesses engaged in the real sector of the economy. In particular, as a development institution, we strive to promote Azerbaijan's export potential generating hard currency







The Bank is exploring opportunities to support the reform of the financial sector in Azerbaijan

revenues and contributing to the state budget. We finance manufacturing, agri-business and firms that can help generate new employment in relatively underdeveloped sectors of the economy. We very much welcome the opportunity to provide support to infrastructure development in areas such as transport, telecommunications, and public utilities. Where possible, we participate in projects with tangible regional cooperation benefits, in line with our regional development mandate. A benefit of the large manat devaluation in 2015-16 is that import substituting firms in Azerbaijan became more price competitive, and we are very open to working with such companies as well, to

help them realize their potential and further expand the wealth generating capacity of the Azerbaijani economy away from reliance just on energy products.

**CE: Azerbaijan’s shareholding in the Black Sea Trade and Development Bank and its share in the loans of the Bank, make 5% and 7.2% respectively. Which measures must be taken to increase this share? How do you plan to assert yourself in the business environment of Azerbaijan and attract a big amount of investors?**

**Ihsan Ugur Delikanli:** We are convinced that the Bank’s contribution to Azerbaijan’s economic development shall be increased



A more promising strategy is for a country to focus on maintaining a stable macroeconomic environment and upon reforms

to much higher levels than those we have today. We have both the potential and the goodwill to achieve this target. The current challenging economic environment requires us to implement a more thorough project appraisal and due diligence process. Nevertheless, we strongly believe that the Azerbaijan economy has the necessary potential to successfully overcome the current challenges and return to sustainable growth. With the recovery in the Azerbaijani economy that we see underway in the aftermath of last year's downturn, we are optimistic that business opportunities will increase in the near future. Therefore, we are closely studying all opportunities to develop a solid project pipeline, which would allow us to expect a healthy portfolio growth. We are generating business mainly using our direct contacts with the Government and potential clients, but also via participation in business forums and the organization of our own events. In June this year we held a very successful business presentation in Baku actively supported by the Government and assisted by Azpromo, which attracted over 100 businessmen and bankers. Importantly, after the presentation dozens of businessmen requested bilateral meetings with our bankers to discuss their business proposals, which demonstrated a high demand for Bank's financial products and services in Azerbaijan. We are going to respond to this market demand. Over the last couple of years, we have also paid increasing attention to the use of social media as a way to generate awareness about our Bank, and to improve our outreach to potential clients.

**CE: In the course of your visit to Azerbaijan you stated that Azerbaijan is the only country where you have a participation share in one of the local banks. Which bank do you mean? What are your further plans regarding Azerbaijan's financial sector?**

**Ihsan Ugur Delikanli:** We are talking about BSTDB's participation as a founding shareholder of Access Bank, which used to be one of the market leaders in Azerbaijan. We remain committed to supporting this institution during the current difficult period. The Bank is exploring opportunities to support the reform of the financial sector in Azerbaijan in cooperation with the country's authorities. We are planning to start offering much-needed financing in Manat through issuing bonds in the local currency, with the



support of the Financial Market Authority. Support for SME sector development is also a priority which we intend to continue implementing in partnership with the Azerbaijan banking sector. Additionally, we are seeking opportunities to support trade financing.

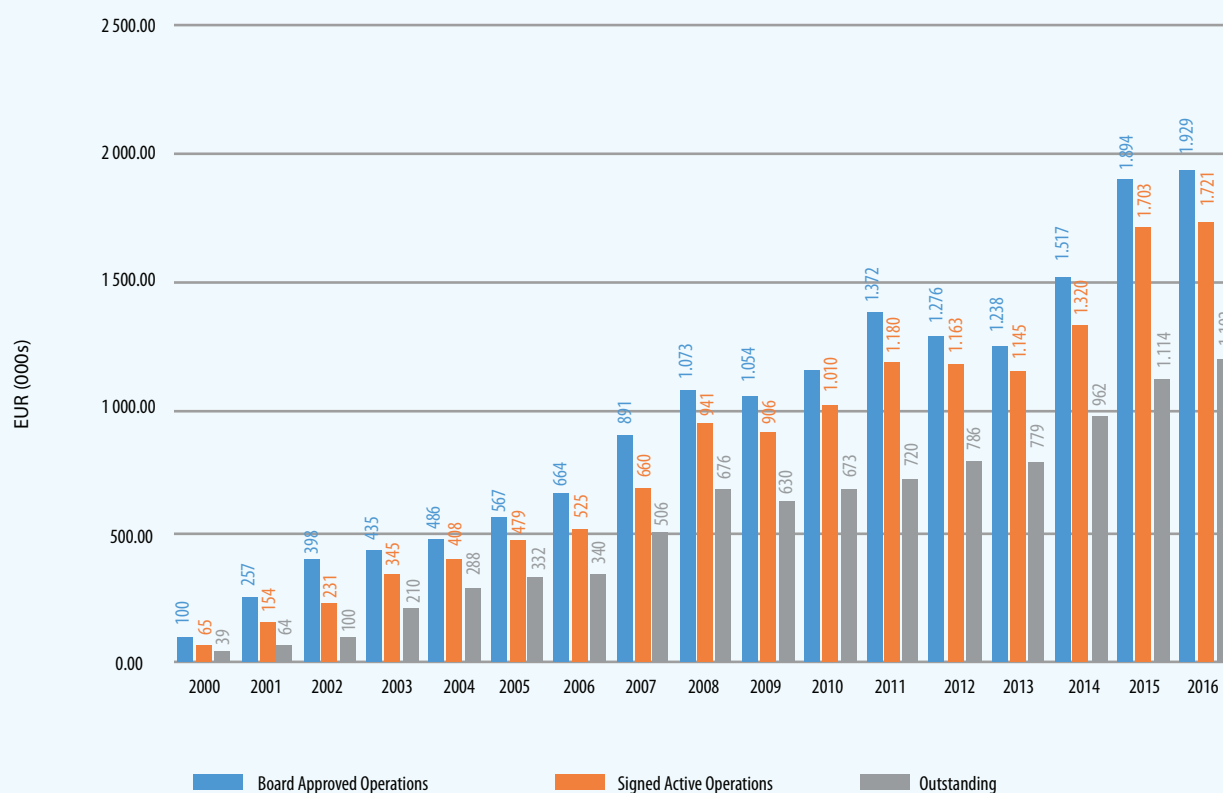
**CE: How do you assess the cooperation with the Caspian countries in general, as well as their investment potential? Which opportunities arise in cooperation based on the creation of the FTZ in Alyat settlement of Baku?**

**Ihsan Ugur Delikanli:** BSTDB is mandated to cover only two Caspian countries - Azerbaijan and Russia - where we may finance projects. The only way we may contribute to cooperation in the wider Caspian region is through financing exporting companies in our member countries, for which the ultimate destination of the product is not restricted just to BSTDB members. From our experience trying to foster greater cooperation and integration in the greater Black Sea Region I can say that regional cooperation provides significant opportunities for greater economic growth, but is often overlooked for reasons which may involve geopolitics, or because a country is focused on developing closer relations with large markets that may be more distant (such as the EU or China) and may overlook mutually beneficial opportunities for growth with its neighbors. We see this quite often in the Black Sea Region, especially among states that wish to join the EU and end up de-emphasizing relations with neighboring states.

This is a missed opportunity, quite frankly, because neighbors will continue to be neighbors, and thus when sudden downturns or external shocks hit, the greater familiarity of locally or regionally based firms is an important source of resilience - these firms know the region and the market in which they operate, and are thus more likely to stay and work things through in contrast to externally based firms, which when facing a downturn tend to be more likely to with-



BSTDB Portfolio Development 2000 - 2016



draw entirely and thus leave a larger 'hole' in the local economy. Another important feature of regionalism is that for small countries, it offers an important opportunity for firms to grow, develop economies of scale and thus improve their efficiency. This in turn can lead to greater regional wealth creation as well as greater complementarities, and thus efficiencies, among firms active in a region. The countries which have probably done the best job of developing such synergies are those around the Baltic Sea, which is frequently mentioned as a model for the development of regional cooperation. Free trade zones, such as the one in Alyat, can help to contribute when they are well operated and help attract new operations. The risk with FTZs is that they often create tax arbitrage opportunities for firms, and this can result in the benefits of their activity for the local economy being reduced. While an FTZ may operate beneficially for the greater economy, a more promising strategy is for a country to focus on maintaining a stable macroeconomic environment and upon reforms that improve the business environment and reduce transaction costs for both existing companies and for new companies that will hopefully be established.

**CE: Which areas of economy are the most promising and profitable for BSTDB from the financial standpoint?**

**Ihsan Ugr Delikanli:** There is no single

correct answer to this question. First of all, I must say that as a development finance institution, our first priority is to support the areas of economy identified as priorities by the Governments of our Member States. Therefore, we develop our activities in accordance with the country strategies discussed and approved in close coordination with the Governments. Azerbaijan possesses great unrealized potential in areas such as agribusiness, transport and tourism. However, given Azerbaijan's strategic location, and the high quality (and relatively low cost) of its workforce, which is skilled and educated and also possesses multiple language skills, the most appropriate answer is that with a favorable business environment, companies should find Azerbaijan extremely attractive as a place to establish themselves and operate, given the climate, lifestyle, location, and safety. This applies for manufacturing firms as well as service-oriented firms. BSTDB will remain present in Azerbaijan and ready to support any and all promising firms that wish to set up in Azerbaijan or profitably expand their operations.

Also, I must say that profit maximization is not our guiding criterion in selecting projects for financing. We primarily consider the development impact that the operation will have on the economy of the country and how it will promote regional cooperation.

**Thank you for the interview**

# Выставка и конференция Caspian Oil and Gas – 25 лет вместе!



## 25-я Юбилейная Международная Выставка и Конференция «Нефть и Газ Каспия»

**25** летний юбилей в следующем году отметит самое крупнейшее мероприятие энергетического сектора в Прикаспийском регионе – Международная Выставка и Конференция «Нефть и Газ Каспия» Caspian Oil & Gas 2018, которая пройдет с 5 по 8 июня.

Четверть века выставка и конференция представляют собой площадку для формирования надежных деловых контактов, заключения взаимовыгодных контрактов и успешной реализации проектов на государственном уровне.

Истоки Caspian Oil & Gas уходят своими корнями глубоко в историю, а точнее в 1994-й год 20 сентября, когда был подписан «Контракт Века», знаменующий собой основное направление освоения нефтедобычи и переработки ресурсов Каспийского бассейна, тем самым ознакомив мировое сообщество с Азербайджаном, как с нефтяной державой.

Высокий статус выставки подкрепляет участие в официальной церемонии открытия Президента Азербайджанской Республики. Президенты, премьер-министры и министры из разных стран таких как: Великобритания, Грузия, Норвегия, Турция, США, Франция и многих других направляют главе Азербайджана письма-приветствия по случаю открытия очередной выставки и конференции. Неоценимую поддержку проекту Caspian Oil & Gas оказывают Министерство Энергетики Азербайджанской Республики и Государственная Нефтяная Компания Азербайджанской Республики (SOCAR). Организаторами Caspian Oil & Gas выступают Iteca Caspian и её британский партнёр ITE Group.

Для участия в юбилейной 25-ой выставке уже подтвердили своё участие компании из Азербайджана, Великобритании, Германии, Италии, России, Турции и многих других стран мира. Компании, участвующие на выставке представят широкий ассортимент оборудования, услуг, инновационных технологий в области нефтедобычи и транспортировки энергоресурсов, обеспечения систем хранения нефти и газа, платформы и плавучие буровые установки, прокладку труб и обеспечение систем безопасности трубопроводов, сервисные услуги.

Важной частью выставки, сопровождающей её деловую программу, является международная конференция Caspian Oil & Gas, которая пройдет в 2018 году с 6 по 7 июня. Ежегодно конференция собирает более 500 топ-менеджеров ведущих компаний, представителей отраслевых министерств, авторитетных отраслевых экспертов и предоставляет возможность для обмена мнениями по актуальным вопросам развития нефтегазовой отрасли.

Сегодня Caspian Oil & Gas заслуженно является торжеством нефтяной стратегии Азербайджана, заложенной Гейдаром Алиевым и успешно продолженной Ильхамом Алиевым. Организаторы уверены, что выставка, перешагнув 25-ти летний рубеж, и в дальнейшем будет оставаться визитной карточкой достижений нефтяного сектора региона и платформой для налаживания деловых связей и новых перспектив для взаимного сотрудничества.

Пользуясь случаем, от имени организаторов выставки и конференции Caspian Oil & Gas, поздравляем всех нефтяников с профессиональным праздником, и адресуем им самые теплые пожелания.



# **SOCAR THE COMPANY'S ACHIEVEMENTS IN THE FIELD OF ENVIRONMENTAL PROTECTION**



After the country gained an independence, solution of the environmental problems became one of the priorities of the state policy. The attention given to the environmental issues was increased. Execution of the new environmental protection projects was commenced.

One of the major tasks, facing SOCAR, is to solve the ecological problems which aroused as a result of the offshore and onshore oil-gas operations, as well as terminate the pollution.

Therefore, both the requirements of the country's legislation and issues, coming out of the international conventions which Azerbaijan joined, are successfully met.

## **SOCAR's achievements in the field of ecology over the last year**

Considering the interest of such oil-gas companies as BP, TOTAL E&P Abşeron B.V. and others, operating in our country, in using the SOCAR-owned "Wastes Center", the operations on the expansion of the center have been completed. Thus, 2 (two) VacuDry units (Vacuum-Distillation), produced in Germany and designed for drilling mu processing, were installed in the center within the framework of the project. Besides, an office building and other support facilities were opened and launched on September 23, 2016. The solemn opening ceremony was attended by the management of SOCAR and BP, as well as other authorized persons. As a result of the project implementation, 100 people got a permanent work. The commissioning of these facilities made it possible to process drilling mud which emerge in the course of the drilling operations, utilize chemical reagents contained in the drilling mud, as well as ensure the substantial reduction of the volume of wastes.

Apart from this, an event about the History of the Azerbaijani oil and large ecological projects implemented by SOCAR, was held in SOCAR TOWER on May 26, 2017 on the occasion of the World Environment Day. A video clip about the history of the Azerbaijani oil was shown in the course of the event. SOCAR's Vice President for Environment Issues Rafiga Huseynzade received the highest award from BP Azerbaijan for the success gained within the framework of the project on reduction of the flared-

gas at Azeri-Chirag-deepwater Guneshli fields, which is implemented jointly by SOCAR and BP, as well as with the support of the World Bank.

## **Climate change impact mitigation**

Funded by the Global Ecological Fund (GEF) and the UN Development Program, SOCAR together with the local representative office of the United Nations Development Program have worked out a project of the Nationally Appropriate Mitigations Actions aimed at lowering the CO<sub>2</sub> emission in the field of fuel consumption of Azerbaijan. The project consists of the three following components:

- Increase of the energy efficient buildings;
- Shift to the alternative fuel in the transport field;
- Collection of associated gas from wells and its supply to consumers.

According to the first component of the project, repair-construction operations were completed at SOCAR's wastes management center and Gala Ecological Park in order to raise the energy efficiency of buildings. The similar operations are still ongoing in Azerkimya PU. 4 wind turbines were installed at the Wastes Management Center within the framework of the project. Apart from this, additional solar panels are planned to be installed in the mentioned Center and Gala Ecological Park.

1 (one) Toyota RAV 4x4 Hybrid and 3 (three) Toyota Auris Hybrid vehicles were purchased within the frame-





work of the second component entitled "Consideration of possibilities of the energy efficient transport in the transport sector of SOCAR, innovative technologies on use of zero-carbon fuel and eco-effective driving practice".

Control-measurement operations were performed in 63 wells of Zagli-Zeyva field (operated by Siyazanneft OGPD) to determine the potential of wells. This work was carried out within the framework of the third component of the project "Associated gas collection from the wells and its supply to consumers". The operations in this direction are ongoing.

#### Intermediate waters management

Broad-scale operations were continued from year to date in order to ensure efficient management over intermediate waters which emerge in the course of production at operation sites of SOCAR. In this regard, engineering survey work was carried out to install plants on intermediate water treatment, which comes out of the oil-gas wells, and to inject these waters, cleaned in accordance with relevant requirements, back into the underground horizons.

A plant produced by the UK company FLS and designed for treatment of intermediate waters from oil and sand, has been commissioned since July of this year at the enlarged Oil Gathering Point #2A of Neft Dashlari OGPD. The maximum daily capacity of the plant makes 4,400 cubic meters.

The plant consists of a two-phase separator, hydrocyclone sand and oil separators. After separation from oil and sand, intermediate waters are injected back into the disposal wells while the sand collected in the separator is used at production facilities of OGPD.

#### Soil clean-up

Broad-scale survey work is currently underway at the area of wells in order to group the contaminated soils according to the pollution rate, as well as choose and apply a relevant treatment technology. Over the period under review SOCAR's operating companies and joint ventures rehabilitated 39.7 hectares of lands contaminated with oil and oil products.

#### Ecological monitoring

Since September 2016 SOCAR's ecological department has held 45 environmental monitoring operations in onshore enterprises and organizations of SOCAR, while the specialists of the ecological department, assigned to the company's enterprises, carried out a total of 440 environmental monitoring operations on onshore and offshore fields in accordance with SOCAR's order #17 dated February 13, 2013. 782 samples taken during the ecological monitoring underwent chemical testing according to 4,321 parameters in the Department's Laboratory for Comprehensive Research. Moreover, in order to ensure the laboratory's participation in

international projects implemented in the region, and expand cooperation with international companies, the laboratory regularly takes part in inter-laboratory testing arranged by lots of local and foreign companies to prove the quality of laboratory tests. Among such companies noteworthy are WEPAL, FAPAS and LGC.

#### Wastes management

Wastes management is one of the main areas in the field of the environmental protection. To meet the obligations assumed within the framework of the United Nations Stockholm Convention, the work on stock-taking of polychlorinated entities regulated by the convention was continued this year. The stock-taking of the electric equipment of SOCAR, JVs and OCs, operated by polychlorinated oil, was carried out. Samples of oil were taken to determine the polychlorobiphenyl entities. Their testing in accordance with appropriate parameters was carried out at the Laboratory for Comprehensive Research of the Ecological Department.

Apart from this, from September 2016 until the present day, 63,211.7 tonnes out of 63,476.1 tonnes of wastes emerged in the departments and enterprises of SOCAR were delivered for intended purposes. SOCAR's Garadagh Wastes Center received 7,564 tonnes of drilling mud and 275 tonnes of hard production wastes. Besides, 24,753 tonnes of oil mud emerged in the course of production at Heydar Aliyev oil refinery underwent treatment at Alfa-Laval unit of Ekol MX CJSC while 408 tonnes of acid sludge obtained during the oil purification at site#19 were regenerated.

#### Greenery planting

SOCAR planted 64,327 types of trees and brushwoods at the recultivated area in order to ensure environmental safety and maintain an ecological balance. Agrotechnical treatment over trees and brushwoods planted in previous years was organized.

#### Ecological propaganda and educational work

According to the SOCAR's plan of actions on ecological propaganda and educational campaign, educational work on the subjects of "Global problems of the modern ecology", "Rational use of water", "Man and the environment. Ecological culture", "Environmental legislation", "Environmental policy", "Waste management plan", "Potential risks of environmental pollution during the drilling", "Oil degradation classification" and other topics was carried out in the departments and enterprises.

Besides, due to SOCAR's engagement in the "Earth Hour" campaign held by the World Wildlife Fund (WWF), facade lighting of buildings located at non-production sites of SOCAR was cut by 1 (one) hour on March 25, 2017 in order to save power.

Along with it, according to the cooperation agreement signed between the Baku City Education Department of the Ministry of Education of the Azerbaijan Republic and SOCAR's Ecology Department, a "Green school" project was implemented over the period under review. Besides, ecological monthly magazines were published. The green school project shall create new green areas in the schools of Baku city. Participation of schoolchildren in creation of green zones within the framework of this project plays an important role in developing an ecological culture among the young generation.



# Polymart LLC worthily representing “Made in Azerbaijan” brand



**N**on-oil sector of economy of Azerbaijan developed successfully in 2016 and continued developing in 2017. In his speeches President of Azerbaijan Ilham Aliyev repeatedly noted the importance of terminating the dependence on imported raw materials and gave corresponding instructions in this direction. The raw material factor plays an important role in the production sphere as well, ensuring the competitiveness of the manufactured products.

Favorable prices and high quality are major priorities of Polymart LLC in trade business. In other words, our company provides products meeting the highest standards.

## “POWER OF PLASTIC!”

At a time when one of the main goals of producer companies is to meet domestic demand

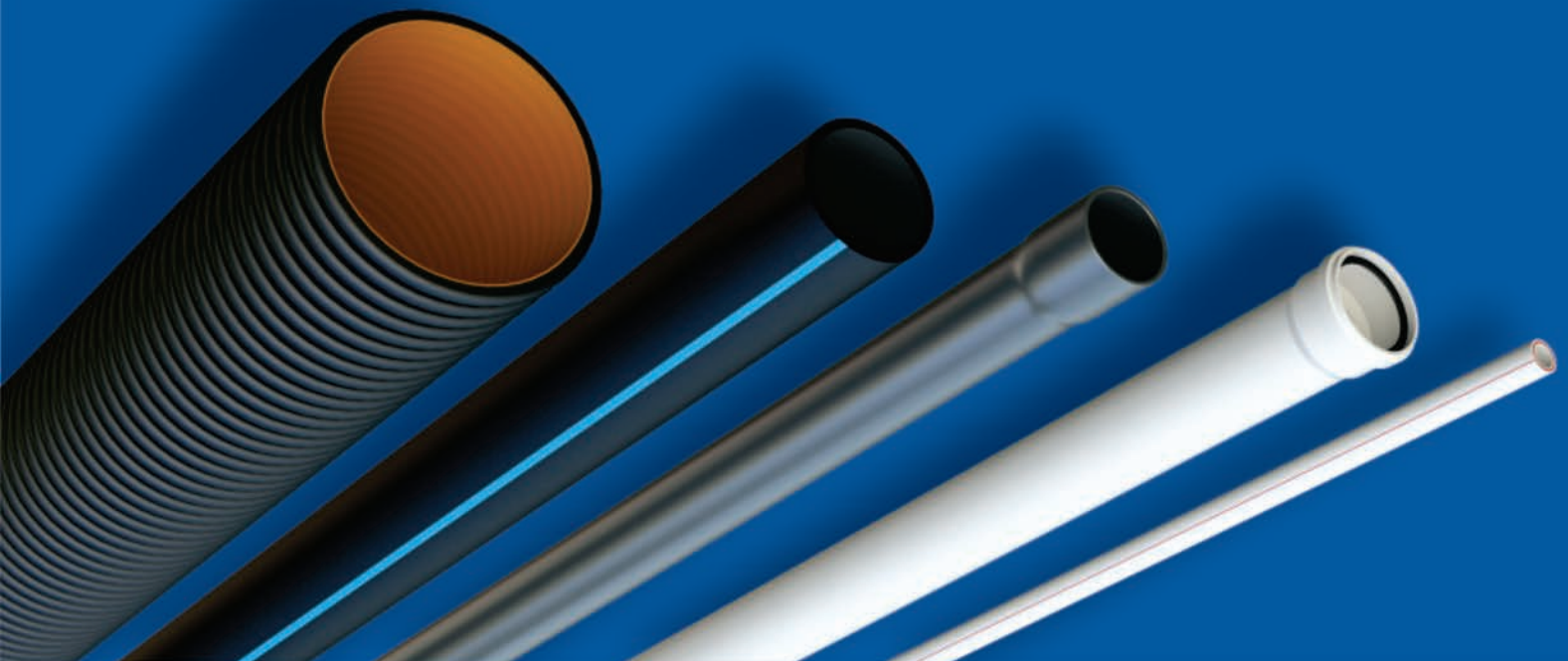
of the country, the products that Polymart LLC produces at the expense of the domestic raw materials will be more competitive at foreign markets. Polymart LLC is currently manufacturing water, sewage and gas pipes and pipe joints under P-Plast brand. The company's plans for the future include production of not only pipes, but also other plastic goods. And our slogan “The power of plastic!” was not chosen by coincidence. Polymart has representatives in many regions of our country, which are engaged in sale of our products. Our production zone is based in Baku now. But in future we plan to create production sites in the regions of the country as the demand for products grows.

As an Azerbaijani brand, Polymart LLC is worthily representing Azerbaijan abroad under the “Made in Azerbaijan” brand. The goods are currently being exported to the neighbor states. It will promote rapid growth of export of Polymart

Polymart LLC has started operating since January 14, 2015. The Company is engaged in production and sale of plastic products of ‘P-Plast’ brand (pipes and pipe connections). The other line of activity of the Company is the sale of materials designed for installing water, gas, sewage systems, as well as the sale of materials to other sectors of the construction industry, to the markets of Georgia, Ukraine, Russia, Kazakhstan and other countries. Giving priority to products of local producers, our company is also an official representative of a series of foreign producers (Switzerland, the Netherlands, Germany, Turkey, Russia and Italy) in Azerbaijan.







LLC products to the markets of foreign countries. And we hope that it will contribute to the economic development of Azerbaijan.

### CUSTOMER BASE

The Company's clients are successful companies representing different areas of business. Our partners mainly require high reliability and perfect quality of the work we do, as well as permanent improvement of production processes, which directly influences our clients' business efficiency. Polymart LLC helps in successful implementation of projects of its clients. Pipes and pipe connections, including other necessary materials required for water and sewage infrastructure, as well as for gas supply projects of Azerbaijan, are supplied mainly by Polymart LLC. Azersu OJSC, Melioration and Water Industry OJSC, Baku Metro CJSC and other companies involved as contractors in implementation of projects of government structures are the main clients. Polymart LLC, which is progressing permanently and

dynamically, helps its clients to implement the most demanding projects. The Company helps its clients to enter new promising markets and expand their business capacities. The short-term goal is to establish long-term cooperation and reliable relationship. Organizing of sale of products of well known companies of the world by Polymart is associated not only with the profits gained from sale. It helps Polymart LLC to extend the volume of supply of own products to clients. For instance, for contractors engaged in projects on water supply and sewage system it would be rational to receive all materials from a single company. It concerns not only projects produced in Azerbaijan but also products and equipment of foreign companies. That would be pumps, welding appliances for pipes, water channels, as well as other goods and equipment. It creates conditions to pay higher attention on the project implementation. All of it finally promotes the growth of volume and sale of own products of Polymart LLC, and its positioning as a reliable partner.

## ООО Polymart достойно представляет бренд «Made in Azerbaijan»



**Н**ефтяная экономика Азербайджана успешно развивалась в 2016 году и продолжила развитие в 2017 году. Президент Азербайджана Ильхам Алиев неоднократно отмечал в своих выступлениях важность искоренения зависимости от импортного сырья и давал соответствующие поручения в данном направлении. Фактор

сырья играет особую роль и в производственной сфере, обеспечивая конкурентоспособность выпускаемой продукции.

Приемлемые цены и высокое качество являются основными приоритетами ООО Polymart в торговой сфере. Иными словами, наша компания представляет продукцию, отвечающую самым высоким стандартам.



Общество с ограниченной ответственностью Polymart приступило к деятельности с 14 января 2015 года. Компания занимается производством и продажей пластиковой продукции марки «P-Plast» (трубы и трубные соединения).

Другим направлением деятельности компании является организация продаж материалов для монтажа водных, газовых, канализационных систем, а также организация продаж материалов для других секторов строительной индустрии, на рынки Грузии, Украина, России, Казахстана и других стран.

Отдавая предпочтение продукции местных производителей, наша компания также является официальным представителем ряда иностранных производителей (Швейцарии, Нидерландов, Германии, Турции, России, Италии) в Азербайджане.



### «СИЛА ПЛАСТИКА!»

В то время как одной из основных целей компаний-производителей является удовлетворение внутренних потребностей страны, продукция, производимая компанией ООО Polymart за счет местного сырья, станет более конкурентоспособной на зарубежных рынках. На сегодняшний день ООО Polymart занимается производством водных, канализационных и газовых труб, трубных соединений марки «P-Plast». В планы компании на будущее входит производство не только труб, но и других пластиковых товаров. Не случайно выбран и наш лозунг: «Сила пластика!». Компания Polymart имеет представителей в большинстве районов страны, занимающихся организацией продаж. В настоящее время производственная зона находится в Баку, но в будущем, по мере роста спроса на продукцию, планируется создать производственные участки и в регионах страны.

Будучи азербайджанским брендом, ООО Polymart достойно представляет Азербайджан под брендом «Made in Azerbaijan» за рубежом. В настоящее время товары экспортируются в соседние страны. Это обусловит быстрый рост экспорта продукции ООО Polymart на рынки зарубежных стран. И мы надеемся, что это внесет свой вклад в развитие экономики Азербайджана.

### КЛИЕНТСКАЯ БАЗА

Клиентами компании являются успешные компании, представляющие различные сферы бизнеса. Основными требованиями наших партнеров являются высокая надежность и безупречное качество выполняемых работ, а также постоянное совершенствование производственных процессов, что оказывает непосредственное влияние на эффективность бизнеса наших клиентов.

ООО Polymart помогает успешной реализации проектов своих клиентов. Трубы и трубные соединения, включая другие нужные материалы для водной и канализационной инфраструктуры, а также проектов газоснабжения Азербайджана, в основном, поставляются ООО Polymart. Основными клиентами являются Открытое Акционерное Общество «Азерсу», Открытое Акционерное Общество «Мелиорация и водное хозяйство», Закрытое Акционерное Общество «Бакинский Метрополитен» и другие компании, участвующие в реализации проектов государственных структур в качестве подрядчиков. Находясь в постоянном и динамичном развитии, ООО Polymart помогает своим клиентам в осуществлении их наиболее актуальных проектов. Компания помогает клиентам выходить на новые перспективные рынки и расширять возможности своего бизнеса. Ближайшей целью является установление долгосрочного сотрудничества и надежных взаимоотношений. Организация продаж продукции известных компаний мира компанией Polymart связана не только с прибылью от продаж. Это позволяет обеспечить увеличение объема поставок собственной продукции клиентам ООО Polymart. К примеру, для подрядных компаний, занимающихся проектами водоснабжения и канализационной инфраструктуры, целесообразным считается поставка всех материалов от одной компании. Это касается не только продукции, производимой в Азербайджане, но и продукции и оборудования иностранных фирм, таких как насосы, сварочные аппараты для труб, водные каналы и другие товары и оборудование. Это создает условия для оказания большего внимания непосредственно реализации проекта. Все это способствует росту объема собственного производства и продаж ООО Polymart, а также позиционированию компании в качестве надежного партнера.





**Ilham Heydar oglu Aliyev**

President of the Republic of Azerbaijan and Chairman  
of the Caspian European Club & Caspian American Club

The Caspian European Club is the largest and dynamically developing regional organization that brings together over 5,000 member companies and organizations from 50 countries around the world operating (or having intentions to work) in the Caspian, Black Sea and Baltic regions.

The Caspian European Club (Caspian Business Club) was established in June 2002 through active involvement of Caspian Energy International Media Group and under support of the largest oil & gas companies operating in the Caspian-Black Sea region.

Ilham Aliyev, President of the Republic of Azerbaijan, has been a Chairman of the Caspian European Club (Caspian Business Club) since its establishment.

The official name is the Caspian European Club. Along with the official name it is called Caspian Business Club, Caspian Energy Club and CEIBC (abbreviated form).

Caspian American Club has been created since December 24 2016 and will operate for three years in parallel with Caspian European Club (Caspian Business Club). The management team, members of the board and the executive committee will be single for both organizations.

All companies entering the Caspian European

Club (Caspian Business Club) get an automatic membership within Caspian American Club.

Official website of the Caspian European Club (Caspian Business Club) and Caspian American Club – [www.caspianenergy.org](http://www.caspianenergy.org).

"Caspian Energy jurnal" MMC has been announced a managing company to arrange an activity of the Club.

The Caspian European Club (Caspian Business Club) and Caspian American Club are headquartered in Baku, the only littoral capital in the Caspian Sea region.

#### **Primary objectives of the Caspian European Club (Caspian Business Club):**

- attract oil revenues from the oil industry into the development of the non-oil sector;
- create conditions on the informational level to work out a common programme on such matters as economy, power industry, customs, taxes, environmental protection, etc.;
- examine systematically problems of foreign and local business representatives and convey this information to the Administration of the President, government, parliament and government entities bearing responsibility for an economic bloc;
- implement programs and proposals promoting creation of favorable investment and business climate;
- implement various information projects of regional significance;
- maintain the dialogue between government institutions and the private sector within the framework of business forums, round tables and working groups;
- support and develop small and medium businesses on the informational level;
- support and promote ecological projects as well as alternative energy projects on the informational level;
- support projects on development and introduction of information technologies and telecommunications on the informational level;
- lobby and promote companies of the Caspian-Black Sea region in the European countries and companies of Europe in the Caspian-Black Sea region on the informational level.

#### **The similar branch associations according to the sectors function within the Club:**

Caspian European Investment Club  
Caspian European Oil&Gas Club  
Caspian European Energy Club  
Caspian European Industry Club  
Caspian European Construction Club  
Caspian European Transport Club  
Caspian European Tourism Club  
Caspian European IT Club  
Caspian European Telecommunication Club

Caspian European Medical Club  
Caspian European Education Club  
Caspian European Agroindustry and FMCG Club  
Caspian European Finance Club  
Caspian European Banking Club  
Caspian European Insurance Club  
Caspian European Auto Club  
Caspian European Services Club  
Caspian European Law Club

Tax & Customs Committee  
Migration & Visas Committee  
HR & Labor Committee  
Corporate Social Responsibility Committee  
Women Entrepreneurs Committee  
SME (Small & Medium Entrepreneurs) Committee  
Security Committee  
Innovation Technologies Committee  
Young Entrepreneurs Committee

The Caspian European Club (Caspian Business Club) members are divided into honorary, platinum, golden, silver, bronze and associate members. Platinum and golden members have the widest powers within the Club. They take advantage of maximum discounts for placement of advertisements and advertising materials in all electronic and printing media sources of Caspian Energy International Media Group. Only platinum and golden members of the Club are allowed to take part in meetings with heads of state and government.

Within the framework of the Caspian European Club (Caspian Business Club), the Caspian-Black Sea and Baltic region countries annually host:

- International Caspian European Forum, Caspian Business Forum and Caspian Energy Forum([www.CaspianEnergyForum.com](http://www.CaspianEnergyForum.com));
- awarding of international prizes Caspian Energy Award and Caspian Business Award([www.CaspianEnergyAward.com](http://www.CaspianEnergyAward.com)), Caspian CEO Award ([www.Award.CEO](http://www.Award.CEO)), Caspian Brand Award([www.BrandAward.org](http://www.BrandAward.org)), Media Award ([www.Award.org](http://www.Award.org)), Luxury Brand Award ([www.LuxuryBrandAward.org](http://www.LuxuryBrandAward.org)). A wide range of information projects is running under support of the Caspian European Club (Caspian Business Club).

Caspian Energy ([www.caspianenergy.media](http://www.caspianenergy.media)), Caspian Business Club ([www.caspianbusiness.club](http://www.caspianbusiness.club)), CASPIAN ENERGY CEO ([www.caspianenergy.ceo](http://www.caspianenergy.ceo)) journals are published.

Online newspaper Caspian Energy News ([www.caspianenergy.net](http://www.caspianenergy.net)), an oil-gas encyclopedia Caspian Energy Hisotry ([www.oil-gas.az](http://www.oil-gas.az)), an internet-catalogue CASPIAN ENERGY INFO ([www.caspianenergy.info](http://www.caspianenergy.info)), an internet-television CASPIAN ENERGY TV([www.caspianenergy.tv](http://www.caspianenergy.tv)), photo-agency CASPIAN ENERGY PHOTO ([www.caspianenergy.photo](http://www.caspianenergy.photo)), CASPIAN ENERGY SPORT ([www.caspianenergy.sport](http://www.caspianenergy.sport)) agency, research group Caspian Energy Marketing ([www.caspianenergy.marketing](http://www.caspianenergy.marketing)) and others are currently in operation.









**Chairman:**  
Rauf Valiyev

**Председатель:**  
Рауф Велиев

#### Azerbaijan Caspian Shipping Closed Joint-Stock Company

**About the company:** Azerbaijan Caspian Shipping Company is the largest shipping company in the Caspian, with the history lasting for over 150 years. Azerbaijan Caspian Shipping CJSC consists of a merchant fleet, offshore support fleet, shipyards and Azerbaijan State Maritime Academy. The CJSC is operating 285 vessels and employing about 9,000 people.

Azerbaijan Caspian Shipping Company performs cargo transportation in the basins of the Caspian, Black and Mediterranean Seas, and plays a connecting role in the Transport Corridor Europe-Caucasus-Asia (TRACECA).

The merchant fleet consists of 97 vessels, including 33 tankers, 13 ferries, 14 universal dry-cargo, 2 Ro-Ro ships as well as 35 engineering, support and auxiliary ships.

The CJSC's offshore support fleet performs operations on full provision of offshore services covering oil-gas production in the sea. The offshore support fleet is comprised of 188 vessels, including 21 crane, 22 supply and tug, 29 passenger, 2 pipe lay, 7 firefighting, 5 geological, 11 diving support, and 91 of service and auxiliary vessels.

The shipping company has two shipyards where about 1600 people are working. These shipyards meet own needs of the CJSC as well as provide ship-repair services to other organizations.

The human resources policy is one of the priority directions of development of Azerbaijan Caspian Shipping Company. Azerbaijan State Maritime Academy and the Center for Training and Certification of Sailors, recognized by the International Maritime Organizations, are engaged in training of high-skilled specialists. These educational institutions also train specialists for other companies, including foreign companies, engaged in maritime transport.

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#### ЗАО «Азербайджанское Каспийское Морское Пароходство»

**О компании:** Азербайджанское Каспийское Морское Пароходство - крупнейшая судоходная компания на Каспии с более чем полуторавековой историей. В состав ЗАО «Азербайджанское Каспийское Морское Пароходство» входят транспортный флот, нефтепромысловый флот, судоремонтные заводы и Азербайджанская Государственная Морская Академия. АКМП оперирует 285 судами, численность работников около 9 тысяч человек.

Азербайджанское Каспийское Морское Пароходство занимается грузоперевозками в бассейне Каспийского, Черного и Средиземного морей, выполняет роль связующего звена в транспортном коридоре Европа-Кавказ-Азия (ТРАСЕКА). Транспортный флот состоит из 97 судов, в том числе 33 танкеров, 13 паромов, 14 универсальных сухогрузов, 2 судов типа Ro-Ro, а также 35 технических и служебно-вспомогательных судов.

Нефтепромысловый флот АКМП выполняет работы по полному обеспечению оффшорных услуг, охватывающих процессы добычи нефти и газа на море. В состав нефтепромыслового флота входят 188 судов, в том числе 21 крановое, 22 буксирно-снабженческих, 29 пассажирских, 2 трубоукладывающих, 7 пожарных, 5 инженерно-геологических, 11 водолазных, 91 служебных и вспомогательных судов.

В структуру Пароходства входят также два судоремонтных завода с общей численностью сотрудников около 1600 человек. Эти заводы обеспечивают собственные потребности АКМП, а также оказывают судоремонтные услуги сторонним организациям.

Кадровая политика одна из приоритетных направлений развития АКМП. Подготовкой специалистов занимаются Азербайджанская Государственная Морская Академия и Центр Подготовки и Сертификации Моряков, признанные Международной Морской Организацией. Эти учебные заведения готовят специалистов также для других компаний, связанных с морским транспортом, в том числе и зарубежных.

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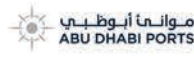
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Chairman:  
**Javid Gurbanov**

Председатель:  
**Джавид Гурбанов**

#### Azerbaijan Railways CJSC

**About the company:** The construction of the 20km long Baku-Surakhany-Sabunchu line, the first railway in Azerbaijan, began in 1878. The construction was completed on January 20, 1880. Oil transportation in cisterns has been launched for the first time in the world. This day went down in history as the date of creation of the railway in Azerbaijan.

Azerbaijan President Ilham Aliyev signed an order on establishment of Azerbaijan Railways CJSC on July 20, 2009 so that to ensure the conformity of the railroads of Azerbaijan to international standards. Azerbaijan government affirmed the charter and the structure of Azerbaijan Railways CJSC on February 15, 2010. The works in this direction were intensified. New process of reforms envisaging the improvement and restructuring of railroad especially modernization of railroad infrastructure and rolling stock was launched. President Ilham Aliyev signed an order (July 6, 2010) on approval of the state program for the development of the railroad transportation system of Azerbaijan for 2010-2014. All major aspects ensuring future development of Azerbaijan railroads were reflected in the program. 135th jubilee of the Azerbaijan railroads was celebrated in 2015.

Currently, the total length of main roads is 2,932 km; the operational length is 2,117 km, including 815 km of bilateral roads. The road consists of 176 stations, two of them - Shirvan and Bilajari are large automated sorting stations using the hill. 12 stations include container platforms, equipped with the necessary equipment and machinery, 3 stations (Keshla, Ganja, Khirdalan) have the ability to conduct large-scale container operations.

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#### ЗАО "Азербайджанские железные дороги"

**О компании:** Прокладка первой железной дороги в Азербайджане, линии Баку - Сураханы - Сабунчи, протяженностью 20 км началась в 1878 году. Строительство было завершено 20 января 1880 года. Впервые в мире нефть начали перевозить в цистернах. Этот день попал в историю, как дата создания железной дороги в Азербайджане.

С целью соответствия уровня железных дорог Азербайджана международным стандартам Президент Азербайджана Ильхам Алиев 20 июля 2009г. подписал Распоряжение о создании ЗАО «Азербайджанские железные дороги». Правительством Азербайджана 15 февраля 2010г. были утверждены устав и структура ЗАО «Азербайджанские железные дороги» и работы в этом направлении были ускорены. Был дан старт новому процессу реформ в направлении усовершенствования и реструктуризации железной дороги, в частности по модернизации инфраструктуры железной дороги и подвижного состава. 6 июля 2010г. Президентом Ильхамом Алиевым было подписано Распоряжение об утверждении госпрограммы по развитию железнодорожной транспортной системы Азербайджана на 2010-14гг., где нашли отражение все основные аспекты, обеспечивающие будущее стремительное развитие железных дорог Азербайджана. В 2015 году был отмечен 135-летний юбилей Азербайджанских железных дорог.

В настоящее время протяженность главных дорог составляет 2932 км, эксплуатационная протяженность составляет 2117 км, из них 815 км дорог двусторонние. Дорога состоит из 176 станций, две из них - Баладжары и Ширван являются большими автоматизированными станциями сортировки с холма. 12 станций включают контейнерные площадки, оснащенные необходимой техникой и механизмами, 3 станции (Кишлы, Гянджа, Хырдалан) имеют возможность проводить широкомасштабные контейнерные операции.

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**Президент:** Джахангир Аскеров

#### **Azerbaijan Airlines CJSC (AZAL)**

**About the company:** Azerbaijan Airlines (AZAL) is a major air carrier and one of the leaders of the aviation community of the CIS countries. Total route network of the airline is 40 destinations in 19 countries. Azerbaijan Airlines transported more than 1.8 million people in 2014.

Azerbaijani civil aviation fully meets the standards of the International Civil Aviation Organization (ICAO), and AZAL is a member of the most prestigious civil aviation association - the International Air Transport Association (IATA).

In June 2015 AZAL received a prestigious "4 Stars" from the leader in air transport research, world-famous British consulting company Skytrax. At the same time, Azerbaijani national carrier was nominated for the award established by Skytrax agency – the "World Airline Awards" in the global category "World Airline that achieved most progress", taking its second place of honor.

AZAL has one of the newest airplane fleet that consists of 25 airplanes. AZAL headquarters is in Baku, at Heydar Aliyev International Airport that meets international standards (it was awarded "4 Stars" rating in December 2014).

Heydar Aliyev International Airport has become the number one in the post-Soviet space and Eastern European countries due to its revolutionary modernization.

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#### **ЗАО «Азербайджанские авиалинии» (АЗАЛ)**

**О компании:** «Азербайджанские авиалинии» (AZAL) – крупный авиаперевозчик и один из лидеров авиационного сообщества стран СНГ. Совокупная маршрутная сеть авиакомпании насчитывает 40 пунктов в 19 странах. В 2014 году «Азербайджанские авиалинии» перевезли более 1,8 миллиона пассажиров.

Самолеты гражданской авиации Азербайджана полностью соответствуют стандартам Международной организации гражданской авиации (ICAO), а AZAL является членом самого престижного объединения гражданской авиации – Международной ассоциации воздушного транспорта (IATA).

В июне 2015 года наиболее влиятельная в сфере оценки качества сервиса авиакомпаний британская консалтинговая Skytrax присвоила AZAL престижный рейтинг «4 Звезды».

Кроме того, национальный авиаперевозчик Азербайджана был номинирован на учрежденную агентством Skytrax премию World Airline Awards в глобальной номинации "Авиакомпания мира, добившаяся наибольшего прогресса" и занял второе почетное место.

AZAL обладает одним из самых молодых самолетных парков, который насчитывает 25 воздушных судов. Штаб-квартира AZAL расположена в Баку, в Международном аэропорту Гейдар Алиев, который отвечает требованиям международных стандартов (в декабре 2014 года он был удостоен рейтинга «4 Звезды»).

Благодаря революционной модернизации Международный аэропорт Гейдар Алиев стал номером один в постсоветском пространстве и странах Восточной Европы.

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## State Oil Company of Azerbaijan Republic

**About the company:** Geophysical and geological operations, exploration and production drilling, oil&gas production, oil&gas field development, refining and transportation of oil, gas and refined products, marketing, sale of production, external economic activity, scientific projects, machinery-building and construction.

Branches and offices: Azneft Production Union, Azerigaz Production Union, Azerikimya Production Union, Department for Marketing and Operations, Oil Pipeline Department, Heydar Aliyev Baku Deepwater Jackets Factory, Heydar Aliyev Oil Refinery, Gas Processing Plant, Investment Department, Geophysics and Geology Department, Security Department, Social Development Department, Gas Operations Department, IT and Communication Department, Ecology Department, Complex Drilling Works Trust, Oil&gas Construction Trust, Training Education and Certification Department, Nanotechnology Research& Production Center, Neftgazelmitatigatlayihe Institute.

**Established in: 1992      Personnel: over 79, 000****Address:** 121, Heydar Aliyev Avenue, Baku, AZ1029, Azerbaijan**Tel.:** (+994-12) 521-03-32**Fax:** (+994-12)-521-03-83**Email:** info@socar.az**URL:** www.socar.az

## Государственная Нефтяная Компания Азербайджанской Республики

**О компании:** Геофизические и геологические работы, разведывательное и эксплуатационное бурение, добыча нефти и газа, обустройство нефтяных и газовых месторождений, переработка и транспортировка нефти, газа и продуктов их переработки, маркетинг, реализация продукции, внешняя экономическая деятельность, научные проекты, машиностроение и строительство.

Филиалы и офисы: Производственное объединение «Азнефть», Производственное объединение «Азеригаз», Производственное объединение «Азерихимия», Управление маркетинга и экономических операций, Управление нефтепроводов, Бакинский завод глубоководных оснований имени Гейдара Алиева, Нефтеперерабатывающий завод имени Гейдара Алиева, Газоперерабатывающий завод, Управление инвестиций, Управление геофизики и геологии, Управление безопасности, Управление социального развития, Управление газовых операций, Управление информационных технологий и связи, Управление экологии, Трест комплексных буровых работ, Трест «Нефтегазстрой», Управление обучения, образования и сертификации, Научно-производственный центр «Нанотехнологии», Институт «Нефтьгазэлитатигатлайиха».

**Год основания: 1992      Численность работников: свыше 79 000****Адрес:** Азербайджан, AZ 1029, г.Баку, проспект Гейдара Алиева, 121**Телефоны:** (+994-12) 521-03-32**Факс:** (+994-12) 521-03-83**E-mail:** info@socar.az**URL:** www.socar.az



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**Chairman of the Supervisory Board:**  
Abdolbari Goozal

**Председатель Наблюдательного Совета:**  
Абдолбари Гоозал

#### Azersun Holding

**About the company:** Azersun Holding which has started operating in Azerbaijan since 1991 is the largest non oil holding of Azerbaijan. A group of companies includes over 30 enterprises which have international quality standard certificates ISO 9000:2001 and specialize in food industry, agriculture, packing-paper industry and trade. These are plants for production and processing of fat-and-oil products, tea-packing factories, tinned food factories, factories for production of packing and paper products, the largest sugar plant in the region and a factory for production of lump sugar, a plant for production of iodinated salt, dairy, a plant for hazelnut processing, a plant for production of fodder, as well as a broad range of agricultural enterprises engaged in raising various crops on a territory comprising about 4000 ha and equipped with the drip irrigation system that belongs to Valmont Industries Company. Today, the holding has representative offices and branches in many world countries such as Russia, UAE, Turkey, Switzerland, Sri-Lanka, Georgia, Iran, Iraq, etc. Azersun holding's activity aims not only at securing the market of the country and the region. The company also has a broad export network. Azersun Holding is also a distributor of the trans-national company Unilever in Azerbaijan. Nowadays, over 5,000 people are employed at holding's enterprises.

Azersun Holding forms a part of Intersun group. Apart from food and agriculture industry enterprises, those that are engaged in banking, construction and oil transportation sector also form a part of Intersun group.

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#### Азерсун Холдинг

**О компании:** Азерсун Холдинг, начавший свою деятельность в Азербайджане в 1991 году, является крупнейшим ненефтяным холдингом Азербайджана. В группу компаний входят свыше 30 предприятий, обладающих международными сертификатами стандартов качества ISO 9000:2001, специализирующихся в области пищевой промышленности, сельского хозяйства, упаковочно-бумажной промышленности и торговли. Это заводы по производству и переработке масложировой продукции, чаеупаковочные фабрики, консервные заводы, фабрики по производству упаковочной и бумажной продукции, крупнейший в регионе сахарный завод и фабрика по производству кускового сахара-рафинада, завод по производству йодированной соли, молочный комбинат, завод по переработке фундука, завод по производству кормов для скота, а также широкий комплекс сельскохозяйственных предприятий, занимающихся выращиванием различных культур на территории около 4000 га, оснащённых системой капельного орошения компании Valmont Industries. Сегодня холдинг имеет представительства и офисы во многих странах мира, в числе которых Россия, ОАЭ, Турция, Швейцария, Шри-Ланка, Грузия, Иран, Ирак и т.д. Деятельность Азерсун Холдинг, направлена не только на обеспечение рынков страны и региона, компания имеет широкую экспортную сеть. Также Азерсун Холдинг является дистрибьютором транснациональной компании Unilever в Азербайджане. На предприятиях холдинга сегодня постоянным местом работы обеспечены свыше 5000 человек.

Азерсун Холдинг входит в группу Интерсун. Помимо предприятий пищевой и сельскохозяйственной промышленности в структуру группы Интерсун входят предприятия банковского и строительного и нефтеперевозочного сектора.

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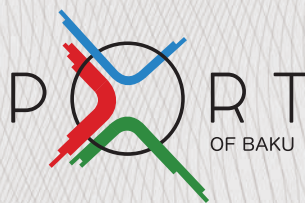


# CASPIAN ENERGY AGROINDUSTRY & FMCG FORUM

11 OCTOBER 2017  
BAKU AZERBAIJAN

[www.caspianenergy.org](http://www.caspianenergy.org)





**Director General:**  
Taleh Ziyadov

**Генеральный директор:**  
Талех Зиядов

#### Baku International Sea Trade Port CJSC

**About the company:** The Port of Baku is the oldest and biggest port of the Caspian Sea. For centuries the Port served as a junction between East and West, North and South, connecting dozens of nations, merchants, scientists and travelers. There are many historical references to the Port. In 1564, Sah Tahmasib of Safavids dynasty appointed Seykh Zahid a first Minister of the Port. In 1703, over 20 Indian caravans traveled along the route from Ardebil to Baku, exporting silk, oil, fish, fur, copper, horses, natural colorants, caviar and leather goods.

At present about 85% of cargo is a transit while 15 % flow directly into Azerbaijan. The given percentage ration will change after the launch of Free Trade Zone (FTZ), which is going to be similar to the Jabel Ali free trade zone in UAE. President of the Republic of Azerbaijan H.E. Ilham Aliyev's decree about measures on creation of the special economic zone like free trade zone in Alat settlement of Garadagh district of Baku, including an area of the new International Baku Sea Trade Port, was signed on March 17, 2016. The zone will transform Alat into the main logistics center, as well as a hub for distribution, manufacturing and other value added services aiming at the markets of China, Turkey, Iran, Russia, India, Pakistan and others.

In 2016, the volume of cargo transportation in the Baku International Sea Trade Port increased by 47%.

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#### ЗАО «Баку Международный Морской Торговый Порт»

**О компании:** Порт Баку является самым старым и крупнейшим портом Каспийского моря. Веками порт Баку служил связующим звеном между Востоком и Западом, Севером и Югом, соединяя десятки стран, торговцев, ученых и путешественников. Имеется множество исторических справок о порте. В 1564г. Шах Тахмасиб из династии Сефевидов назначил шейха Захида первым министром порта. В 1703г. более 20 индийских караванов путешествовали вдоль маршрута из Ардебилля в Баку и экспортировали шелк, масло, рыбу, меха, медь, лошадей, натуральные красители, икру и кожаные изделия.

В настоящее время около 85% грузов являются транзитными, а 15% поступают непосредственно в Азербайджан. Данное процентное соотношение изменится с началом работы ЗСТ, которую предусмотрено претворить в жизнь наподобие Свободной Зоны Джебел Али в ОАЭ. Распоряжение Президента Азербайджана Ильхама Алиева о мерах по созданию в поселке Алят Гарадагского района Баку специальной экономической зоны типа зоны свободной торговли, включая территорию нового Бакинского международного морского торгового порта, было подписано 17 марта 2016 г. С такой зоной Алят превратится в главный логистический центр, а также в центр для распределения, производства и других дополнительных услуг, ориентированных на рынки Китая, Турции, Ирана, России, Индии, Пакистана и других стран.

В 2016 году объем грузоперевозок в Бакинском международном морском торговом порту увеличился на 47%.

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# CASPIAN ENERGY CONSTRUCTION FORUM

01 NOVEMBER 2017  
BAKU AZERBAIJAN

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**AGA GROUP**

**President of AGA Group  
of Companies:**  
Aydin Demirchi

**Президент AGA Group  
of Companies:**  
Айдын Демирчи

#### AGA GROUP OF COMPANIES

**About the company:** Established in 1994, AGA Group consists of several independent companies. Caspian Investment Company is the first-born of AGA Group. Caspian Business Center which is the first building of the company was built in 1996 and launched in 1998 for provision of offices and other accompanying services. The company is one of the pioneers of foundation of Business-centers in Azerbaijan. AGA Group has started expanding its activity through construction of new buildings and extending the range of rendered services. For this purpose, Silk Way Business Center, Old Caspian Business Center, Caspian Plaza complex (consisting of 3 towers), AGA Center and "Demirchi Tower" buildings were launched during 2000-2013. Company's further development aims at improvement of services rendered to companies and provision of comfort conditions for them.

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#### AGA GROUP OF COMPANIES

**О компании:** Основанная в 1994 году, AGA Group состоит из нескольких независимых компаний. Первенцем компании является «Caspian Investment Company». В 1996 году компания построила и в 1998 году ввела в строй своё первое здание «Caspian Business Center» с целевым назначением по предоставлению офисных помещений и других сопутствующих услуг. Компания является одним из пионеров основания Бизнес-центров в Азербайджане. AGA Group начала расширять свою деятельность посредством строительства новых зданий и расширения предоставляемых услуг. С этой целью в 2000-2013 годах были введены в строй здания «Silk Way Business Center», «Old Caspian Business Center», комплекс «Caspian Plaza» (состоящий из 3-х блоков), «AGA Center» и "Demirchi Tower". Дальнейшее направление своей деятельности компания видит в усовершенствовании предоставляемых услуг компаниям и создания для них комфортных условий.

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# DEMİRCHİ TOWER



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**Chairman of the Executive Board:**  
Taleh Kazimov

**Председатель Правления:**  
Талех Кязимов

#### PASHA Bank OJSC

**About the company:** PASHA Bank is one of Azerbaijan's leading corporate banks. Established in 2007, we offer all major financial services, including investment banking, trade financing and asset management to a range of clients, from large corporates to small and medium enterprises. The Bank works particularly closely with companies operating in the non-oil sectors of the economy, including agriculture, transportation, construction and retail, which are vital for helping Azerbaijan to diversify its economy. Today, PASHA Bank is an international team of about 430 people representing 8 nationalities and members of our team speak a total of 14 languages. As one of Azerbaijan's youngest but largest banks, we constantly keep abreast of financial and technological innovations. We work hard to keep ahead of market trends and adopt international experience and state-of-the-art technology to ensure that we provide the best possible service to our customers.

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**URL:** www.pashabank.az

#### OAO "PASHA Bank"

**О компании:** Основанный в 2007 году, PASHA Bank является ведущим корпоративным банком Азербайджана. Мы предоставляем все основные виды финансовых услуг, включая инвестиционный банкинг, торговое финансирование, управление активами, а также полный сервис услуг для малого и среднего предпринимательства. Банк обслуживает ключевые отрасли ненефтяной экономики – агробизнес, транспорт, строительство, торговлю и другие сферы, вносящие вклад в диверсификацию азербайджанской экономики.

PASHA Bank сегодня – это интернациональная команда, в которую входят свыше 430 квалифицированных сотрудников – представителей 8 национальностей, разговаривающих на 14 языках мира. Являясь одним из самых молодых, и в то же время, крупнейших банков Азербайджана, мы постоянно держим «руку на пульсе» финансовых и технологических перемен. Шагая в ногу с современными тенденциями рынка, мы уверенно перенимаем международный опыт и новейшие технологии для еще большего обеспечения удовлетворения предпочтений своих клиентов.

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# CASPIAN ENERGY FINANCE BANKING & INSURANCE FORUM

15 NOVEMBER 2017  
BAKU AZERBAIJAN

[www.caspianenergy.org](http://www.caspianenergy.org)





**Managing Director:**  
Rustam Gasimov

**Исполнительный директор:**  
Рустам Гасимов



**CFO:**  
Sevda Mammadova

**Финансовый Директор:**  
Севда Мамедова



**Head of Sales:**  
Jeyhun Huseynov

**Руководитель отдела продаж:**  
Джейхун Гусейнов

#### ABB

**About the company:** ABB is a global leader in power and automation technologies. Based in Zurich, Switzerland, the company employs 145,000 people and operates in approximately 100 countries. The firm's shares are traded on the stock exchanges of Zurich, Stockholm and New York. ABB's business is comprised of five divisions that are in turn organized in relation to the customers and industries they serve.

The group is particularly proud of its record for innovation - widely recognized through countless awards and scientific accolades. Many of the technologies we take for granted today, from ultra efficient high-voltage direct current power transmission to a revolutionary approach to ship propulsion, were developed or commercialized by ABB.

Today ABB is the largest supplier of industrial motors and drives, the largest provider of generators to the wind industry and the largest supplier of power grids in the world.

ABB provides electrical, instrumentation, control and telecoms systems, lifecycle services and consultancy. Our broad portfolio of systems and services improves plant productivity, minimize costs throughout the complete lifecycle and extend equipment or asset life. ABB is your partner in safe, reliable, efficient operations for today and tomorrow. We are committed to a high standard of integrity which is expected of every employee and in every country where we do business.

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#### ABB

**О компании:** Компания ABB является мировым лидером в сфере автоматизированных и энергетических технологий. Общая численность людей, работающих на компанию, штаб-квартира которой находится в швейцарском городе Цюрих, составляет 145000 сотрудников. Компания осуществляет деятельность приблизительно в 100 странах. Акции компании торгуются на фондовых биржах Цюриха, Стокгольма и Нью-Йорка. В составе компании функционируют пять подразделений, которые в свою очередь организуют работу в зависимости от запросов клиентов и отраслей, которые они обслуживают.

Группа особо гордится своим вкладом в сферу инноваций, которые оценены многочисленными научными премиями и наградами. Большинство технологий, начиная от ультра-эффективной электропередачи постоянного тока до революционного подхода к судовой силовой установке, были разработаны и выведены на коммерческую основу компанией ABB. На сегодняшний день компания ABB является крупным поставщиком промышленных двигателей и приводов, генераторов предназначенных для ветроэнергетики, а также крупным мировым поставщиком для распределительных электрических систем.

Компания ABB предоставляет электрооборудование, контрольно-измерительные системы, системы связи и консультационные услуги. Широкий ассортимент систем и услуг способствует росту производительности установок и снижению их затрат в течение всего жизненного цикла, а также продлению эксплуатационного срока оборудования и установок. Как сегодня, так и завтра компания является вашим партнером в процессе осуществления безопасной, надежной деятельности. Мы стремимся к высоким стандартам единого целого в каждой стране, которой работаем и ожидаем выполнения этих требований от каждого сотрудника.

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ЭНЕРГЕТИКА И ЭЛЕКТРОТЕХНИКА



ОСВЕЩЕНИЕ

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АЛЬТЕРНАТИВНЫЕ ИСТОЧНИКИ

**5 - 8 ИЮНЯ 2018**

БАКУ ЭКСПО ЦЕНТР  
БАКУ, АЗЕРБАЙДЖАН



8-Я КАСПИЙСКАЯ МЕЖДУНАРОДНАЯ ВЫСТАВКА

# «ЭНЕРГЕТИКА И АЛЬТЕРНАТИВНАЯ ЭНЕРГИЯ»

ОРГАНИЗАТОРЫ



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## SOCAR Azneft PU

## ПО «Азнефть» ГНКАР

**About the company:** Azneft PU deals with exploration, prospecting, development, as well as oil and gas onshore and offshore field-facilities construction, current and overhaul repair of wells. 9 oil and gas production departments and 2 integrated subdivisions function within the Azneft PU. Today, Azneft PU includes 20 enterprises.

In order to increase oil extraction and the number of active wells fund Azneft PU performs the following operations: increase the number of wells commissioned after drilling; increase the number of wells transferred from passive fund of wells into active; implementation of overhaul and current repair of wells qualitatively; realization of scheduled technical and geological measures plan; application of modern methods aimed at growth of oil-bed extraction; intensification of oil extraction; application of new methods and technologies in production, etc.

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**О компании:** ПО «Азнефть» занимается поиском, разведкой, разработкой, обустройством месторождений нефти и газа на море и суше, текущим и капитальным ремонтом скважин. В состав ПО «Азнефть» входит 9 НГДУ, два промысловых предприятия. В целом, в состав ПО «Азнефть» входит 20 предприятий. С целью увеличения нефтедобычи и действующего фонда скважин предприятие регулярно проводит нижеперечисленные работы: увеличение числа скважин сданных в эксплуатацию после бурения; увеличение числа скважин перешедших из бездействующего фонда скважин в действующий; качественная реализация капитальных и текущих ремонтных работ скважин; исполнение намеченных технических и геологических планов мероприятий; применение современных методов, направленных на увеличение добычи нефти пластов; проведение мероприятий по интенсификации нефтедобычи; применение новой техники и технологий в процессе производства и т.д.

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General Director:  
**Dashgin Iskenderov**

Генеральный директор:  
**Дашгын Искендеров**



## SOCAR Azerigaz PU

## ПО «Азеригаз» ГНКАР

**About the company:** Azerigaz PU was established on the basis of Azerigaz CJSC within the State Oil Company of Azerbaijan in accordance with Azerbaijan President's order dated July 1, 2009.

The production association, operating in Azerbaijan, is engaged in reception, distribution and sale of natural gas. The number of workers of PU, that has construction, transportation and design-engineering structures operating within it, exceeds 11,000 people. Azerigaz PU is supplying gas to over 1.5 mln subscribers in all the regions of the country. An optimal mechanism, managing a well-developed gas distribution system including numerous technical-process facilities, has been created for ensuring gas supply to subscribers.

Based on SOCAR's broad-scale program for modernization of industry and setting of production in compliance with modern standards, Azerigaz PU is carrying out an intensive work over new projects.

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**О компании:** Указом Президента Азербайджана от 1 июля 2009 года на базе ЗАО «Азеригаз» было создано ПО «Азеригаз» в составе Госнефтекомпании Азербайджана.

Производственное объединение осуществляет деятельность на территории Азербайджана в сфере приема, распределения и продажи природного газа. Численность работников ПО, в составе которого функционируют строительные, транспортные и проектно-конструкторские структуры, превышает 11 тыс. человек. ПО «Азеригаз» обеспечивает подачу природного газа свыше 1,5 млн. абонентам во всех регионах страны, для газообеспечения которых создан оптимальный механизм управления сложной газораспределительной системой, включающий многочисленные технико-технологические объекты.

В рамках широкой программы Госнефтекомпании Азербайджана по модернизации отрасли и организации производства в соответствии с современными требованиями, ПО «Азеригаз» ведется интенсивная работа над новыми проектами.

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General Director:  
**Akbar Hajiyev**

Генеральный директор:  
**Акбер Гаджиев**





AZPETROL

## AZPETROL LTD

**About the company:** Established in 1997, Azpetrol Ltd is the national oil company owning a network of the most modern petrol and gas filling stations which meet the international standards. The company offers its clients high-quality services in the fuel market of the republic. Covering the main economic zones of Azerbaijan, the company operates 81 petrol and 5 gas filling stations equipped with the most advanced technology. Azpetrol is controlling over 50% of the fuel market in Azerbaijan. It possesses an oil base and a vehicle fleet.

The main objective of the Azpetrol Company is to hold its positions in the private sector of the Azerbaijani economy as well as contribute to its further development. The company intends to keep improving its activity, covering all the regions of the republic, opening new working places, expanding the range of its services as well as applying advanced technologies.

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General Director:  
**Jeyhun Mammadov**

Генеральный директор:  
**Джейхун Мамедов**

**О компании:** Начиная со времени своего основания в 1997г. и по сей день, нефтяная компания «Азпетрол» является национальной компанией владеющей сетью самых современных, отвечающих международным стандартам бензоаправочных и газоаправочных станций и оказывающей высококачественные услуги своим клиентам на рынке продажи горючего в Республике. На сегодняшний день, компания, охватывая основные экономические зоны Азербайджана, эксплуатирует 81 бензоаправочную (БЗС) и 5 газоаправочных станций (ГЗС), оснащенных самым современным оборудованием. «Азпетрол» удерживает инициативу контроля более чем 50% рынка продажи горючего в Азербайджане. Компания владеет нефтяной базой и автопарком.

Основной целью компании «Азпетрол» является сохранение своих позиций в частном секторе азербайджанской экономики, а также участие в ее дальнейшем развитии. «Азпетрол» намерена и далее совершенствовать деятельность компании, охватить всецело регионы республики, открывать новые рабочие места, расширять сферы предоставляемых услуг, а также применять передовые технологии.

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## Global Energy Azerbaijan

**About the company:** Global Energy Azerbaijan Group (GEA) is the largest foreign onshore oil producing company in Azerbaijan. Together with its partner, the State Oil Company of Azerbaijan Republic (SOCAR), GEA is implementing five projects based on the PSA. Two of them are underway in the Apsheron Peninsula near Baku, and three in the Kura Valley region in central Azerbaijan. GEA is a wholly-owned subsidiary of GCM Global Energy, Pic, a privately-owned UK based company.

The Apsheron PSA includes Zikh and Govsan oil fields. The Binagadi PSA includes 8 oil fields located not far from Baku. The Karasu PSA envisages rehabilitation and development of Mishovdag and Kelametdin oil fields. The Shirvan PSA contains the Kyurovdag oil field. The Neftechala PSA is a project on rehabilitation and development of Neftechala and Khilly oil fields.

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President:  
**Igor Kirdoda**

Президент:  
**Игорь Кирдода**

**О компании:** Global Energy Azerbaijan (GEA) является крупнейшей иностранной нефтедобывающей компанией работающей на суше Азербайджана. GEA, вместе со своим партнером по долевному участию, Госнефтекомпанией Азербайджана, согласно Соглашениям о долевым разделе добычи (СРД) осуществляет пять проектов, два из которых находятся на Апшеронском полуострове, а три - в районе Прикуринской низменности в центральной части Азербайджана. GEA является дочерней компанией, находящейся в собственности GCM Global Energy, Pic, частной компании Великобритании.

СРД компании Апшерон включает нефтяные месторождения Зых и Говсаны. СРД компании Бинагади включает восемь нефтяных месторождений, расположенных недалеко от Баку. СРД компании Карасу представляет собой проект реабилитации и разработки нефтяных месторождений Мишовдаг и Кяламеддин. СРД компании Ширван включает разработку нефтяного месторождения Кюровдаг. СРД Нефтечала - проект реабилитации и разработки, включающий нефтяные месторождения Нефтечала и Хилли.

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**SOCAR Marketing and Operations****Управление маркетинга и экономических операций SOCAR**

**About the company:** SOCAR Marketing and Operations was established to ensure effective sale of oil and petroleum products in Azerbaijan and the global market in accordance with the interests of SOCAR.

SOCAR MO is also engaged in sale of hydrocarbons of operating companies functioning on basis of production sharing and joint venture agreements.

SOCAR MO seeks to carry out effective supply of oil and oil products to customers and tap new markets. Oil export is carried out via three pipelines: Baku-Tbilisi-Ceyhan, Baku-Supsa, Baku-Novorossiysk. Azeri Light oil produced at Azeri-Chirag-Gunashli fields is exported along the Baku-Tbilisi-Ceyhan and Baku-Supsa pipelines. Crude oil produced at SOCAR fields is exported along the Baku-Novorossiysk pipeline.

SOCAR MO also exports motor gasoline, diesel fuel and jet fuel.

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**О компании:** Управление маркетинга и экономических операций создано с целью эффективной продажи нефти и нефтепродуктов в Азербайджане и на мировом рынке в соответствии с интересами SOCAR.

Управление также участвует в операциях продажи углеводородов операционных компаний, функционирующих на основании соглашений о разделе продукции и договоров о совместных предприятиях. УМЭО преследует цели эффективных поставок нефти и нефтепродуктов покупателям и освоения новых рынков. Экспорт нефти осуществляется по трем трубопроводам: Баку-Тбилиси-Джейхан, Баку-Супса, Баку-Новороссийск. По трубопроводам Баку-Тбилиси-Джейхан и Баку-Супса экспортируется нефть марки Azeri Light, добытая на месторождениях «Азери»-«Чыраг»-«Гюнешли». Сырая нефть, добытая с месторождений SOCAR, экспортируется по трубопроводу Баку-Новороссийск.

УМЭО SOCAR также осуществляет экспорт автомобильного бензина, дизельного топлива и топлива для реактивных двигателей.

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Director:  
**Adnan Ahmadzade**

Начальник:  
**Аднан Ахмедзаде**

**Transport Department****Транспортное управление**

**About the company:** The Transportation Department under the State Oil Company of the Republic of Azerbaijan (SOCAR) was established in line with the decree of the President of the Republic of Azerbaijan on improvements across the structure of the State Oil Company of the Republic of Azerbaijan dated 24 February 2014.

The Transportation Department offers transport services and transport-technological services to all firms and organisations under SOCAR across the Republic of Azerbaijan. The new machinery and technologies have enabled the SOCAR Transportation Department to develop into a structure directly involved in oil and gas production operations, as well as drilling and workover operations. In order to increase the technical competence coefficient of brand-new vehicles, the cutting-edge and sophisticated technology is used in the process of manufacturing parts and rigs.

The operation of the Transportation Department is organized in accordance with the international standards, in particular in accordance with the standards TS EN ISO 9001:2008 (Quality Management System), ISO 14001:2004 (Environmental Management System) and OHSAS 18001:2007 (Occupational Health and Safety Management System).

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**О компании:** Управление транспорта Госнефтекомпании Азербайджана (SOCAR) было создано в соответствии с Распоряжением Президента Азербайджанской Республики «Об усовершенствовании структуры Государственной нефтяной компании Азербайджанской Республики» от 24 февраля 2014г.

Управление транспорта оказывает транспортные и технологические транспортные услуги всем предприятиям и организациям SOCAR на территории Азербайджанской Республики. Благодаря внедрению новой техники и технологий Управление транспорта превратилось в структуру, которая непосредственно занимается добычей нефти и газа, бурением и ремонтом нефтегазовых скважин. Для повышения коэффициента технической подготовки современных транспортных средств при изготовлении деталей и агрегатов используются самые высокие и сложные технологии. Деятельность Управления транспорта организована в соответствии с международными стандартами, в частности, в соответствии со стандартами TS EN ISO 9001:2008 (система управления качеством), ISO 14001:2004 (система управления охраной окружающей среды) и OHSAS 18001:2007 (система управления охраной труда и техникой безопасности).

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Director:  
**Elchin Zulfugarov**

Начальник:  
**Эльчин Зульфугаров**





## KULEVI OIL TERMINAL (BLACK SEA TERMINAL LLC)

**About the company:** Kulevi Oil Terminal and port is one of the first and the most important investments of SOCAR in Georgia. Kulevi Oil Terminal is designated for the transshipment of oil and oil products – discharge from railway tank cars and vessels, storage in the reservoirs and loading to vessels. The company provides a high level of service, and operates in compliance with international market requirements by following all rules and regulations.

Among the numerous products transshipped via the Terminal there are crude oil, fuel oil, diesel oil, gasoil, methanol, aviation kerosene, BBF, propylene, heavy pyrolysis resin, naphtha and ULSD.

All products are stored in the tank park which consists of 21 reservoirs with total capacity of 402, 000 m<sup>3</sup>.

There are 3 berths at the Terminal. Two of them are used for loading of tankers and the third one is used for anchorage of auxiliary fleet. The Terminal is able to receive Aframax class tankers with the DWT up to 105 000 tons.

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**General Director:**  
Karim Guliyev

**Генеральный директор:**  
Карим Гулиев

**О компании:** Кулевский нефтяной терминал и порт - одни из первых и важнейших инвестиций SOCAR в Грузии. Кулевский нефтяной терминал предназначен для перевалки нефти и нефтепродуктов - слив с железнодорожных цистерн и нефтеналивных судов, хранение в резервуарах и погрузка на суда. Компания обеспечивает высокий уровень обслуживания и работает в соответствии с требованиями международного рынка, соблюдая все правила и положения.

В числе многочисленных нефтепродуктов, перегружаемых посредством терминала: сырая нефть; мазут; дизтопливо; газойль; метанол; авиационный керосин; бутан-бутиленовая фракция; пропилен; тяжелая пиролизная смола; нефть; ультранизкосернистое дизельное топливо.

Все нефтепродукты хранятся в парке цистерн, который состоит из 21 резервуара общей емкостью 402 тыс. м<sup>3</sup>. На терминале 3 причала. Два из них используются для погрузки танкеров, а третий для крепления вспомогательных судов. Терминал может принимать танкеры класса Aframax водоизмещением до 105 тыс. тонн.

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## Cross Caspian Oil and Gas Logistics LLC

**About the company:** Established as a joint venture with the State Oil Company of Azerbaijan Republic (SOCAR), Cross Caspian Oil and Gas Logistics LLC coordinates and provides integrated hydrocarbons transportation services across the Caspian Sea to the Black Sea and the Baku-Tbilisi-Ceyhan (BTC) main export pipeline entry point through marine, pipeline and railway shipments. The company is committed to operational excellence acting in a safe and environmentally responsible manner and adhering to all international standards. The company has a unified vision of the Caspian-Black Sea hydrocarbons transportation; networks all transshipment facilities across the Caspian Region; has over 1.2 million tons of crude and oil products transshipment capability per month, multimodal transportation solutions for crude oil and oil products as well as a highly professional staff steered by an experienced management team. All operations are performed strictly in accordance with international standards.

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**General Director:**  
Dmitriy Solovyov

**Генеральный директор:**  
Дмитрий Соловьев

**О компании:** Cross Caspian Oil and Gas Logistics LLC является совместным предприятием с Государственной нефтяной компанией Азербайджанской Республики (ГНКАР/SOCAR), координирующим и предоставляющим комплексные услуги по транспортировке углеводородов через Каспийское море на Черное море, а так же в систему основного экспортного трубопровода Баку-Тбилиси-Джейхан посредством морских, трубопроводных и железнодорожных перевозок. Компания стремится к безупречности операций, выполняя свои обязательства надежно и экологически безопасно. Компания обладает: видением единого коридора транспортировки углеводородов через Каспийское море на Черное море; координацией всех активов, задействованных в перевалке и перевозке через каспийский регион; возможностью перевозки более 1,2 млн. тонн нефти и нефтепродуктов в месяц; мультимодальными решениями по транспортировке нефти и нефтепродуктов; высококвалифицированным персоналом, управляемым группой опытных руководителей. Вся работа ведется в строгом соответствии со всеми международными стандартами.

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**URL:** www.crosscaspian.com





### Caspian Marine Services Limited

**About the company:** The Azerbaijan Branch of CMS started its operations in Azerbaijan in the early 2006. CMS provides a professional ship management services in a competent and cost effective manner in order to meet the requirements of its customers. Realizing the necessity of meeting customers' demands, our company is committed to continual improvement of its services and the quality and effectiveness of its management system. In its work CMS is always applying the best industry practices and striving to maintain high standards across all aspects of the business. The Company operates a fully integrated safety, environmental and quality management system (SEQMS) which has been externally verified by American Bureau of Shipping (ABS) System as being compliant to the requirements of ISO 9000:2008, ISO 14001:2004, OHSAS 18000:2007 and the ISM Code. As an ongoing commitment to maintaining the standards set, the Company SEQMS is externally audited and certified.

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**Tel:** (+994 12) 464 15 31 / 32  
**Fax:** (+994 12) 464 15 33  
**E-mail:** info@caspmarine.com  
**URL:** www.caspmarine.com

**О компании:** Азербайджанский филиал компании CMS начал свою деятельность в Азербайджане в начале 2006г. CMS предоставляет профессиональные услуги по управлению морскими судами на должном уровне и с надлежащей эффективностью для удовлетворения требований клиентов. Осознавая необходимость удовлетворения требований клиентов, компания привержена постоянному совершенствованию уровня предоставляемых услуг и эффективности системы управления. В своей деятельности CMS всегда применяет примеры наилучшего опыта в индустрии и стремится поддерживать высокие стандарты во всех аспектах своей деятельности. Компания внедрила систему комплексной безопасности, охраны окружающей среды и контроля качества, которая одобрена системой Американского Бюро Судоходства на соответствие стандартам ISO 9000:2008, ISO 14001:2004, OHSAS 18000:2007 и Международному кодексу по управлению безопасностью. Проводится внешняя проверка и аттестация системы комплексной безопасности, охраны окружающей среды и контроля качества компании с целью поддержания установленных стандартов.

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**E-mail:** info@caspmarine.com  
**URL:** www.caspmarine.com



**Director:**  
Zamig Ismayilov

**Директор:**  
Замиг Исмаилов



### Caspian Offshore Construction

**About the company:** Established in 2003 Caspian Offshore Construction LLP (COC) is a 100% private Kazakhstani entity.

We are a ship owning company with an extensive fleet of offshore support vessels and offer a wide range of marine offshore support services including management, operation and maintenance of marine vessels, as well as the supervision of new-builds and the modernization of existing vessels. Our primary focus is the development and provision of offshore services for the offshore industry.

COC offices are located in Republic of Kazakhstan (Almaty, Aktau, Bautino), Russian Federation (Astrakhan), Turkmenistan (Ashgabat, Turkmenbashi) and Azerbaijan (Baku).

COC's owned fleet currently consists of 19 vessels (the majority of which were recently built in leading European shipyards). The total fleet, which is operated and managed by COC numbers about 40 vessels, including those managed for other owners.

**Address** (head office): 2nd floor, 34/95, Karasai Batyr street, Medeus district, Almaty 050010, Republic of Kazakhstan  
**Address** (branch office): 39 building, Business Centre "ZODIAC", 17 mcrd., 130000 Aktau, Republic of Kazakhstan  
**Tel./Fax:** (+7727) 259-73-33, 259-73-33 (head office), (+77292) 59-73-33, 59-73-33 (branch office)  
**E-mail:** info@coc.kz  
**URL:** www.coc.kz

**О компании:** В 2003г. была создана первая частная казахстанская судоходная компания ТОО «Каспиан Оффшор Констракшн» (КОК), предлагающая широкий спектр услуг в сфере управления, эксплуатации и технического обслуживания судов, а также надзор за постройкой новых и модернизацией существующих судов. Компания ориентирована на развитие вспомогательного инфраструктурного морского флота, участвующего в разработке нефтегазовых морских месторождений.

Офисы КОК расположены в Республике Казахстан (г. Алматы, г. Актау, с. Баутино), Российской Федерации (г. Астрахань), Туркменистане (г. Ашгабат, г. Туркменбашы) и Азербайджанской Республике (г. Баку).

Численность собственного флота КОК составляет 19 судов (строительство судов было осуществлено на ведущих Европейских верфях), плюс пять быстроходных катеров быстрого реагирования при ЛАПН. Общий флот, находящийся под оперативным управлением Компании насчитывает около 40 единиц.

**Адрес** (головной офис): Республика Казахстан, 050012, г.Алматы, Медеуский район, ул. Карасай батыра, д. 34/95, 2 этаж  
**Адрес** (филиал): Республика Казахстан, 130000, Мангистауская область, г.Актау, 17 микрорайон, здание 39, Бизнес Центр «Зодиак»  
**Тел./Факс:** (+7727) 259-73-33, 259-73-33 (головной офис), (+77292) 59-73-33, 59-73-33 (филиал)  
**E-mail:** info@coc.kz  
**URL:** www.coc.kz



**Executive Director (CML):**  
Dauren Madin

**Исполнительный директор CML:**  
Даурен Мадин



aggreko

## Aggreko

**About the company:** Aggreko Eurasia is Aggreko plc Business Unit in CIS countries. Aggreko plc a FTSE company is the world leader in temporary power and temperature control solutions with headquarters in Glasgow and a manufacturing facility in Dumbarton, Scotland. Representative office in Azerbaijan was launched in 2012. Aggreko Eurasia has a depot with power generation and temperature control equipment available for local customers and an office in Baku. Aggreko provides reliable on-site rental power and temperature control solutions, considering specifics of each industry, which help Customers avoid CAPEX and improve efficiency. Among Aggreko customers are BP, Baku Shipyard, Caspian Shipyard, Saipem etc., Aggreko also provided power to 16 venues at the 1st European Games in 2015.

**Address:** The Branch of «Aggreko (Middle East) Limited» in Azerbaijan Republic, 38, E. Azizov street, Baku City, AZ1023, Azerbaijan  
**Тел.:** (+994 12) 491 47 50; 491 77 51  
**E-mail:** rentals@aggreko.az  
**URL:** www.aggreko.com



General Manager:  
**Stewart Miller**

Генеральный Директор:  
**Стьюарт Миллер**

**О компании:** Aggreko Евразия» является подразделением Aggreko plc, функционирующего на территории СНГ. Aggreko plc котируется на Лондонской фондовой бирже и входит в рейтинг FTSE. Головной офис компании находится в Глазго, а производство – в Дамбартоне (Шотландия). Представительство компании в Азербайджане работает с 2012 года. В Баку расположен офис «Аггреко» и сервисный центр со складом оборудования и запчастей. «Аггреко» предоставляет заказчикам надежные решения по обеспечению собственной генерации на предприятии, а также временного температурного контроля с учетом специфики каждой отрасли. Наши арендные решения помогают клиентам экономить капитальные затраты и повышать эффективность их бизнеса. Среди заказчиков «Аггреко» в Азербайджане – BP, Baku Shipyards, Caspian Shipyards и т.д. Кроме того, компания «Аггреко» обеспечивала энергоснабжение 16 объектов спортивных объектов во время Первых Европейских Игр в Баку в 2015 году.

**Адрес:** Азербайджан, AZ1023, город Баку, ул. Э. Азизова 38, Представительство компании Aggreko (Middle East) Limited в Азербайджанской Республике  
**Тел.:** (+994 12) 491 47 50; 491 77 51  
**E-mail:** rentals@aggreko.az  
**URL:** www.aggreko.com

**Bon Accord Engineering  
Supplies (Caspian) Ltd**

**About the company:** Bon Accord Engineering Supplies Ltd. was established in 1997 to provide services and support to the energy related industries. Based in Baku, Azerbaijan the company is one of the main stockholders and suppliers of fluid piping material including Pipes (Carbon Steel, Stainless Steel, Duplex and Super Duplex, etc), Fittings, Flanges, Valves, Gaskets, Pipe Supports and bolting material in Caspian region. In May 2005, the company became a part of Group Genoyer, a world-wide leading manufacturing and supply company in fluid piping equipment. Group Genoyer is the owner of well known manufacturing brands: MGI, Munro & Miller, Vilmar, Wilhelm Geldbach. In 2007 Integrated Management System (certification ISO 9001, ISO 14001 and OHSAS 18001) was implemented in BAES.

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**Tel.:** (+994 12) 488-63-24/25/26/28  
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**E-mail:** Ilgar.Akhundov@Bonaccord.org  
**URL:** www.genoyer.com



General Manager:  
**Ilgar Akhundov**

Генеральный менеджер:  
**Ильгар Ахундов**

**О компании:** Bon Accord Engineering Supplies Ltd (BAES) была основана в 1997г. для оказания и обеспечения услуг в энергетической сфере. Бакинское представительство компании является одним из главных поставщиков в каспийском регионе трубопроводного оборудования для транспортировки жидких углеводородов, включая трубы (из углеродистой стали, нержавеющей стали, из материалов Duplex и Super Duplex и т.д.), фитинги, фланцы, вентили, уплотнители, опоры для труб. В мае 2005 года компания стала частью группы Genoyer - международной компании-производителя и поставщика трубопроводного оборудования. Группа Genoyer является владельцем известных производственных брендов, таких как MGI, Munro & Miller, Vilmar, Wilhelm Geldbach. В 2007 году в компании была внедрена интегрированная система менеджмента (ISO 9001, ISO 14001 и OHSAS 18001).

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**E-mail:** Ilgar.Akhundov@Bonaccord.org  
**URL:** www.genoyer.com



**New technologies JSC****АО «Новые технологии»**

**About the company:** New technologies JSC is the service engineering company, providing technical services in the field of oil and gas transportation, such as: welding-assembling works (including works are made without interruption of product transport); in-line pipes diagnostics, extension pipelines lifetime.

Also, we provide services for cleaning and repair of the containers, vessels and railway cisterns; as well as processing and recycling of oil sludge (from soil).

We keep the leading positions in the field of "hot tapping" works on existing pipelines upon their repair, building and re-construction; as well as in the highly effective chemical cleaning of pipelines.

Our emerging business areas are as follows: production of modular complexes for processing of associated gas, seawater desalination and cleaning of produced water.

We operate both in the RF, and Eurasian Economic Union territory.

**Address:** P.O.B. 804, 5 Building, 1 Tower, 22 Kaspiyskaya str., Moscow, 115304, Russia  
**Tel./Fax:** (+7 495) 215-16-13  
**E-mail:** info@zao-nt.com  
**URL:** www.zao-nt.com



**General Director:**  
**Rafis Muhametshin**

**Генеральный директор:**  
**Рафис Мухаметшин**

**О компании:** АО «Новые технологии» - сервисная инженерная компания, специализирующаяся на оказании технических услуг, СМР (в т.ч. по безостановочной врезке в трубопроводы), по реконструкции, капитальному ремонту, очистке (механическая и химическая), внутритрубной диагностике и повышению надежности трубопроводов. Также компания предоставляет услуги по механизированной очистке РВС и ремонту РВС, очистке и утилизации замазученного грунта.

Мы входим в число лидеров нефтегазового рынка в области работ по безостановочной врезке на действующих трубопроводах при их ремонте, строительстве и реконструкции, в области высокоэффективной химической очистки внутренней полости трубопроводов.

Перспективными направлениями деятельности компании являются производство блочно-модульных комплексов для переработки попутного газа, опреснения морской воды и очистки пластовых вод.

География проведенных работ АО «Новые технологии» обширна и охватывает как территорию России, так и Евразийского экономического союза.

**Адрес:** Россия, 115304, г.Москва, ул. Каспийская, д.22, к.1, стр.5 (а/я 804)  
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**URL:** www.zao-nt.com

**Heydar Aliyev Oil Refinery****Нефтеперерабатывающий завод  
им. Гейдара Алиева**

**About the company:** Heydar Aliyev Oil Refinery which is the largest and advanced manufacturing firm of Azerbaijan was founded on July 29, 1953. The main processing route of the refinery started working in 1976 when the 6MT/year capacity ELOU-AVT-6 crude distillation plant was commissioned. The catalytic reformer designed for production of high-octane petroleum was built at the refinery in 1980. The refining capacity reached 1 mln tonnes. A delayed coking unit and catalytic cracking unit Q-43-107M were commissioned in the refinery in 1986 and 1993 respectively. Nowadays, the Oil Refinery fully meets Azerbaijan needs in oil products by means of its units and also exports them. Considering All-National Leader's significant role in the history and development of the Oil Refinery the plant has been named after Heydar Aliyev since 2004.

**Address:** 1, Oktay Veliyev str., Baku, AZ1060, Azerbaijan  
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**Director:**  
**Elman Ismaylov**

**Директор:**  
**Эльман Исмаилов**

**О компании:** Нефтеперерабатывающий завод (НПЗ) им. Гейдара Алиева Госнефтекомпания Азербайджана, являющийся самым крупным и передовым производственным предприятием Азербайджана был основан 29 июля 1953г. Основная технологическая схема завода заработала в 1976г., когда была введена в строй установка ELOU-AVT-6, мощностью переработки 6 млн. тонн нефти в год. В 1980г. на заводе была построена установка каталитического риформинга по производству высокооктанового бензина, мощностью переработки 1 млн. тонн. В 1986г. была введена в эксплуатацию установка замедленного коксования, а в 1993г. была пущена в строй установка каталитического крекинга Г-43-107М. В настоящее время посредством своих установок НПЗ полностью обеспечивает потребности Азербайджана в нефтепродуктах, а также отправляет их на экспорт. Учитывая значимую роль в истории и развитии НПЗ Общественного лидера, с 2004г. завод стал носить имя Гейдара Алиева.

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## G O L D E N M E M B E R



## SOCAR Polymer LLC

**About the company:** SOCAR Polymer LLC is a petrochemical company incorporated on July 16, 2013. It was established on a Public-Private-Partnership basis with the involvement of SOCAR and Pasha, Gilan and Azersun Holdings.

The Project consists of construction of two facilities for production of 200KT of Polypropylene ("PP") and 120KT of High Density Polyethylene ("HDPE") within Sumgait Chemical Industrial Park. PP production will start in 2017 and HDPE in 2018.

More than 70% of the production volume will be exported to the Western and Central Europe, as well as Turkey and Russia. The rest is planned to have import replacement effect for domestic market.

Leading global engineering companies, such as Fluor and Tecnimont, are engaged in the project to set international practices and methodologies for project management.



General Manager:  
**Farid Jafarov**

Генеральный директор:  
**Фарид Джафаров**



Deputy General Manager:  
**Emil Eminov**

Заместитель  
генерального директора:  
**Эмиль Эминов**

**О компании:** ООО «SOCAR Polymer» является нефтехимической компанией, зарегистрированной 16 июля 2013 года. Компания была создана на основе государственно-частного партнерства, с привлечением SOCAR и холдингов Pasha, Gilan и Azersun.

Проект включает в себя строительство двух объектов для производства 200 кт полипропилена и 120 кт полиэтилена высокой плотности на территории Сумгайитского химико-промышленного парка. Производство полиэтилена начнется в 2017 году, а полиэтилена высокой плотности в 2018 году.

Более 70% объема производства будет экспортироваться в Западную и Центральную Европу, а также в Турцию и Россию. Планируется, что остальной объем будет способствовать импортозамещению на внутреннем рынке.

Ведущие мировые инженеринговые компании, такие как Fluor и Tecnimont, вовлечены в проект, с целью создания международной практики и методологии управления проектом.

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**Fax:** (+994 12) 497 04 36

**E-mail:** project@socarpolymer.az

**URL:** www.socarpolymer.az

**Адрес:** Азербайджан, AZ-1001, г.Баку, ул. Низами 1/3, Sapphire Plaza, 13-й этаж

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**URL:** www.socarpolymer.az

## G O L D E N M E M B E R



## DETAL HOLDING

**About the company:** DETAL HOLDING is a leading group of companies engaged in the non-ferrous industry of Azerbaijan and producing primary aluminum, aluminum oxide and semi-products out of bauxite and aluminum ore. DETAL HOLDING is the founder and owner of Det.AI Aluminium LLC operating within the holding. The company which signed bilateral agreements with government agencies and state-owned industrial enterprises of Azerbaijan, is also making investments within the country.

Det.AI Aluminium LLC, which operates within the holding and is a local company, possesses Ganja Aluminium Smelter and Ganja Rolling Plant (Hot rolling, Cold rolling, Coating) which is going to operate at full capacity soon.



General Director:  
**Sarkhan Babayev**

Генеральный директор:  
**Сархан Бабаев**

**О компании:** DETAL HOLDING - ведущая группа компаний в сфере цветной металлургии Азербайджана, которая производит первичный алюминий, оксид алюминия и полуфабрикаты из бокситовой и алюминиевой руды. DETAL HOLDING является основателем и владельцем акций ООО «Det.AI Aluminium», которая входит в холдинг. Компания, подписав с государственными органами и государственными промышленными предприятиями Азербайджанской Республики двусторонние договора, осуществляет деятельность в сфере инвестиционных вложений в стране.

ООО «Det.AI Aluminium», входящая в холдинг и являющаяся местной компанией, является собственником Гянджинского завода по производству первичного алюминия и Гянджинского завода непрерывного литья металла, холодного проката и покраски, который в ближайшее время выйдет на полную производственную мощность.

**Address:** 53 Yevlakh Highway, Ganja AZ 2005, Azerbaijan

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**URL:** www.detalholding.az

**Адрес:** Азербайджан, AZ 2005, г.Гянджа, Евлахское шоссе, 53

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**Факс:** (+994 22) 257 72 81

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**URL:** www.detalholding.az





### ASE EXPRESS & OCS, DSV

**About the company:** The ASE EXPRESS & OCS, DSV Company has been operating in the cargos transportation market of Azerbaijan since 1994 as a representative of Turkish and Japanese transport companies: ASE Express and OCS overseas courier service. ASE EXPRESS performs timely delivery of goods from Western and Eastern Europe, Central and South-East Asia, North and South America to any points in Azerbaijan as well as arranges a full range of relative services starting from cargo consolidation and insurance right up to customs registration. The company provides air transportation of small freights and cargoes within loading gauges (from door to door and to airport), express-delivery of all types of consignments and documents all over the world, cargo transportation in trucks, customs clearance, warehousing and booking of cargo, as well as control throughout the whole route. ASE EXPRESS & OCS, DSV also offers its customers private air transportation.

**Address:** 61B, U.Hajibayov Str., Baku, Azerbaijan  
**Tel.:** (+99412) 497-37-75/76; 494-88-45  
**E-mail:** asebaku@ase.az; ocsbaku@ocs.az;  
**URL:** www.ase.az

**О компании:** Компания «ASE EXPRESS & OCS, DSV» осуществляет свою деятельность на рынке грузоперевозок Азербайджана с 1994 года, является представителем турецких и японских транспортных компаний - ASE EXPRESS, OCS и УТИ. Компания обеспечивает своевременную доставку товара из Западной и Восточной Европы, Центральной и Юго-Восточной Азии, Северной и Южной Америки в любую точку Азербайджана и организует полный спектр сопутствующих услуг: от консолидации грузов и страхования до таможенного оформления. Компания предоставляет авиа-перевозки мелких и габаритных грузов "от двери до двери и до аэропорта", экспресс-доставку всех видов грузов и документов по миру, грузоперевозки на фурах в режиме "сборных грузов", таможенную очистку, складирование и бронирование груза, контроль на протяжении всего пути следования. «ASE EXPRESS & OCS, DSV» предлагает клиентам также частные авиаперевозки с выделением отдельного транспорта.

**Адрес:** Азербайджан, г. Баку, ул. У.Гаджибекова 61Б  
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**URL:** www.ase.az



**Managing Director  
Baku branch office:**  
Rashad Abasov

**Управляющий  
Директор  
Бакинского офиса:**  
Рашад Абасов



### Ziraat Bank

«Зираат Банк»

**About the company:** "Ziraat Bankası Anonim Şirketi" has been successfully operating for 153 years. "Ziraat Bank", "Ziraat Katılım Bankı", "Ziraat Yatırım", "Ziraat Portföy", "Ziraat Sigorta", "Ziraat Leasing", "Ziraat Emeklilik", "Ziraat Teknoloji", as well as departments and representative offices in 96 points, foreign subsidiaries in 18 countries of the world are a part of "Ziraat Finans" Group.

"Ziraat Bank Azərbaycan" OJSC was established in 2015 with an authorized capital, worth 50 mln AZN, under 100% investments of "Ziraat Bank".

As "Ziraat Bank Azərbaycan" OJSC our goal is to increase volumes of local production, which shall lead to opening of new working places, support real sector of economy, lend a financial support to the entrepreneurship and business of big producers.

In 2015 "The Banker" journal announced "Ziraat Bank" the safety bank of Turkey and the second safety bank in Western Europe.

**Address:** Yasamal district, 191, H.Zardabi Str., Baku, AZ1122, Azerbaijan  
**Tel./Fax:** (+99412) 505 56 16  
**E-mail:** info@ziraatbank.az  
**URL:** www.ziraatbank.az

**О компании:** «Ziraat Bankası Anonim Şirketi» имеет 153 летнюю успешную историю деятельности. «Ziraat Bank», «Ziraat Katılım Bankı», «Ziraat Yatırım», «Ziraat Portföy», «Ziraat Sigorta», «Ziraat Leasing», «Ziraat Emeklilik», «Ziraat Teknoloji», а также отделения и представительства в 96 точках и иностранные дочерние банки в 18 странах мира входят в Группу «Ziraat Finans».

ОАО «Ziraat Bank Azərbaycan» был создан в 2015 году с уставным капиталом 50 млн. AZN при 100%-х инвестициях «Ziraat Bank».

Как ОАО «Ziraat Bank Azərbaycan», нашей целью является увеличение объемов местного производства, и как результат - открытие новых рабочих мест, поддержка реального сектора экономики, финансовая поддержка предпринимательства, а также деятельности крупных производителей.

В 2015 году «Ziraat Bank» был объявлен журналом "The Banker" самым устойчивым банком Турции и вторым устойчивым банком Западной Европы.

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**Chairman of the Board:**  
Avni Demirci

**Председатель правления:**  
Авни Демирчи





# CEO <sup>TM</sup> LUNCH B A K U

18  
OCTOBER  
2017

15  
NOVEMBER  
2017

[www.caspianenergy.org](http://www.caspianenergy.org)



**A-GROUP Insurance Company****Страховая компания A-GROUP**

**About the company:** A-Group is one of the largest companies in the insurance market of Azerbaijan. Company was founded in 1995 and currently offers 14 types of voluntary insurance. Covering such fields as property, vehicle, cargo and liability insurance A-Group is regarded as a true leader in the health insurance market. Medical Department of Insurance Company is represented by highly qualified professionals; so far Insurance Company has been holding leadership in the field of medical insurance for several years by now. The Company is proud of the list of its customers, including famous international and national enterprises. The daily amount of insurance payments to the clients of A-Group is more than \$20,000! A-Group Insurance Company repeatedly assured compliance of its management system to ISO 9001 international standard. A-Group works hard towards provision of services corresponding to the highest standards to maintain its unexceptionable business reputation gained through years of activity. A-Group constantly works in the direction of acquiring new fields of business (activity) and professional development of its staff. A-Group policy holder benefits from the highest standards of personal service!

**Address:** 87, R. Behbudov Str., Baku, Azerbaijan  
**Tel:** \* 0909  
**E-mail:** insurance@a-group.az  
**URL:** www.a-group.az



Chairman of the Supervisory Board: **Sabir Adnayevev**

Председатель  
Наблюдательного Совета:  
**Сабир Аднаев**



Chairman of Board: **Anar Bayramov**

Председатель  
Правления:  
**Анар Байрамов**

**О компании:** СК A-Group, является одной из крупнейших компаний на страховом рынке Азербайджана, которая успешно ведёт свою деятельность с 1995 г. Работая в сфере страхования имущества, автотранспорта, страхования грузов, ответственности, СКА-Group является лидером в области медицинского страхования. Компания гордится представительным списком своих клиентов, который включает известные международные и национальные компании. Объем ежедневных выплат застрахованным лицам превышает \$20 тыс. СК ежегодно подтверждает соответствие компании международному стандарту качества ISO 9001. Дорожа безупречной деловой репутацией, сформированной на протяжении многих лет, СК стремится выполнять все свои обязательства на самом высоком уровне. A-GROUP постоянно совершенствует свою деятельность в плане освоения новых сфер страхования, а также в плане профессионального роста своих сотрудников. A-Group дорожит своими клиентами, и своей основополагающей задачей считает сохранение их доверия!

**Адрес:** Азербайджан, г. Баку, ул. Р. Бейбутова, 87  
**Тел:** \* 0909  
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**URL:** www.a-group.az



**Qala Life**  
**Insurance Company OJSC**

**About the company:** Qala Life Insurance Company OJSC has been operating at the insurance market of Azerbaijan since November 30, 2010. Over the years of operation the companies gained a positive image of stable, reliable and responsible partners in the modern insurance market. The Company is the member of Bureau for Mandatory Insurance and the American Trade Chamber (AMCHAM). The only reinsurance company of Azerbaijan 'AzRe Reinsurance' is the founder of Qala Life. The authorized stock of the IC is 12, 870, 000 manats. Qala Life IC is the first insurance company which received an open-ended license for life insurance

Insurance Company Qala Life provides services on voluntary (6 products) and mandatory types of insurance.

**Address:** 42 A Tbilisi avenue, AZ 1122, Baku, Azerbaijan  
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**Call Centre:** 1540  
**E-mail:** office@qala.az  
**URL:** www.qala.az



Chairman of the Board of Directors: **Kamal Ibrahimov**

Председатель Совета директоров:  
**Кямал Ибрагимов**

**О компании:** Страховая компания «Qala Hayat» Şigorta Şirkəti ASC функционирует на страховом рынке Азербайджана с 30-го ноября 2010-го года. За годы своей деятельности компания завоевала позитивный имидж стабильного, надёжного и ответственного партнёра на современном страховом рынке. Является членом Бюро по обязательному страхованию (İSB), Американской торговой палаты (AMCHAM). Учредителем страховой компании «Qala Hayat» является единственная перестраховочная компания в Азербайджане «AzRe Reinsurance». Уставной капитал СК компании составляет 12 870 000 манат. СК «Qala Hayat» является первой страховой компанией в своём секторе, которая получила бессрочную лицензию по страхованию жизни.

Страховая компания «Qala Hayat» предоставляет услуги по обязательному и по добровольным видам (6 продуктов) страхования.

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**URL:** www.qala.az



## İCBARİ NÖVLƏR:

- Daşınmaz əmlakın icbari sığortası;
- Daşınmaz əmlakın istisman ilə bağlı mülki məsuliyyətin icbari sığortası;
- Avtonəqliyyat vasitəsi sahiblərinin mülki məsuliyyətinin icbari sığortası;
- Səmişinlərin icbari sığortası;

## KÖNÜLLÜ NÖVLƏR:

- Yük sığortası;
- Əmlak sığortası;
- Fərdi qəza sığortası;
- Mülki məsuliyyət sığortası (Ümumi mülki məsuliyyətin sığortası, İşəgötürənin məsuliyyət sığortası, Məhsula görə məsuliyyətin sığortası, Peşə məsuliyyətinin sığortası);
- İnşaat sığortası;
- Maliyyə risklərinin sığortası;
- Fiziki şəxslərə təqdim edilən avtomobil nəqliyyatı vasitələrinin tam sığortası;
- Hüquqi şəxslərə məxsus avtomobillərin tam sığortası;
- Səfər sığortası;
- Könüllü tibbi sığorta;
- Kredit risklərinin sığortası.

📍 Bakı şəh., Nəsimi rayonu, Azadlıq pr-ti ilə N.Vəzirova küçəsinin kəsişməsi.

☎ (+994 12) 597 50 13  
(+994 50) 2 535 535

WWW.QALA-INSURANCE.AZ

**Pozitivi öyrən.  
Pozitivə öyrəş.**

İstehsalatda bədbəxt hadisələr və peşə xəstəlikləri nəticəsində peşə, əmək qabiliyyətinin itirilməsi hallarından  
**icbari sığorta**

**İCBARİ NÖVÜ ÜZRƏ**

- İpoteka krediti üzrə borcların həyat sığortası  
- "Kapital" proqramı üzrə həyatın yığım sığortası  
- "Bədbəxt hadisələrdən sığorta" məhsulu  
- Sağalmaz xəstəliklərdən həyat sığortası  
- Uşaqların xeyrinə yığım sığortası

**KÖNÜLLÜ NÖVÜ ÜZRƏ**





## EURODESIGN CSC

**About the company:** Since its foundation in 1996, Eurodesign has been delivering high-end telecom solutions to a large number of businesses in Azerbaijan and Georgia. Eurodesign specializes in IT service delivery, system integration, IT consultancy and project management. Applying vast experience and technical expertise, Eurodesign offers broad range of IT and Telecom services and products. The services vary from the design of structured and fiber optic cabling systems to voice systems, including audio and video conference systems that are mainly offered to businesses in the telecommunication field.

In 2015 the company carried out rebranding to increase the customer retention and the brand awareness. The present company motto is following: «EURODESIGN: Your Technology Designer».

The company human resources consist of more than 200 skilled experts whose professional competence is confirmed by certificates including unique ones in Azerbaijan.

**Address:** Bridge Plaza, 24, Bakikhanov street, Baku, AZ 1065, Azerbaijan  
**Tel.:** (+99412) 510 29 49/59  
**Fax:** (+99412) 498 64 56  
**E-mail:** office@eurodesign.az  
**URL:** www.eurodesign.az

**О компании:** С момента своего основания в 1996 году «Евродизайн» поставляет высокочастотные телекоммуникационные решения большому числу предприятий в Азербайджане и Грузии. «Евродизайн» специализируется в предоставлении IT-услуг, системной интеграции, IT-консалтинге и управлении проектами. Применяя приобретенный богатый опыт и технические знания, Eurodesign может предложить широкий спектр IT и Telecom услуг и продуктов. Предлагаемые услуги варьируются от структурированных и оптоволоконных кабельных систем до голосовых коммуникационных систем связи, в том числе аудио и видео конференц-систем.

В 2015 году компанией был проведен ребрендинг, призванный повысить лояльность потребителей и узнаваемость бренда. Девиз компании теперь звучит как «Eurodesign: Your technology designer».

В штате компании числится более 200 квалифицированных специалистов, профессионализм которых подтверждает наличие сертификатов, в том числе уникальных для Азербайджана.

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**E-mail:** office@eurodesign.az  
**Web:** www.eurodesign.az



General Director:  
Teymur Tagiyev

Генеральный директор:  
Теймур Тагиев



## NABUCCO A&amp;C

**About the company:** "NABUCCO A&C" is the official and exclusive partner-constructor of the Swedish company "ASTRON BUILDINGS" within the whole territory of Azerbaijan. The company holds a leading position in the field of construction. Building quickly, easily and reliably are the main words when characterizing the work of the company NABUCCO A&C. We highly appreciate the trust and time of our partners and clients. NABUCCO A&C is currently operating successfully in several important directions.

Our primary activity:

- design, production, delivery and assembling of industrial and commercial buildings made of steel;
- industrial buildings, cold-storage warehouses and logistics terminals, trade centers, sport complexes, automobile sales centers, parking lots, offices, hotels, clinics, schools and kindergartens, manege, aircraft hangars, wagon depot;
- production centers in Diekirch (Luxemburg), Přerov (Czechia), Yaroslavl (RF);
- quality control system has been certified with ISO 9001:2008, BERITAS Bureau.

**Address:** 34, Building, 1058, Tbilisi Avenue, Baku, AZ1102, Azerbaijan  
**Tel.:** (+ 994 12) 530 62 03  
**E-mail:** info@nabucco.az  
**URL:** www.nabucco.az



General Director of  
Nabucco Architecture  
and Construction:

Kamaleddin Mansimov

Генеральный директор  
ООО "Набукко Архитекче  
& Констракшен":

Кямаледдин Мансимов

**О компании:** "NABUCCO A&C" является официальным и эксклюзивным Партнёром-Строителем шведской компании "ASTRON BUILDINGS" на всей территории Азербайджана. Компания занимает лидирующее положение в сфере строительства. Главные слова, которыми можно охарактеризовать работу компании "NABUCCO A&C" - строить быстро, легко и надежно. Мы высоко ценим доверие и время наших партнеров и клиентов. На данный момент компания "NABUCCO A&C" успешно осуществляет свою деятельность сразу по нескольким важным направлениям.

Основная наша деятельность:

- проектирование, производство, доставка и монтаж полнокомплектных стальных зданий промышленного и коммерческого назначения;
- промышленные здания, холодильные склады и логистические терминалы, торговые центры, спортивные комплексы, автосалоны, паркинги, офисы, отели, клиники, школы и детские сады, манежи, авиа ангары, вагонные депо;
- производственные центры в Дикирхе (Люксембург), Пшерове (Чехия), Ярославле (РФ);
- система управления качеством сертифицирована по ISO 9001:2008, Бюро ВЕРИТАС.

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Проектирование, производство, доставка, монтаж и полный сервис  
полнокомплектных стальных зданий  
промышленного и коммерческого назначения.



## Герметичные стальные здания **Astron**

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**NABUSSO A&C**, Официальный Партнер-Строитель Astron  
в Азербайджане:

AZ1102, г. Баку  
пр. Тбилиси 1058, д. 34  
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[www.nabucco.az](http://www.nabucco.az)





**Azeravtoyol OJSC****ОАО «Азеравтойол»**

**About the company:** Azeryolservis OJSC was renamed Azeravtoyol OJSC by the Azerbaijan Republic President's Order dated March 9, 2016. Azeravtoyol OJSC is a successor of the public road system enterprises that managed road facilities of Azerbaijan. Azeravtoyol OJSC is engaged in implementation of projects on repair, maintenance, reconstruction and construction of public motor roads, streets and avenues, bridges, ramps, pedestrian crossings, road junctions within the Republic and in Baku. There are a total of 114 maintenance, landscaping and road protection departments and enterprises operating within Azeravtoyol. The OJSC possesses a strong workforce capacity and material-technical base. The OJSC has asphaltconcrete plants as well as over 2,600 units of automotive equipment, mechanisms and tools which play an important role in different areas of road infrastructure. Implementing successfully large-scale projects in the road-transport sector, Azeravtoyol plays an important role in social-economic development of Azerbaijan.

**Address:** 2025 R. Ismayilov str., Baku, AZ 1010, Azerbaijan**Tel.:** (+994 12) 498 94 14**Fax:** (+994 12) 498 96 06**Email:** info@azeravtoyol.gov.az**Web:** www.azeravtoyol.gov.az**Chairman of the Board:**  
**Saleh Mammadov****Председатель правления:**  
**Салех Мамедов**

**Председатель правления:** Указом Президента Азербайджанской Республики от 9 марта 2016г. ОАО «Азейолсервис» был переименован в ОАО «Азеравтойол». ОАО «Азеравтойол» является наследником предприятий дорожного хозяйства, которые управляли автомобильным дорожным хозяйством Азербайджана. ОАО «Азеравтойол» занимается реализацией проектов по ремонту, сохранению, реконструкции и строительству автомобильных дорог общего пользования, улиц и проспектов, мостов, эстакад, пешеходных переходов, дорожных узлов на территории Республики, в том числе и Баку. В составе «Азеравтойол» функционируют 114 управлений и предприятий по эксплуатации, озеленению и охране дорог. ОАО владеет сильным кадровым потенциалом и материально-технической базой. Находящиеся на балансе общества асфальтобетонные заводы, а также свыше 2600 единиц автотехники, механизмов и оборудования играют важную роль в разных сферах дорожной инфраструктуры. Успешно претворяя в жизнь крупномасштабные проекты в дорожно-транспортном секторе, «Азеравтойол» играет важную роль в социально-экономическом развитии Азербайджана.

**Адрес:** Азербайджан, AZ 1117, г.Баку, ул. Р.Исмаилова, 2025**Тел.:** (+994 12) 406 96 77**Факс:** (+994 12) 406 97 02**Email:** info@azeravtoyol.gov.az**Web:** www.azeravtoyol.gov.az**Polymart**

**About the company:** Polymart LLC started its activities in 2015. The main activity of the company is to carry out in Azerbaijan production of "P-Plast" branded plastic pipes and pipe connections, as well as to organize the sale of materials required for installation of water, gas, sewerage systems within the country and abroad (Georgia, Russia and Kazakhstan).

The company is also the official representative of manufacturers of a number of foreign countries (Switzerland, the Netherlands, Germany, Italy, Turkey and Russia) in Azerbaijan.

Polymart LLC being in constant dynamical development, assists its customers in realization of their most ambitious projects.

**Address:** 4th floor, TIVI Plaza, 1, A.Rajably str., Baku,

AZ1075, Azerbaijan

**Tel.:** (+994 12) 464 83 70, (+994 51) 788 88 33**E-mail:** support@polymart.az**URL:** www.polymart.az**Chairman of the Board:**  
**Rashad Mammadov****Председатель правления:**  
**Рашад Мамедов**

**О компании:** ООО Polymart начало свою деятельность в 2015-м году. Основным направлением деятельности компании является осуществление производства пластиковых труб и трубных соединений марки "P-Plast" в Азербайджане, а также организация продажи материалов, требуемых к установке водяных, газовых, канализационных систем внутри и за пределами страны (Грузия, Россия и Казахстан).

Компания также является официальным представителем ряда иностранных производителей (Швейцария, Голландия, Германия, Италия, Турция, Россия).

ООО Polymart, находящееся в постоянном динамическом развитии, оказывает содействие своим клиентам в осуществлении наиболее смелых проектов.

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TIVI plaza, 4-й этаж

**Тел.:** (+994 12) 464 83 70, (+994 51) 788 88 33**E-mail:** support@polymart.az**URL:** www.polymart.az



**Caspian Event Organisers LLC****ООО «Caspian Event Organisers»**

**About the company:** Caspian Event Organisers LLC offers wide range of services for congresses, conferences and meetings including planning, project organisation and on-site management. The Company is providing services in organisation of participation at exhibitions, running advertising campaigns, accommodation services, organising official ceremonies, gala dinners, cocktail receptions, sightseeing tours, sport events and other services.

Possessing more than a 15-year experience, our PCO team gained the trust of the governmental bodies, international organisations and corporations from around the world.

Among organized events noteworthy are the 48th Asian Development Bank Annual Meeting, 'Arts and Jewels of the World' Exhibition, Azerbaijani International 'Sustainable Development and Corporate Social Responsibility' Conference, Azerbaijan International Exhibitions - ADEX, CaspianAgro, Bakutel, CaspianEcology, Education, as well as Internet Governance Forum, OIC member states' Labour Ministers Meeting, SOCAR OGPC Forum, Eurovillage and others.

**Address:** 7th floor, Azure Business Centre, 15, Nobel avenue, Baku, AZ1025, Azerbaijan  
**Tel.:** (+994 12) 447 47 74  
**Fax:** (+994 12) 447 85 58  
**E-mail:** office@ceo.az  
**URL:** www.ceo.az



**Executive Director:**  
**Bahruz Hidayatzadeh**

Исполнительный  
директор:  
**Бахруз Гидаятзаде**

**О компании:** ООО «Caspian Event Organisers» предлагает широкий спектр услуг по проведению конгрессов, конференций и встреч, включая планирование, подготовку проекта и управление на месте. Компания оказывает услуги по организации участия в выставках, проведению рекламных кампаний, размещению в гостиницах, организации официальных церемоний, торжественных ужинов, коктейльных приемов, экскурсий, спортивных мероприятий и многое другое.

Обладая более чем 15-летним опытом команда профессиональных конгресс-организаторов (PCO) заслужила доверие государственных органов, международных организаций и корпораций по всему миру.

Среди организованных мероприятий: 48-й Съезд АБР, Выставка «Arts and Jewels of the World», Азербайджанская Международная Конференция «Устойчивое Развитие и Корпоративная Социальная Ответственность», Азербайджанские Международные Выставки - ADEX, CaspianAgro, Bakutel, CaspianEcology, Education, а также форум по управлению интернетом IGF, Конференция министров труда 33 стран-членов Организации Исламского Сотрудничества, SOCAR OGPC Форум, Eurovillage и другие.

**Адрес:** Азербайджан, AZ1025, г.Баку, пр.Нобеля 15,  
Бизнес-центр Azure, 7-й этаж  
**Тел.:** (+994 12) 447 47 74  
**Факс:** (+994 12) 447 85 58  
**E-mail:** office@ceo.az **URL:** www.ceo.az

**Iteca Caspian LLC /  
ITE Group PLC**

**About the company:** Iteca Caspian LLC organises many of the largest exhibitions and conferences in the Caspian region and is a partner of ITE Group plc, one of the world's leading event organisers. The company, established in 2000, holds over 20 exhibitions and conferences in Azerbaijan every year covering the following industries: Oil and Gas, Construction, Travel and Tourism, Hospitality, Transport, Road Infrastructure, Food Industry, Packaging, Power and Alternative Energy, Healthcare, Health and Beauty, Stomatology, Security and Safety, Heating and Ventilation.

Iteca Caspian's events hold UFI 'Approved Event' status following annual audits, including Caspian Oil&Gas, WorldBuild Baku, WorldFood Azerbaijan, BIHE and AITF - testifying to the high standards of the events and the reliability of their statistics. All exhibitions are officially supported by institutions within the Azerbaijan Government.

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7th floor, Baku, AZ1025, Azerbaijan  
**Tel.:** (+994 12) 404-10-00  
**Fax:** (+ 994 12) 404-10-01  
**E-mail:** office@iteca.az  
**URL:** www.iteca.az



**Director:**  
**Farid Mammadov**

**Директор:**  
**Фарид Мамедов**

**О компании:** Компания Iteca Caspian LLC – организатор крупнейших выставок и конференций Каспийского региона, партнер одного из ведущих организаторов выставок и конференций компании ITE Group PLC, была основана в 2000 г. Iteca Caspian ежегодно организует более 20 выставок и конференций в Азербайджане. Портфолио выставок включает: Нефть и Газ, Строительство, Туризм и Путешествие, Индустрия Гостеприимства, Транспорт, Дорожная Инфраструктура, Пищевая Промышленность, Упаковка, Энергетика и альтернативная энергия, Здравоохранение, Красота и Здоровье, Стоматология, Охрана и Безопасность, Отопление и Вентиляция.

Проводимые в Азербайджане выставки проходят ежегодный аудит уровня организации со стороны Всемирной ассоциации выставочной индустрии UFI. Знак «Одобрено UFI» были присвоены выставкам: Caspian Oil & Gas, WorldBuild Baku, WorldFood Azerbaijan, BIHE, AITF, что свидетельствует о высоком организационном уровне и подтверждает достоверность статистики. Выставки официально поддерживаются Азербайджанскими Государственными структурами.

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**Факс:** (+994 12) 404-10-01  
**E-mail:** office@iteca.az  
**URL:** www.iteca.az





## ATROPATENA

**About the Company:** Atropatena CJSC was established in November 1992. The company is the official distributor of many leading global producers at the Azerbaijani market. The Company entered a new phase of development in 2011 and built the largest milk factory ATENA in Azerbaijan. Thus, Atropatena will continue its distributorship, remaining also a local producer and exporter. Built on basis of latest technologies, ATENA Milk Factory is producing milk, yogurt, buttermilk, smetana, etc.

ATENA gives guarantees for delivering of its dairy products during 24 hours from milk processing unit to sold point. So Dairy products of ATENA (as milk, yogurt, buttermilk, cheese) surely preserve their natural (without any chemical substances) and fresh taste without using any chemical substances.

Beside its own development, ATENA consider about development of enterprise's employees, clients, farmers, suppliers, and consumers too.

**Address:** 11, Teymur Aliyev Str., Baku, AZ1106, Azerbaijan  
**Tel:** (+994 12) 493-87-62  
**Fax:** (+994 12) 440-86-95  
**E-mail:** office@atropatena.az  
**URL:** www.atena.az

**О компании:** АОЗТ «Атропатена» создано в ноябре 1992г. Компания является официальным дистрибьютором многих ведущих мировых производителей на азербайджанском рынке.

В 2011 году компания вступила в новый этап развития, построен самый большой в Азербайджане молочный Завод АТЕНА. Таким образом, Атропатена будет продолжать свою деятельность дистрибьютора являясь также местным производителем и экспортёром. Построенный по самым последним технологиям молочный завод АТЕНА производит молоко, катык, айран, сметану и т.д.

АТЕНА гарантирует доставку продукции с точки производства на точки продажи в течении 24 часов. В результате этого продукция этой марки (молоко, мацони, айран, сыр), с полной уверенностью, сохраняет натуральный и ароматный вкус, не используя добавок.

Наряду с собственным развитием, АТЕНА также предусматривает развитие своих работников, клиентов, фермеров, поставщиков и потребителей.

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**Факс:** (+994 12) 440-86-95  
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**URL:** www.atena.az



Chairman of the Board:  
**Elshad Rasulov**

Председатель  
 правления:  
**Эльшад Расулов**



Good Food, Good Life

## Nestlé Azerbaijan LLC

## ООО «Нестлэ Азербайджан»

**About the company:** Nestlé, the world's leading Health, Nutrition and Wellness Company, is committed to bringing good food and good life to consumers everywhere.

Nestlé's roots date back to 1866. In that year, Henri Nestlé, out of a desire to help address the high incidence of infant mortality, invented his Milk Food (Farine Lactée Nestlé), a milk-based infant cereal that was the world's first infant formula.

From those roots, Nestlé's product range has expanded to include over 8,000 different food products sold across five continents.

The Company's representative office - Nestlé Azerbaijan LLC was established on May, 2012.

Today, the company delivers the wide product range on the market of Azerbaijan: coffee and beverages, cocoa, culinary products, infant foods, ice cream, chocolate products, breakfast cereals, pet foods and other products.

**Address:** "City Point" Business Center, 102A, Jalil Mammadguluzade Street, Baku, AZ1078, Azerbaijan  
**Tel.:** (+994 12) 310-10-31  
**E-mail:** contact@az.nestle.com  
**URL:** www.nestle.com

**О компании:** «Нестле» — крупнейшая в мире компания-производитель продуктов питания и напитков, эксперт в области правильного питания и здорового образа жизни. Кредо «Нестле» — делать жизнь лучше, предлагая потребителям только качественные и полноценные продукты.

История «Нестле» уходит корнями в 1866г. Именно в том году Генри Нестле, решив побороть детскую смертность, изобрел молочную смесь Farine Lactée и приступил к ее производству.

С тех пор ассортимент продукции «Нестле» постоянно расширяется и в настоящее время насчитывает свыше 8000 торговых марок продуктов питания, которые знают потребители на всех пяти континентах.

Представительство компании - ООО «Нестлэ Азербайджан» - было открыто в мае 2012г.

Сегодня компания поставляет на рынок Азербайджана широкий ассортимент продукции: кофе и кофейные напитки, какао, кулинарные продукты, детское питание, мороженое, шоколадные изделия, готовые завтраки и другие продукты.

**Адрес:** Азербайджан, AZ1078, г.Баку, ул. Дж. Мамедгулузаде 102А, бизнес-центр «City Point»  
**Тел.:** (+994 12) 310-10-31  
**E-mail:** contact@az.nestle.com  
**URL:** www.nestle.com



General Director:  
**Marat Khudayarov**

Генеральный директор:  
**Марат Худаяров**





## VEYSƏLOĞLU

Группа компаний «Вейселоглу»

"VEYSƏLOĞLU" Group of Companies

**About the company:** It was only Turkey from where "Veyseloglu" trade and distribution company, which started operating as a wholesale sales center in 1994, imported food products at first.

Developing year by year, "Veyseloglu" trade and distribution company has become a modern trade holding with a high service level.

The company has a head office, two branch offices and 9 regional offices. It also has a special railroad.

The Company is cooperating with representatives of food industry of large world countries such as Russia, Ukraine, Belarus, Germany, Latvia, Poland, Hungary, Denmark, Portugal, Italy, Vietnam and others. The Company is currently co-operating with 116 factories in over 20 countries of the world.

Chocolate factory "Ulduz" started operating in 2001, which gave a strong impetus to the development of the confectionary and food products sector of Azerbaijan.

**Address:** 2nd Enine2, Keshle settl, Nizami dist., Baku, AZ1031, Azerbaijan

**Tel:** (+994 12) 514 30 30

**Fax:** (+994 12) 514 36 36

**E-mail:** info@veyseloglu.az

**URL:** www.veyseloglu.az



Adviser to President for Finance and  
Strategic Development:  
**Ilgar Nuri**

Советник президента по финансам и  
стратегическому развитию:

**Ильгар Нури**

**О компании:** Торговая и дистрибьюторская компания «Вейселоглу» начавшая свою деятельность в 1994 году как оптовый центр продаж, первое время импортировала продовольственные товары исключительно из Турции.

Развиваясь из года в год, торговая и дистрибьюторская компания «Вейселоглу» стала современным торговым холдингом с высоким уровнем обслуживания.

У компании, имеющей головной офис, два филиала и 9 региональных офисов, есть также специальная железная дорога.

Компания сотрудничает с представителями пищевой промышленности крупнейших стран мира, таких как Россия, Украина, Беларусь, Латвия, Германия, Польша, Венгрия, Дания, Португалия, Италия, Вьетнам и др. В настоящее время, компания сотрудничает со 116 фабриками в более 20 странах по всему миру.

В 2001 году начала деятельность шоколадная фабрика «Улдуз», что дало сильный толчок развитию отрасли кондитерских изделий и продуктов питания экономики Азербайджана.

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**E-mail:** info@veyseloglu.az

**URL:** www.veyseloglu.az



BOULEVARD HOTEL

BAKU

AUTOGRAPH COLLECTION<sup>®</sup>  
HOTELS

## Boulevard Hotel Baku

**About the company:** Set along Baku's seafront promenade with close proximity to major city attractions, Boulevard Hotel Baku offers 818 comfortable bedrooms and suites. Being the largest conference hotel in Transcaucasia, Boulevard Hotel Baku features the finest facilities to suit a variety of occasions and functions of different sorts. Boulevard Hotel Baku offers one of the most comprehensive fitness and spa facilities with a 25-meter indoor swimming pool and state-of-the-art fitness facilities. Unique with its concept dining venues – Black City Cafe, Green House Kitchen and White City Bar & Lounge offer a diversified culinary experience.

**Address:** Khagani Rustamov street 4C, Baku, AZ1010, Azerbaijan

**Tel.:** (+994 12) 310 00 10

**Fax:** (+994 12) 310 00 11

**E-mail:** boulevard.reservations@absheronhotelgroup.com

**URL:** www.boulevardhotelbaku.com



General Manager:  
**Husseyn Atakishiyev**

Генеральный менеджер:  
**Гусейн Атакишиев**

**О компании:** Расположенный вдоль набережной города Баку в непосредственной близости к основным столичным достопримечательностям, Boulevard Hotel Baku предлагает 818 удобных спальных комнат и люкс-номеров.

Будучи самой крупной гостиницей в Закавказье, обладающей возможностями для проведения приемов, Boulevard Hotel Baku располагает самой приемлемой инфраструктурой для проведения различных мероприятий.

Boulevard Hotel Baku предлагает один из самых современных спа и фитнес-центров с 25-метровым закрытым бассейном и современным тренажерным залом. Различные виды кулинарии предлагаются в Black City Cafe, Green House Kitchen и White City Bar & Lounge, функционирующих в отеле.

**Адрес:** Азербайджан, AZ1010, г.Баку, ул. Хагани Рустамова 4С

**Тел.:** (+994 12) 310 00 10

**Факс:** (+994 12) 310 00 11

**E-mail:** boulevard.reservations@absheronhotelgroup.com

**URL:** www.boulevardhotelbaku.com





Barattson

**About the company:** Barattson provides assistance to students and professionals to reach goals in the field of professional education and career.

Company's services consist of four different segments: preparation for qualification exams in the field of finance, audit and accounting (ACCA, CIMA, CIA, CFA, FRM, DiplFR); conduction of training in the field of corporate business and people skills; teaching of computer skills; teaching of common and business English, preparation for IELTS, GMAT, GRE, SAT, TOEFL.

We are cooperating with such leading education companies as BPP LM, ACCA, IELTS, Pearson VUE: we are a Gold Member of ACCA, partner of CIMA, IELTS Test Centre, Pearson VUE Test Center, SAT Test Center, exclusive distributor of Becker, authorized distributor of BPP LM.

**Address:** 7th floor, Caspian Plaza 3, 44 Jafar Jabbarli street, Baku, AZ1065, Azerbaijan

**Tel.:** (+994 12) 505 44 96/97

**Mob.:** (+994 70) 205 44 96/97

**Email:** office@barattson.com

**URL:** www.barattson.com



CEO: Elshan Rahimov

Главный исполнительный директор: Эльшан Рагимов

**О компании:** Barattson оказывает содействие студентам и деловым людям в достижении их целей в сфере профессионального образования и карьеры.

Услуги компании по обучению разделены на четыре различных сегмента: подготовка к сдаче квалификационных экзаменов в сфере финансов, аудита и бухгалтерского учета (ACCA, CIMA, CIA, CFA, FRM, DiplFR); тренинги в сфере корпоративного бизнеса и навыков работы с людьми; обучение компьютерной грамотности; обучение общему и деловому английскому языку и подготовка к тестированию по IELTS, GMAT, GRE, SAT, TOEFL.

Мы сотрудничаем с такими ведущими образовательными компаниями как BPP LM, ACCA, IELTS, Pearson VUE: являемся золотым партнером ACCA, партнером CIMA, тест-центром IELTS, тест-центром Pearson VUE, тест-центром SAT, эксклюзивным дистрибьютором Becker, авторизованным дистрибьютором BPP LM.

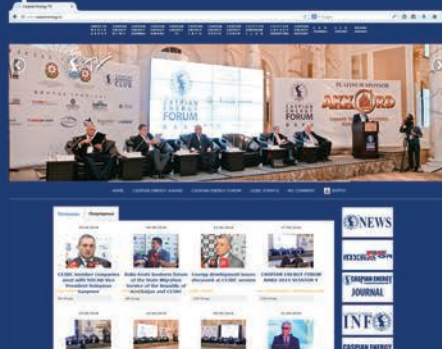
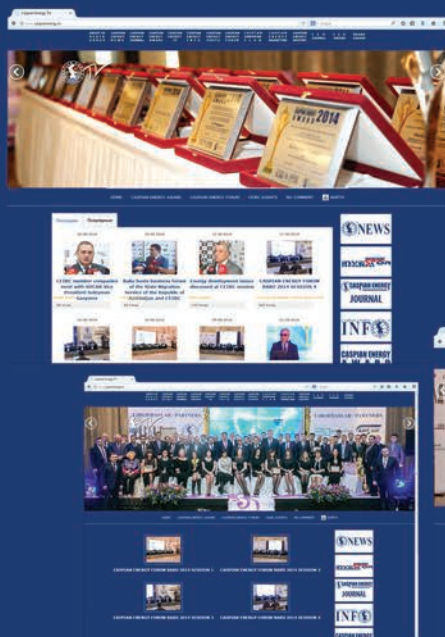
**Адрес:** Азербайджан, AZ1065, г. Баку, ул. Дж. Джаббарлы 44, Caspian Plaza 3, 7-ой этаж

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# CEO<sup>TM</sup>

## LUNCH

### A S T A N A

COMING SOON...

[www.caspianenergy.org](http://www.caspianenergy.org)



SOCAR-FUGRO LLC



General Manager: Fikrat Aliyev

**About the company:** SOCAR-FUGRO's main activities in Azerbaijan involve carrying out geophysical and geotechnical surveys of the sea and the seabed for offshore oil and gas developments. We also carry out condition surveys of offshore oil & gas infrastructure as well as aerial, geophysical and geotechnical surveys onshore. Fugro has been operating here for over 20 years and is a part of the world's largest independent survey group of its kind. Local knowledge and experience combine with global reach to supply our clients with world class data on which to base their developments design and engineering.

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**Tel.:** (+99412) 497-11-31; 497-40-27  
**Fax:** (+99412) 497-11-32  
**E-mail:** f.aliyev@fugro.com  
**URL:** www.fugro.com

SOCAR-FUGRO LLC

Генеральный менеджер: Фикрет Алиев



**О компании:** Деятельность SOCAR-FUGRO в Азербайджане заключается в проведении геофизических/геотехнических исследований моря и морского дна для разработки оффшорных нефтегазовых месторождений. Мы проводим обследование состояния морской нефтегазовой инфраструктуры, аэросъемку, геофизические и геотехнические исследования на суше. Fugro работает в Азербайджане свыше 20 лет, являясь частью крупной мировой независимой исследовательской группы. Местная специфика и опыт в сочетании с обширной географией позволяют предоставлять клиентам данные мирового класса.

**Адрес:** Азербайджан, AZ1065, г. Баку, Тбилисский пр., 49/С, «Чыраг Плаза»  
**Тел.:** (+99412) 497-11-31; 497-40-27  
**Факс:** (+99412) 497-11-32  
**E-mail:** f.aliyev@fugro.com  
**URL:** www.fugro.com

AzMetco JSC



Chairman of the Directors Board:  
Shukur Aghazadeh

**About the company:** AzMetco Public Corporation is a specialized company, which since 1981 has been performing maintenance on adjustment, repair, installation and calibration of metering and remote-control systems, appliances and equipment used in Oil and Gas Industry. AzMetco covers a large operating area of the South Caucasus (Azerbaijan, Georgia) and Turkey, performing these service works on SOCAR oil terminals and BP export pipelines – Sangachal, Supsa, Ceyhan.

**Address:** 63 A.Bagirov str., Ramana settl., Baku, AZ1037, Azerbaijan  
**Tel.:** (+994 12) 488-65-94, 451-35-66/68  
**E-mail:** office@azmetco.az  
**URL:** www.azmetco.az

ОАО AzMetco

Председатель Совета Директоров: Шукюр Агазаде



**О компании:** Открытое акционерное общество AzMetco - специализированное предприятие, с 1981-го года выполняет сервисные работы по наладке, ремонту, монтажу и калибровке измерительных и телемеханических систем, приборов и оборудования, применяемых в нефтяной и газовой промышленности. AzMetco охватывает большое рабочее пространство Южного Кавказа (Азербайджан, Грузия) и Турции, выполняя эти сервисные работы на нефтяных терминалах ГНКАР и экспортных трубопроводах BP в Сангачалах, Супсе и Джейхане.

**Адрес:** Азербайджан, AZ1037, г.Баку, пос. Рамана, ул. А.Багирова, 63  
**Тел.:** (+994 12) 488-65-94, 451-35-66/68  
**E-mail:** office@azmetco.az  
**URL:** www.azmetco.az

AZFEN J.V.



General Manager:  
Hamid Hasanov

**About the company:** AZFEN J.V. was established by SOCAR and TEKFEN in 1996. AZFEN J.V. has performed a number of various projects since its establishment. Ongoing projects: Engineering and Construction Management Support Services; Engineering, Procurement and Construction Services; SDB-PR and SDB-QU Topsides Facilities and their Interconnecting Bridge Construction; Sangachal Terminal Onshore Facility Construction; South Caucasus Pipeline Expansion Project; Landfall Construction Works; Commissioning Support Services to SD2 and SCPx Start-up and Commissioning Work.

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**URL:** www.azfen.com

СП «АЗФЕН»

Генеральный директор: Гамид Гасанов



**О компании:** СП АЗФЕН основано в 1996г. ГНКАР и ТЕКФЕН. Со дня основания СП АЗФЕН выполнил много различных проектов. Реализуемые проекты: Услуги по управлению проектированием и строительством; Услуги по проектированию, снабжению и строительству; Строительство верхних строений платформ SDB-PR и SDB-QU и переходного моста между ними; Строительство Сангачальского берегового терминала; Проект расширения ЮКТ; Строительство трубопровода на участках выхода на берег; Услуги по поддержке пусконаладочных работ SD2 и SCPx.

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**URL:** www.azfen.com

Debet Uniform



General Director: Asad Nasrullayev

**About the company:** Debet Uniform was established in 1997 as a manufacturer, importer and distributor of a full range of personal protective equipment (PPE). Debet Uniform cooperates with companies operating in the oil, gas and other industries. Along with holding a leading position in production of various types of PPE, Debet Uniform is also an official distributor of world leading manufacturers in this field. Debet Uniform is also represented in Georgia.

**Address:** 76 L, Y.Safarov str., Baku, AZ1025, Azerbaijan  
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Debet Uniform

Генеральный директор: Асад Насруллаев



**О компании:** Компания Debet Uniform, основанная в 1997 году, осуществляет производство, импорт и продажу средств индивидуальной защиты (СИЗ). Debet Uniform сотрудничает со многими компаниями, функционирующими в нефтегазовой и других отраслях промышленности. Наряду с производством широкого ассортимента средств индивидуальной защиты, Debet Uniform также является официальным дистрибьютором ведущих мировых производителей в этой сфере. Debet Uniform также имеет представительство в Грузии.

**Адрес:** Азербайджан, AZ1025, г.Баку, ул. Ю.Сафарова 76 L  
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# PERSONAL PROTECTIVE EQUIPMENT & WORKWEAR



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Fax: +995 32 220 11 14  
E-mail: [office@debet.ge](mailto:office@debet.ge)

[www.debet.ge](http://www.debet.ge)



**debet**georgia





**EKOL**

**ENGINEERING SERVICES EKOL CJSC**

**General Director:** Ramil Aliyev

**About the company:** "Engineering services Ekol" CJSC was established by SOCAR (51%) and a foreign company (49%) on March 01, 2006. The company has a strong material and technical base, high qualified personnel, as well as ISO 9001, ISO 14001 and OHSAS 18001 certificates. The company is involved in purification of polluted industrial waters, refinery and utilization of oil mud, conduction of ecological monitoring, provision of laboratory services, installation of fountains, irrigation systems, planting of greenery, making chemical analyses of floor profile, etc.

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**Tel.:** (+994 12) 464 14 35; 464 14 36; 464 14 37  
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**E-mail:** info@ekol.az  
**URL:** www.ekol.az

**ЗАО «ИНЖЕНЕРНЫЕ УСЛУГИ ЭКОЛ»**

**Генеральный директор:** Рамиль Алиев

**О компании:** ЗАО «Инженерные услуги Экол» учреждено 1 марта 2006г. ГНКАР (51%) и иностранной компанией (49%), обладает сильной материально-технической базой, высококвалифицированными кадрами, получены сертификаты ISO 9001, ISO 14001 и OHSAS 18001. Компания осуществляет очистку загрязненных промышленных вод, переработку и утилизацию нефтяного шлама, осуществляет экологический мониторинг, оказывает комплексные лабораторные услуги, занимается установкой фонтанов, оросительных систем, озеленением, снятием профиля почвы, проведением его химического анализа и др.

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**URL:** www.ekol.az



**Tekfen Construction and Installation Co., Inc. Azerbaijan Branch**

**Vice President for the Caspian Region:** Bulent Karaca

**About the company:** Tekfen Construction and Installation Co., Inc., as an affiliate of Tekfen Holding Co., Inc., is a respectable signature as an international contractor with major accomplishments in Turkey, the Middle East, North Africa, Caucasus, Central Asia, East and Central Europe. Its wide span of activities ranges from mega sports complexes, superstructures, infrastructures, heavy civil works to refineries and petrochemical plants; from satellite towns to major industrial processing plant; from pipelines and marine structures to power plants, electrical and communication works.

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**Tel.:** (+99412) 404 76 41/42/43  
**Fax:** (+99412) 404 83 59  
**E-mail:** business@tekfen.com.tr **URL:** www.tekfenconstruction.com

**Tekfen Construction and Installation Co., Inc. Azerbaijan Branch**

**Вице-президент по Каспийскому региону:** Бюлент Караджа

**О компании:** Tekfen Construction - основное подразделение Tekfen Holding, является уважаемой компанией со многими достижениями в Турции, Ближнем Востоке, Северной Африке, Кавказе, Центральной Азии, Восточной и Центральной Европе. Широкий размах деятельности компании варьируется от мега-спортивных комплексов, суперструктур, инфраструктур, тяжелых строительных работ до нефтеперерабатывающих и нефтехимических заводов; от городов-спутников до крупных промышленных перерабатывающих заводов; от трубопроводов и морских сооружений до электростанций, электрических и коммуникационных работ.

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**E-mail:** business@tekfen.com.tr **URL:** www.tekfenconstruction.com



**WEATHERFORD, WEUS HOLDING INC**

**Weatherford**

**Country Manager Azerbaijan and Georgia:** Elnour Babaiev

**About the company:** Weatherford is one of the world leading oilfield services company and operates in 110 countries with more than 45000 employees. Weatherford is broadly represented in Azerbaijan providing services for clients like BP, Lukoil Overseas, Socar AQS, Absheron OC, Karasu OC and others. Weatherford is a leader in providing engineering solutions and performing qualified services for Tubular Running, Drilling, Inspection and Fishing, Intelligent Completions, Artificial Lift Systems, Expandable Tubulars and Screens, Production Optimization and Aluminium Drilling Equipment production and etc.

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**URL:** www.weatherford.com

**WEATHERFORD, WEUS HOLDING INC**

**Директор по Азербайджану и Грузии:** Эльнур Бабаев

**О компании:** Weatherford International является одним из мировых лидеров нефтесервисного рынка, со штатом сотрудников более 45000 человек в 110 странах. Компания широко представлена в Азербайджане, работая с такими операторами, как BP, Lukoil Overseas, Socar AQS, Absheron OC, Karasu OC и др. Weatherford - ведущий провайдер инженерных решений и качественных услуг в области спуска обсадных колонн, бурения, дефектоскопии оборудования, ловильных работ, интеллектуального заканчивания скважин, систем мехдобычи, расширяемых труб и фильтров, оптимизации добычи и производства продуктов для бурения из алюминия.

**Адрес:** Азербайджан, Баку, AZ1022 Ул.Бакиханова 6, Bridge Plaza, 9 этаж  
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**E-mail:** info.cis@eu.weatherford.com **URL:** www.weatherford.com



**Weir Oil & Gas**

**WEIR**

**General manager:** Graziano Saltarelli

**About the company:** Weir Group PLC, provides specialized engineering solutions worldwide. It operates in three segments: Minerals, Oil & Gas, and Power & Industrial within 70 countries. The Oil & Gas segment designs and manufactures pumps, valves, wellheads and ancillary equipment, as well as provides specialist repair and field service for the upstream and downstream offshore, marine, and onshore oil and gas markets.

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**Fax:** (+994 12) 446 65 19  
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**URL:** www.weirilandgas.com

**Weir Oil & Gas**

**Генеральный директор:** Гразиано Салтарелли

**О компании:** Weir Group PLC предоставляет специализированные решения в сфере машиностроения. Компания осуществляет деятельность по трем сегментам в 70 странах: нефтегазовый сектор, электроэнергетика и промышленный сектор. Для нефтегазового сектора разрабатываются и производятся насосы, клапаны, оборудование для применения на устьях скважин, вспомогательное оборудование, предоставляются услуги по ремонту и эксплуатационному обслуживанию для оффшорных секторов upstream и downstream, а также услуги в рамках оншорных нефтегазовых рынков.

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**Факс:** (+994 12) 446 65 19  
**E-mail:** info@weirservices.com  
**URL:** www.weirilandgas.com







### Maersk Drilling

**Rig manager:** Steven Thorley

**About the company:** Maersk Drilling supports oil-gas production by providing high-efficiency drilling services to oil companies around the world. In Azerbaijan Maersk Drilling owns and operates the Heydar Aliyev semisubmersible drilling rig with a maximum drilling depth of 9,140m, 18 ¾", 5 Ram, 15k BOP. The rig, contracted by the consortium, is performing drilling in Azerbaijan's largest gas-condensate field Shah Deniz.

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**E-mail:** MD-bakureception@maerskdrilling.com  
**URL:** www.maersk.com

### Maersk Drilling

**Управляющий установкой:** Стивен Торли



**О компании:** Maersk Drilling оказывает поддержку в сфере добычи нефти и газа, предоставляя высокоэффективные услуги по бурению нефтяным компаниям по всему миру. В Азербайджане Maersk Drilling владеет и управляет полупогружной буровой установкой Гейдар Алиев с максимальной глубиной бурения 9140 м (18 ¾", 5 Ram, 15k BOP), законтрактованной консорциумом, который осуществляет бурение на крупнейшем азербайджанском газоконденсатном месторождении «Шah Дениз».

**Адрес:** Азербайджан, AZ 1005, г.Баку, ул. Низами 69, ISR Plaza, 6 этаж  
**Тел:** (+99412) 497 84 50  
**Факс:** (+99412) 497 84 67  
**E-mail:** MD-bakureception@maerskdrilling.com  
**URL:** www.maersk.com



### SOCAR-AQS LLC

**General Director:** Ramin Isayev

**About the company:** SOCAR-AQS LLC was established in 2007 as the joint venture by parent companies: SOCAR and AQS. SOCAR-AQS is an integrated drilling and well services management company, specializing in drilling of oil and gas wells, including drilling of directional and horizontal wells, cementing, pressure testing, completion, well workover and sidetracking. SOCAR-AQS has an Integrated Management System that meets the requirements of ISO 9001:2008, ISO 14001:2004, OHSAS 18001:2007.

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**Fax:** (+994 12) 565-15-55  
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**URL:** www.socar-aqs.com

### ООО "SOCAR-AQS"

**Генеральный директор:** Рамин Исаев



**О компании:** ООО SOCAR-AQS было образовано в 2007г. в качестве совместного предприятия партнерами-учредителями – SOCAR и AQS. SOCAR-AQS является компанией, предоставляющей интегрированные услуги по бурению и обслуживанию скважин, специализируется на бурении нефтяных и газовых скважин, включая бурение наклонно-направленных и горизонтальных скважин, цементирование, опрессовку, заканчивание, капремонт и резки боковых стволов. В SOCAR-AQS внедрена интегрированная система управления, отвечающая требованиям ISO 9001:2008 ISO 14001:2004, OHSAS 18001:2007.

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**URL:** www.socar-aqs.com



### Eastern Chemical Company-Baku Ltd.

**Director:** Rahim Hasanli

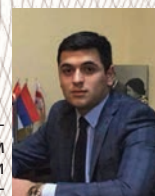
**About the company:** Eastern Chemical Company-Baku Ltd., which has been operating since 2010, is considered to be one of the largest traders of chemical products in Azerbaijan. The Company specializes in sale of products of chemical plants.

The Company supplies all sorts of caustic soda, synthetic and inhibited hydrochloric acid, Soda ASH of brand A and brand B, Sulfuric and Nitric acid, Formaldehyde, Ammonia liquor and other chemical products to Azerbaijan. ECC Ltd is developing dynamically, regularly increasing the range of its products and expanding the markets.

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**URL:** www.vxx.az

### ООО «Восточная Химическая Компания-Баку»

**Директор:** Рагим Гасанлы



**О компании:** ООО «Восточная Химическая Компания-Баку», созданная в 2010 году, является одним из крупнейших трейдеров химической продукции на азербайджанском рынке. Компания специализируется на продаже продукции химических заводов.

Компания поставяет в Азербайджан все виды каустической соды, кислоту соляную синтетическую и ингибированную, кальцинированную соду марки А и марки Б, серную и азотную кислоты, формалин, аммиачную воду и другие химические продукты. Компания динамично развивается, постоянно увеличивая ассортимент поставляемой продукции и расширяя рынки сбыта.

**Адрес:** Азербайджанская Республика, AZ 1022, г.Баку, ул. Топчубашова 11, 4-этаж  
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### ACCESS TRANS LLC

**General Director:** Mahammad Umudov

**About the company:** Access Trans company is forwarding any cargo by any means of transport all over the world. Strategic directions of activity of the company are the transport corridors Europe-Caucasus-Asia "TRACECA" and "North-South".

The purpose of Access Trans company is to make communication between consignor and consignee shortening distances by underlying out individuality and indicating our priorities to make long term relations.

Individual attitude toward each customer, long-time co-operation on mutual reliability, transparency and right business relations are the main line of our activity.

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**Fax:** (+994 12) 566-05-88, 567-91-89  
**E-mail:** info@accesstrans.az  
**URL:** www.accesstrans.az

### ООО "ACCESS TRANS"

**Генеральный директор:** Магомед Умудов



**О компании:** Компания Access Trans осуществляет доставку грузов любыми средствами транспорта по всему миру. Стратегические направления деятельности компании проходят через транспортные коридоры ТРАСЕКА (Европа-Кавказ-Азия) и Север-ЮГ.

Цель компании заключается в установлении связи между грузоотправителем и грузополучателем, сокращении расстояния, а также в стремлении компании установить долгосрочные отношения. Индивидуальный подход каждому клиенту, долгосрочное сотрудничество на взаимном доверии, прозрачность в деловых отношениях являются главным направлением нашей деятельности.

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**Факс:** (+994 12) 566-05-88, 567-91-89  
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# AZERTRANS LTD

**General Director:** Parviz Aliyev

**About the company:** Azertrans Ltd LLC was established by Azpetrol Oil Company as oil transportation and transshipment company. The Company offers freight forwarding services in relation to the transportation of oil and oil products through the transportation corridor from the Azerbaijan Caspian Sea Coast to the ports of Georgia on the Black Sea.

The Company owns and operates two crude oil/oil products transshipment terminals in Baku and Sangachal. Azertrans Ltd LLC Sangachal terminal has two interconnection pipelines linking it with the AIOC Sangachal terminal.

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**E-mail:** office@azertrans.az

# AZERTRANS LTD

**Генеральный директор:** Пярвиз Алиев

**О компании:** ООО "Azertrans Ltd" учреждена «Нефтяной Компанией Azpetrol» для предоставления услуг по транспортировке и перевалке нефти. Компания предоставляет экспедиторские услуги по транспортировке нефти и нефтепродуктов по транспортному коридору от азербайджанского берега Каспия до черноморских портов Грузии.

Компания владеет и управляет двумя нефтяными терминалами в Баку и Сангачалах. Сангачальский терминал ООО "Azertrans Ltd" связан с Сангачальским терминалом АМОК двумя трубопроводами.

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**Факс:** (+994 12) 437-19-52; 497-63-11  
**E-mail:** office@azertrans.az



# Transbroker LLC

**General Director:** Nariman Mammadov

**About the company:** Main purpose of Transbroker LLC's operations is assistance to clients performing export and import operations. Transbroker LLC proposes complex customs brokerage services to clients, which involves not only customs registration but also assistance in preparation of necessary permits of state authorities.

Customs services include customs registration of exported, imported and transit cargoes without any restrictions by categories of goods in accordance with the Commodity List of the Foreign Economic Activities of Azerbaijan.

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**Fax:** (+994 12) 464 42 34  
**E-mail:** office@transbroker.az; operations@transbroker.az  
**URL:** www.transbroker.az

# ООО «Transbroker»

**Генеральный директор:** Нариман Мамедов

**О компании:** Основной целью деятельности ООО «Transbroker» является помощь клиентам в осуществлении экспортно-импортных операций. ООО «Transbroker» предлагает комплексное таможенно-брокерское обслуживание клиентов, включающее в себя не только оформление на таможне, но и помощь в подготовке необходимых разрешений государственных органов.

Таможенные услуги включают в себя таможенное оформление экспортируемых, импортируемых и транзитных грузов без ограничений по категориям товаров согласно товарной номенклатуре внешнеэкономической деятельности Азербайджана.

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**Тел.:** (+994 12) 464-40-53  
**Факс:** (+994 12) 464 42 34  
**E-mail:** office@transbroker.az; operations@transbroker.az  
**URL:** www.transbroker.az



# Murphy Shipping & Commercial Services Azerbaijan LTD

**Director:** Sabir Aliyev

**About the company:** Murphy Azerbaijan as a member of the international Murphy group of companies operates in the market of services for international forwarding, customs coordination, logistics, management of logistics centers and bonded warehouses. Murphy Group of companies has been successfully servicing the oil and gas industry for over 43 years throughout the world. In Azerbaijan, Company successfully diversified its activities and continues to develop the niche of providing freight forwarding, customs and coordination services to enterprises of the non-oil sector of the economy.

**Address:** Salyan highway, 28-30km, Baku, AZ1083, Azerbaijan  
**Tel.:** (+99412) 445 88 88/77  
**E-mail:** shaig.mirzayev@murphyshipping.co.az; office@murphyshipping.co.az  
**URL:** www.murphyshipping.com

# Murphy Shipping & Commercial Services Azerbaijan LTD

**Директор:** Сабир Алиев

**О компании:** Murphy Azerbaijan в составе международной группы компаний Murphy осуществляет свою деятельность на рынке услуг по международному экспедированию, таможенной координации, логистике, управлению логистическими центрами и таможенными складами. Группа компаний Murphy более 43 лет успешно обслуживает нефтегазовый комплекс по всему миру. В Азербайджане Murphy успешно диверсифицировал свою деятельность и продолжает развивать нишу предоставления транспортно-экспедиторских и таможенно-координационных услуг предприятиям ненефтяного сектора экономики.

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**Тел.:** (+99412) 445 88 88/77  
**E-mail:** shaig.mirzayev@murphyshipping.co.az; office@murphyshipping.co.az  
**URL:** www.murphyshipping.com



# Air Astana

**Representative office of Air Astana in Azerbaijan, Country Manager:** Daken Shemet

**About the company:** Air Astana was registered in 2001. These shareholders remain committed partners in the airline, with the Kazakhstan Government holding a 51% share through its Samruk-Kazyna National Welfare Fund, and BAE Systems PLC holding 49%.

Today the airline operates a fleet of 30 western aircrafts with an average age of 5.4 years. The network includes close to 60 domestic and international routes.

**Address:** 2nd floor, Demirchi Tower, Khojali distr. 37, Baku, AZ1025, Republic of Azerbaijan  
**Tel.:** (+994 12) 404-75-15  
**E-mail:** Daken.Shemet@airastana.com  
**URL:** www.airastana.com

# «Эйр Астана»

**Региональный менеджер представительства «Эйр Астана» в Азербайджане:** Дакен Шемет

**О компании:** Авиакомпания «Эйр Астана» зарегистрирована в 2001 году. Компания «Эйр Астана» совместное предприятие с долями участия Правительства Казахстана 51%, принадлежащими АО «Фонд национального благосостояния «Самрук-Казына», и компании BAE Systems PLC (Великобритания) 49%.

На сегодняшний день авиапарк «Эйр Астаны» состоит из 30 самолетов западного производства, их средний эксплуатационный возраст составляет 5,4 лет. Маршрутная сеть включает около 60 внутренних и международных рейсов.

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**E-mail:** Daken.Shemet@airastana.com  
**URL:** www.airastana.com





**Chairman of the Management Board:** Rolf Reichardt

**About the company:** AccessBank was established in 2002 and is 100% owned by international shareholders, such as EBRD, IFC, BSTDB, KfW Development Bank, Access Microfinance Holding and LFS Financial Systems.

Being one of the leading banks of Azerbaijan, AccessBank offers a full range of banking services for private and corporate customers and has the highest rating (BB+) among local banks according to FitchRatings.

**Address:** 3, Tbilisi ave., Baku, AZ 1065, Azerbaijan  
**Tel.:** (+994 12) 490 80 10  
**Fax:** (+994 12) 510 37 71  
**E-mail:** bank@accessbank.az  
**URL:** www.accessbank.az

**Председатель Правления:** Рольф Рейхардт

**О компании:** AccessBank был создан в 2002 году и является 100%-ой собственностью международных финансовых институтов, таких как EBRD, IFC, BSTDB, KfW Development Bank, Access Microfinance Holding и немецкой компании LFS Financial Systems GmbH. AccessBank, оказывающий полный спектр банковских услуг частным и корпоративным лицам, является одним из ведущих банков Азербайджана и имеет наивысший рейтинг BB+ среди банков страны согласно оценке международного агентства FitchRatings.

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**Факс:** (+994 12) 510 37 71  
**E-mail:** bank@accessbank.az  
**URL:** www.accessbank.az



BANK

INSURANCE

NON-BANKING CREDIT ORGANIZATION



**AXA MBASK**

**Chairman of the Board:** Selchuk Adiguzel

**About the company:** MBASK Insurance Company, operating from 1992, is one of the first private insurance companies of independent Azerbaijan Republic. AXA Group, one of the largest insurance groups in the world, acquired a majority shareholding (51%) in MBASK Insurance Company through its subsidiary AXA Seguros Generales, S.A., De Seguros Y Reaseguros in 2010. MBASK's license was renewed into AXA MBASK in 2010 due to the change of the company name.

**Address:** Azure Business Centre, 15, Nobel Ave., Baku, Azerbaijan  
**Tel.:** (+99412) 596 55 70  
**Fax:** (+99412) 596 55 72  
**E-mail:** office@axambask.az  
**URL:** www.axambask.az

**AXA MBASK**

**Председатель правления:** Селчук Адыгёзел

**О компании:** Страховая компания MBASK осуществляет свою деятельность с 1992г. и является одной из первых частных страховых компаний независимого Азербайджана. В 2010г. одна из крупнейших страховых компаний мира AXA Group посредством своей дочерней компании «AXA Seguros Generales, S.A., De Seguros Y Reaseguros» приобрела контрольный пакет акций MBASK. В 2010г. лицензия MBASK была обновлена на AXA MBASK в связи с изменением названия компании.

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**E-mail:** office@axambask.az  
**URL:** www.axambask.az



**«AZSIGORTA» OJSC**

**Chairman of the Board:** Anar Talibov

**About the company:** AZSIGORTA – is the only universal insurance company in Azerbaijan possessing international rating – Fitch Ratings assigned rating “B” with the prognosis “stable” to the company. We also received the status of Tax Transparent Partner of the Ministry of Taxes. Our risks are reinsured in the “A+” rated companies, such as Allianz, Zurich and Swiss Re. Another our strength is the branch network – we are the leaders in terms of territorial representation throughout the country. All this makes us one of the most reliable insurance partners in the market.

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**Tel.:** (+994 12) 505 66 66  
**Fax:** (+994 12) 505 66 66  
**E-mail:** info@azinsurance.az  
**URL:** www.azsigorta.az

**ОАО «АЗСЫГОРТА»**

**Председатель правления:** Анар Талыбов

**О компании:** AZSIGORTA – единственная универсальная страховая компания Азербайджана с международным рейтингом – Fitch Ratings присвоил компании рейтинг «B» с прогнозом «stable». Также мы получили статус Прозрачного Партнера Министерства Налогов. Наши риски перестрахованы в компаниях с рейтингом «A+», таких, как Allianz, Zurich и Swiss Re. Еще одной нашей сильной стороной является филиальная сеть – мы лидеры по территориальной представленности в стране. Все это делает нас одним из самых надежных страховых партнеров на рынке.

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**URL:** www.azsigorta.az



**FINCA Azerbaijan Non-Banking  
Credit Organization**

**CEO:** Timothy Tarrant

**About the company:** FINCA Azerbaijan is the leading microfinance institution in Azerbaijan, serving businesses across the country with loans and other services, including for agriculture. It currently has more than 110,000 borrowers and an outstanding loan portfolio of USD 110 million. Since it opened doors in 1998, FINCA Azerbaijan has provided more than one million loans.

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**Call Center:** \*2525  
**E-mail:** info@fincaazerbaijan.com  
**URL:** www.fincaazerbaijan.com

**Небанковская кредитная организация  
«FINCA Azerbaijan»**

**Директор:** Тимоти Тарронт

**О компании:** Компания FINCA Azerbaijan является ведущей микрофинансовой организацией в Азербайджане, предоставляющей кредиты и прочие услуги предприятиям, в том числе и в сфере сельского хозяйства. В настоящее время она насчитывает более 110 тыс. заемщиков, а активный кредитный портфель составляет \$110 млн. С начала своей деятельности в 1998 году компания FINCA Azerbaijan предоставила свыше одного миллиона кредитов.

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**Информационный Центр:** \*2525  
**E-mail:** info@fincaazerbaijan.com  
**URL:** www.fincaazerbaijan.com







Azertelecom LLC

ООО "Азертелеком"

**About the company:** "Azertelecom" LLC is a telecommunication operator in Azerbaijan. The company was established in 2008 to work in fixed communications market by offering international fixed telephone connection, internet as well as data and voice transport. Azertelecom network connects Azerbaijan with neighbors from north to south and from west to east. Azertelecom holds licenses covering various fixed services including voice, internet, VPN, VoIP and integration of existing PSTN lines.

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**E-mail:** info@azertelecom.az  
**URL:** www.azertelecom.az

**О компании:** «Азертелеком» - телекоммуникационный оператор связи в Азербайджане, созданный в 2008г. и функционирующий на рынке фиксированной связи посредством предоставления услуг международной фиксированной телефонной связи, интернета, передачи данных и голосовой связи. Сеть компании связывает Азербайджан с соседями на севере и юге, западе и востоке. Компания имеет лицензии на предоставление услуг голосовой связи, интернета, виртуальной частной сети, передачи голоса по IP-протоколу и т.д.

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**URL:** www.azertelecom.az



Delta Telecom

**General Director:**  
Ramazan Valiyev

Delta Telecom

**Генеральный директор:**  
Рамазан Велиев



**About the company:** Delta Telecom is the leading telecom operator in the Caucasus region. Delta Telecom owns the largest Internet backbone network in the region. The network serves to all ISPs of Azerbaijan and more than 78% of Georgia. The company's DWDM network infrastructure covers all regional centers and international gates, its interconnection capacity with neighbor countries reached tens gigabit per second. Delta Telecom's Carrier Ethernet and Metro Ethernet network infrastructure has the capability to accommodate corporate networks, DATA and professional IP/MPLS services. Delta Telecom's achievements also include the first deployment of mobile WiMAX and IMS technologies.

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**Fax :** (+994 12) 4310065  
**E-mail:** office@delta-telecom.net  
**URL :** www.delta-telecom.net

**О компании:** Delta Telecom – лидирующая телекоммуникационная компания в Закавказье, владеющая крупнейшим Internet backbone-ом в регионе, оказывающим услуги всем ISP Азербайджана и более 78% ISP Грузии. DWDM-инфраструктура компании со скоростью соединения с соседними странами в десятки гигабит в секунду охватывает все региональные центры и международные выходы республики. Инфраструктура сети Carrier Ethernet и Metro Ethernet способна вместить корпоративные сети, услуги передачи данных, профессиональные услуги IP/MPLS. К достижениям Delta Telecom также относятся развертывание технологий мобильного WiMAX и IMS.

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**E-mail:** office@delta-telecom.net **URL:** www.delta-telecom.net



KoçSistem Azerbaijan LLC

**Finance and Operations Manager:**  
Serdar Çelik

ООО «КоçSistem Азербайджан»

**Финансовый и операционный менеджер:**  
Сердар Челик



**About the company:** KoçSistem as a member company of Koç Group and a pioneering organization of ICT sector in Turkey founded in 1945 and is celebrating its 70th anniversary this year. KoçSistem, offers special technological solutions according to specific needs of its customers with its business model, consultant company vision, human resources and technological infrastructure. KoçSistem has been serving ideal technology to the business world for 70 years and gives companies competitive advantage and efficiency. KoçSistem Azerbaijan MMC was established in 2012 as it's the first international Office.

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**URL:** www.kocsistem.az

**О компании:** KoçSistem является членом группы Koç, а также первой организацией в секторе ИКТ Турции. Компания учреждена в 1945г. Используя свою модель ведения бизнеса, видение консалтинговой компании, кадровые ресурсы и технологическую инфраструктуру, KoçSistem предлагает специальные технологические решения. 70 лет KoçSistem обслуживает мир бизнеса идеальными технологиями, предоставляет компаниям преимущества в конкуренции и эффективности. ООО «KoçSistem Азербайджан» учреждено как первое представительство компании за рубежом в 2012г.

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PROSYS LLC

**Director:** Khanbuta İbadullayev

PROSYS LLC

**Директор:** Ханбута Ибадуллаев



**About the company:** PROSYS LLC, as a system integrator is providing ICT equipment, software solutions and services, development of technical requirements, project management and implementation in Azerbaijan.

Own software products such as ERPpro: HRMpro, DMSpro (Document Management System), TMSpro (Task Management System), PMSpro, FMSpro, RMSpro, FAMpro, DSSpro and etc.

PROSYS also provides custom software development, server, storage and security solutions.

**Address:** 88A/66 Shamil Azizbeyov str., Baku, AZ1009, Azerbaijan  
**Tel.:** (+994 12) 594 12 32  
**Fax:** (+994 12) 594 27 18  
**E-mail:** info@prosys.az  
**URL:** www.prosys.az

**О компании:** PROSYS LLC – системный интегратор, который предоставляет информационно-коммуникационное оборудование, программные решения и услуги, разработку технических требований, управление проектами и их реализацию в Азербайджане.

Собственные программные продукты компании - ERPpro: HRMpro, DMSpro (система управления документами), TMSpro (система управления задачами), PMSpro, FMSpro, RMSpro, FAMpro, DSSpro и т.д.

PROSYS также осуществляет разработку программ на заказ, серверов, а также предлагает решения в области хранения и безопасности.

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**R.I.S.K. Company**

**General Director:**  
Jabir Jumshudov

**About the company:** Established in 1993, R.I.S.K. Company is one of the leading IT companies in the Central Asia and Caucasus market providing solutions in IT consultancy, System Integration, IT-outsourcing, Application Development and Geographical Information Systems. R.I.S.K. offers a broad range of innovative solutions for telecom, oil & gas, government & defense, banking & finance and transport sectors. Company has active sales operations in more than 20 countries all over the world with registered offices in Azerbaijan, Tajikistan, Kazakhstan, and Georgia.

**Address:** 59 Rashid Behbudov Street, Baku AZ1022, Azerbaijan  
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**Fax:** (+994 12) 498-19-93  
**E-mail:** info@risk.az **URL:** www.risk.az

**R.I.S.K. Company**

**Генеральный директор:** Джабир Джумшудов



**О компании:** Основанная в 1993г. R.I.S.K. – ведущая ИТ-компания на рынках стран Восточной Европы и Кавказа. Компания предоставляет решения в области ИТ-консалтинга, системной интеграции, ИТ-аутсорсинга, разработки программных приложений и геоинформационных систем. Обладает обширным пакетом инновационных решений для государственного, финансового, телекоммуникационного, нефтегазового и транспортного секторов. Сегодня R.I.S.K. – компания регионально масштаба, постоянно расширяющая географию реализованных проектов и имеющая официальные представительства в Азербайджане, Таджикистане, Казахстане, и Грузии.

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**SINAM**

**President:** Elchin Aliyev

**About the company:** SINAM Company based in 1994, is the largest system integrator of South Caucasus and Central Asia. Over a 20 year activity, the company implemented a row of infrastructural projects by introducing high-technology solutions into the system of state management, corporate and bank sector. HP, IBM, Alcatel/Lucent, Cisco, Oracle, Microsoft, EMC, 3M, IMC and ABBYY are the partners of the SINAM Company. The company exports its products and services to the USA, Europe, and countries of the Middle East, Russia and CIS.

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**URL:** www.sinam.net

**SINAM**

**Президент:** Эльчин Алиев



**О компании:** Основанная в 1994г., компания является крупным системным интегратором Южного Кавказа и Центральной Азии. За более чем 20-летний период деятельности, компания реализовала ряд инфраструктурных проектов, внедряя высокотехнологичные решения в систему госуправления, корпоративного и банковского сектора. Партнерами SINAM являются HP, IBM, Alcatel/Lucent, Cisco, Oracle, Microsoft, EMC, 3M, IMC, ABBYY. Компания экспортирует свои продукты и сервисы в США, Европу, страны Ближнего Востока, Россию и СНГ.

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**URL:** www.sinam.net



**Kartaş Ltd LLC**

**General director:** Necmeddin Tashbag

**About the Company:** Kartaş Ltd. LLC was incorporated in Azerbaijan and started its production under Mr.Fix brand. The Company is engaged in production of ceramic and tile adhesives, joint fillers, waterproofing materials, "Polyboard" EPS heat insulation materials, repair mortars, plasters, concrete admixtures "Betonmix", and succeeds in one of the developing sectors of the world. All products are produced in accordance with ISO 9001 quality management system, AZS standard and European standards.

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**E-mail:** info@mrfix.az  
**URL:** www.mrfix.az

**ООО Kartaş Ltd**

**Генеральный директор:** Неджмеддин Ташбаг



**О компании:** ООО "Kartaş Ltd" было учреждено в Азербайджане и начало свое производство под маркой Mr.Fix. Компания занимается производством кафельных и керамических клеев, заполнителей швов, водоизоляционных, теплоизоляционных материалов, ремонтно-строительных опорных материалов, готовых штукатурок, бетонной смеси "Betonmix", теплоизоляционных материалов «Polyboard» и является успешной в одном из развивающихся секторов в мире. Вся продукция выпускается в соответствии с системой контроля качества ISO 9001, согласно Европейским стандартам и стандарту AZS.

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**Факс:** +994 (12) 448-15-18  
**E-mail:** info@mrfix.az  
**URL:** www.mrfix.az

**Ideal Dizayn**



**Director:** Aqshin Abdullayev

**About the company:** Ideal Dizayn, established in 2000, manufactures and sells office furniture in Azerbaijan. Ideal Dizayn is a trademark of Embawood LLC. The brand is engaged in both project and retail sales. Ideal Dizayn is one of the leading office furniture brands in Azerbaijan. Two showrooms are available in Baku. Ideal Dizayn, strongly committed to the philosophy of ergonomics in offices, offers the widest choice of office furniture.

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**Fax:** (+99412) 564-73-04  
**E-mail:** office@idealdizayn.az  
**URL:** www.idealdizayn.az

**Ideal Dizayn**

**Директор:** Агшин Абдуллаев



**О компании:** Ideal Dizayn, основанный в 2000г., занимается производством и продажей офисной мебели в Азербайджане. Ideal Dizayn является торговой маркой ООО Embawood. Бренд осуществляет как проектные, так и розничные продажи. Ideal Dizayn является одним из ведущих брендов офисной мебели в Азербайджане. В Баку функционируют 2 магазина. Ideal Dizayn, уделяющий большое внимание философии эргономики в офисе, предоставляет богатый ассортимент офисной мебели.

**Адрес:** Азербайджан, г.Баку, Наримановский район, ул. А.Раджаблы, 152  
**Тел.:** (+99412) 480-37-55; \*3434  
**Факс:** (+99412) 564-73-04  
**E-mail:** office@idealdizayn.az  
**URL:** www.idealdizayn.az





#### KONSIS

**Project Manager:**  
Sabina Asaliyeva

**About the company:** KONSIS provides organizational support for conferences, events, meetings and trainings with full support including written translation, consecutive and simultaneous interpretation services. KONSIS provides conference equipment rental services, including simultaneous translation equipment, booth, LCD projectors, wide screens, laptops and other audio/video equipment. KONSIS will support your event, making travel and accommodation arrangements, conference room reservation and setup, food and beverage arrangements.

**Address:** 3rd floor, Caspian Plaza 1,  
44 Jafar Jabbarly str., Baku, AZ1065, Azerbaijan  
**Tel:** (+99412) 497-81-13  
**E-mail:** info@konsis.az  
**URL:** www.konsis.az

#### «КОНСИС»

**Менеджер по проектам:** Сабина Асалиева

**О компании:** «КОНСИС» оказывает организационную поддержку конференций, мероприятий, встреч и тренингов, с полным перечнем услуг, включая услуги письменного, последовательного и синхронного перевода. «КОНСИС» предоставляет услуги по аренде конференц-оборудования, включая оборудование для синхронного перевода, будки, ЖК-проекторы, широкие экраны, ноутбуки и другое аудио-видео оборудование. «КОНСИС» предоставит поддержку Вашему мероприятию, спланирует поездку и размещение, сделает резервацию и оснащение комнаты для конференции, организует еду и напитки.

**Адрес:** Азербайджан, AZ1065, г.Баку,  
ул. Джафара Джаббарлы 44, Caspian Plaza 1, 3-й этаж  
**Tel:** (+99412) 497-81-13  
**E-mail:** info@konsis.az **URL:** www.konsis.az



#### Narimanfilm LLC

**Chairman of the Board:**  
Nariman Mamedov

**About the company:** Narimanfilm LLC was established in 1994. In order to provide clients and partners with the best products and services, the company has created a team out of skilled scenario writers, directors, technical workers and designers.

Narimanfilm is one of the advanced providers both in the field of professional video and photo shooting and in realizing new media-technological solutions in selected business spheres.

The company offers a full range of services on production of movie and video materials. There is an Az Cinema Online operating online.

**Address:** 13/5, F.Gurbanov Str., Baku, AZ 1003, Azerbaijan  
**Tel:** (+994 12) 491 63 79; 464 43 06; (+994 50) 216 32 65  
**E-mail:** mail@narimanfilm.az  
**URL:** www.narimanfilm.az; www.azcinemaonline.com

#### ООО «Нариманфильм»

**Председатель правления:** Нариман Мамедов

**О компании:** «Нариманфильм» основан в 1994г. С целью предоставления лучших продуктов и услуг клиентам и партнерам, создана опытная команда сценаристов, режиссеров, техников и дизайнеров.

«Нариманфильм» является одним из самых передовых провайдеров как в области профессиональных видео- и фотосъемок, так и в реализации новых медиа-технологических решений в избранных бизнес-сферах.

Компания предлагает полный спектр услуг по производству кино- и видеопroductions, владеет интернет кинотеатром Az Cinema Online.

**Адрес:** Азербайджан, AZ 1003, г.Баку, ул. Ф.Гурбанова 13/5  
**Tel:** (+994 12) 491 63 79; 464 43 06; (+994 50) 216 32 65  
**E-mail:** mail@narimanfilm.az  
**URL:** www.narimanfilm.az; www.azcinemaonline.com



#### Prime Group Investments & Management

**Chairman:** Mammad A. Abbasbeyli

**About the company:** The main areas of expertise of Prime Group are investments, management and institutional advisory services. The business strategy of the firm is built around sourcing and attraction of investments, outsourced management, investment and project funding as well institutional advisory services to foreign and local entities and organizations, including to government agencies financed by international financial institutions.

**Address:** Ziya Bunyadov Avenue 9A, Baku, AZ1106, Azerbaijan  
**Tel./Fax:** (+99412) 563-59-77 / 73  
**E-mail:** mammad.abbasbeyli@primegroup.az  
**URL:** www.primegroup.az

#### Prime Group Investments & Management

**Председатель:** Маммад Аббасбейли

**О компании:** Основной сферой деятельности компании является предоставление инвестиционного, управленческого и институционального консалтинга. Бизнес-стратегия Prime Group построена на привлечении инвестиций, доверительном управлении бизнесом, вложении инвестиций и финансировании проектов, а также на предоставлении финансируемых со стороны международных финансовых институтов консалтинговых и институциональных услуг международным и местным субъектам и организациям, в том числе и государственным структурам.

**Адрес:** Азербайджан, AZ1106, г.Баку, пр. Зии Буньядова, 9А  
**Тел./Факс:** (+99412) 563-59-77 / 73  
**E-mail:** mammad.abbasbeyli@primegroup.az  
**URL:** www.primegroup.az



#### Beyli Group

**Director:** Mustafa Abbasbeyli

**About the company:** Beyli Group Company that combines different business directions was established in 2012. The Group, which brings together several companies, mainly offers business consulting, as well as legal, human resources, accounting and consulting services in the field of insurance as auxiliary activities, and provides insurance mediation services. The Group offers a wide range of IT solutions, as well as a wide range of services in the field of internet marketing.

**Address:** 9A Ziya Bunyadov Avenue, Baku, Azerbaijan  
**Tel.:** (+99412) 562 90 30  
**E-mail:** mabbasbeyli@beyli.az  
**URL:** www.beyli.az

#### Beyli Group

**Директор:** Мустафа Аббасбейли

**О компании:** Компания Beyli Group, которая сочетает в себе различные направления деятельности, была создана в 2012г. Группа, в составе которой функционирует несколько компаний, предлагает, главным образом, услуги в сфере бизнес-консалтинга, а также юридические, кадровые, бухгалтерские и консультационные услуги в области страхования в качестве вспомогательной деятельности, а также услуги страхового посредничества. Группа также предлагает широкий спектр IT-решений и обширный спектр услуг в области интернет-маркетинга.

**Адрес:** Азербайджан, AZ1106, г.Баку, пр. Зии Буньядова, 9А  
**Тел.:** (+99412) 562 90 30  
**E-mail:** mabbasbeyli@beyli.az  
**URL:** www.beyli.az







**ACE Group Consultants LLC**

**Director:** Asya Chalabova

**About the company:** ACE Group Consultants LLC is a local consulting company which provides services to both public and private sector organisations in the following spheres of activity, respectively: Business Consulting; HR Outsourcing; Project Management in such areas as Energy Efficiency, Renewable Energy, Waste Management, other environmental projects.

Our goal is to provide superior quality consultancy services to meet the clients' requirements, even to exceed their expectations in business.

**Address:** 7th floor, Azure Business Center, 15, Nobel Ave., Baku AZ1025, Azerbaijan  
**Tel.:** (+994 12) 488 68 32  
**Fax:** (+994 12) 488 67 91  
**E-mail:** office@aceconsultants.az  
**URL:** www.aceconsultants.az

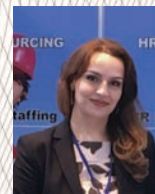
**ACE Group Consultants LLC**

**Директор:** Ася Чалабова

**О компании:** ACE Group Consultants LLC – местная консалтинговая компания, которая предоставляет услуги организациям как государственного, так и частного секторов в следующих сферах деятельности: бизнес-консалтинг; HR-аутсорсинг (кадровый аутсорсинг); управление проектами в таких областях как энергоэффективность, возобновляемая энергетика, управление отходами, другими проектами в области охраны окружающей среды.

Наша цель состоит в предоставлении высококачественного консультационного обслуживания для удовлетворения запросов клиентов, превосходя их ожидания в бизнесе.

**Адрес:** Азербайджан, AZ1025, г.Баку, пр. Нобеля 15, Azure Business Center, 7-й этаж  
**Тел.:** (+994 12) 488 68 32  
**Факс:** (+994 12) 488 67 91  
**E-mail:** office@aceconsultants.az **URL:** www.aceconsultants.az



CONSULTING



**Excelsior Hotel & Spa Baku**

**General Manager:** Turhan H. Poyraz

**About the company:** The Excelsior Hotel & Spa Baku is a beautiful 5 star hotel in Baku city. The hotel is furnished with a mélange of classical architecture and contemporary design elements. It is a hotel with a unique ambiance and distinctive service, enhanced by modern technology.

Located near the cosmopolitan downtown of Baku, the Hotel offers easy access to business, shopping and entertainment centers, while the Airport being 25 minutes away.

**Address:** 2, Heydar Aliyev Avenue, Baku, AZ 1154, Azerbaijan  
**Tel.:** (+994 12) 496 80 00  
**Fax:** (+994 12) 496 80 08  
**E-mail:** info@excelsior.az  
**URL:** www.excelsior.az

**Excelsior Hotel & Spa Baku**

**Генеральный директор:** Турхан Пойраз

**О компании:** Отель Excelsior Hotel & Spa Baku – великолепный пятизвездочный отель в городе Баку. Меблировка отеля представляет собой сочетание классической архитектуры и современных элементов дизайна. Это отель с уникальной атмосферой и превосходным сервисом, поддерживаемым современными технологиями.

Отель, расположенный недалеко от центра города, дает возможность легко добраться до предприятий, торговых и развлекательных центров, а аэропорт находится в 25 минутах езды от отеля.

**Адрес:** Азербайджан, AZ 1154, г.Баку, пр.Гейдара Алиева, 2  
**Тел.:** (+994 12) 496 80 00  
**Факс:** (+994 12) 496 80 08  
**E-mail:** info@excelsior.az  
**URL:** www.excelsior.az



CASPIAN EUROPEAN TOURISM CLUB



**GRAND HOTEL EUROPE**

**General Manager:** Kemal Eratay

**About the company:** Welcome to the Grand Hotel Europe - one of the major landmarks of the city, with a wonderful view to the Caspian Sea. The hotel offers 96 well decorated spacious Deluxe Guest Rooms and Suites, most of them having a marvelous view to the Caspian Sea.

The hotel guests will be impressed by the quality and variety of the international and national specialties served in our Caviar restaurant, Caspian Bar, Capones Nightclub, Olympus Health Club.

**Address:** Tbilisi avenue 1025/30, Baku, AZ1078, Azerbaijan  
**Tel.:** (+99412) 490-70-90  
**Fax:** (+99412) 490-70-96  
**E-mail:** k.eratay@grand-europe.com  
**URL:** www.grand-europe.com

**GRAND HOTEL EUROPE**

**Генеральный Менеджер:** Кемал Эратай

**О компании:** Grand Hotel Europe является одной из главных достопримечательностей города, откуда прекрасно видно Каспийское море. Отель предлагает вашему вниманию 96 Deluxe Guest комнат и номеров с прекрасно выполненной декорацией. Гости отеля будут поражены качеством и разнообразием международного и национального обслуживания со стороны нашего ресторана «Caviar», «Caspian Bar», ночного клуба «Capones», оздоровительного клуба «Olympus».

**Адрес:** Азербайджан, AZ1078, г.Баку, Тбилисский проспект, 1025/30  
**Тел.:** (+99412) 490-70-90  
**Факс:** (+99412) 490-70-96  
**E-mail:** k.eratay@grand-europe.com  
**URL:** www.grand-europe.com



HOTELS



**Holiday Inn**

**Holiday Inn Baku Hotel**

**General Manager:** Anver Baybekov

**About the company:** Holiday Inn Baku is representing InterContinental Hotel Group (IHG), which is considered as the world's one of the largest hotel chain. The newest hotel in the center of Baku, Holiday Inn is set to be the first choice of business and leisure tourists, coming to Azerbaijan, and offers 223 high-class rooms to your service. Holiday Inn Baku is also a perfect place to hold business meetings, corporate events and weddings.

**Address:** 5, Kovkab Safaraliyeva str., Baku, AZ1010, Azerbaijan  
**Tel./Fax:** (+99412) 599-11-00/01  
**E-mail:** info@hi-baku.com  
**URL:** www.ihg.com

**Holiday Inn Baku Hotel**

**Генеральный менеджер:** Анвер Байбеков

**О компании:** Отель Holiday Inn Baku является представителем одной из крупнейших всемирно известных сетей отелей InterContinental Hotels Group (IHG). Новейший отель в центре Баку, предназначенный стать основным выбором деловых людей и туристов приезжающих в Азербайджан, представляет к вашим услугам 223 высокосекционных номера. Holiday Inn Baku также является великолепным местом для проведения деловых встреч, корпоративных мероприятий, а также свадеб.

**Адрес:** Азербайджан, AZ1010, г.Баку, ул. Ковкаб Сафаралиева 5  
**Тел./Факс:** (+99412) 599-11-00/01  
**E-mail:** info@hi-baku.com  
**URL:** www.ihg.com





## Hyatt Regency Baku



**General Manager:**  
Walter Gag

**About the company:** One of the most popular business hotels in the city, Hyatt Regency Baku is a luxury 5 star hotel strategically located close to the main shopping and business areas, as well as the Heydar Aliyev International Airport. With its 159 luxury rooms & suites, Mezzo Restaurant, Armaiti Spa & Fitness Center, Hyatt Regency Baku is a venue for both business and social events, offering variety of meeting, holiday and personalized catering services.

**Address:** 1033 Izmir Street, Baku, AZ 1065, Azerbaijan  
**Tel:** (+994 12) 490 1234  
**Fax:** (+994 12) 490 1235  
**Email:** baku.hotels@hyatt.com  
**URL:** https://baku.regency.hyatt.com/

## Hyatt Regency Baku

**Генеральный Директор:** Вальтер Гэг

**О компании:** Один из самых популярных бизнес отелей города Баку Hyatt Regency Baku является пятизвездочным отелем расположенным близко к главным торговым и деловым районам, а также международному аэропорту имени Гейдара Алиева. Со 159 номерами высшей категории и номерами люкс, рестораном Mezzo, фитнес/спа-центром Armaiti, отель является местом для проведения как деловых, так и социальных мероприятий, предоставляющим различные услуги в сфере организации встреч, праздников, индивидуального кейтеринга.



**Адрес:** Азербайджан, г.Баку, AZ1065, ул. Измира 1033  
**Тел:** (+994 12) 490 1234  
**Факс:** (+994 12) 490 1235  
**E-mail:** baku.hotels@hyatt.com  
**URL:** www.baku.regency.hyatt.com

## "Shahdag Tourism Center"



Closed Joint-Stock

**Chairman:** Rustam Najafov

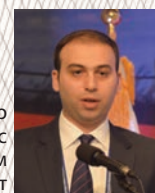
**About the company:** The first ski resort in Azerbaijan located near Shahdag National Park, the largest national park in the country. The resort can be found on piedmont of Shahdag Mountain, surrounded by the mystique charm of unspoiled nature and clean mountain air. Shahdag Mountain Resort is 3 hours drive from the buoyant Baku and less than an hour's journey from Gusar via new Gusar-Laza road.

**Address:** Shahdag Mountain Resort,  
29th km of Gusar-Laza road, Azerbaijan  
**Tel.:** (+99412) 310 11 10  
**Mob:** 1110  
**Email:** info@shahdag.az  
**URL:** www.shahdag.az

## ЗАО «Туристический центр Шахдаг»

**Председатель:** Рустам Наджафов

**О компании:** Первый горно-лыжный центр Азербайджане «Шахдаг» расположен рядом с Национальным Парком Шахдаг, являющимся самым большим национальным парком страны. Курорт находится у подножья горы Шахдаг (гора Большого Кавказа) и окружен мистическим очарованием нетронутой природы и чистым горным воздухом. Горный курортный комплекс «Шахдаг» находится в трех часах езды от Баку и менее часа езды из Гусара по новой дороге Гусар - Лаза.



**Адрес:** Азербайджан, 29 км дороги Гусар - Лаза,  
Shahdag Mountain Resort  
**Тел.:** (+99412) 310 11 10  
**Mob:** 1110  
**Email:** info@shahdag.az  
**URL:** www.shahdag.az

## "Sağlam Ailə" Medical Center



**General Director:** Vugar Eyvazov

**About the company:** "Sağlam Ailə" (Healthy Family) Medical Center, which has a general accredited laboratory, has been providing services to the population since 2003. The clinic is also popular with the youth for introduction of the prenuptial medical check-up.

The work of the laboratory is accredited against ISO 15189:2012 and ISO 9001:2008 standards.

The medical center does preclinical research for its patients. Different types of checkup services are offered for each age group here.

The motto of the clinic is "Today's check-up means healthy family in future".

**Address:** 10 A.Rajabli Street, AZ1075, Azerbaijan  
**Tel.:** (+99412) 910  
**Fax:** (+99412) 541-55-32  
**E-mail:** info@saglamaile.az  
**URL:** www.saglamaile.az

## Медицинский центр "Sağlam Ailə"

**Генеральный директор:** Вюгар Эйвазов

**О компании:** Медицинский центр "Sağlam Ailə" с аккредитованной лабораторией широкого профиля предоставляет населению услуги с 2003 года. Клиника также известна среди молодежи внедрением новой культуры «добрых» обследований.

Деятельность лаборатории аккредитована согласно стандартам ISO 15189:2012 и ISO 9001:2008.

Медицинский центр предоставляет своим пациентам профилактические услуги и различные виды обследований типа "check up" для любой возрастной группы.

Девиз клиники «Сегодняшнее обследование – здоровая семья будущего».



**Адрес:** Азербайджан, AZ1075, ул. А.Раджаблы, 10  
**Тел.:** (+99412) 910  
**Факс:** (+99412) 541-55-32  
**E-mail:** info@saglamaile.az  
**URL:** www.saglamaile.az

## MediStyle Hospital



**Head Physician:** Imran Agayev

**About the company:** MediStyle Hospital was established in 2012 by the leading specialists in the field of medicine, whose staff today consists of a team of professional doctors. The hospital has the brand-new medical equipment. At the hospital you will always be greeted by the smiling staff and each patient is treated individually. The hospital is located in a 6-storeyed building with the area of 4,500 square meters. It has a polyclinic with outpatient services, surgical block, post-operation in-patient clinic and intensive care unit.

**Address:** 116, Academician Hasan Aliyev, Narimanov district,  
Baku, Azerbaijan  
**Tel./ Fax:** (+994 12) 979  
**Mob:** (+994 51) 979 00 00  
**E-mail:** info@msh.az  
**URL:** www.msh.az

## Медистайл Госпиталь

**Главврач:** Имран Агаев

**О компании:** Медистайл Госпиталь был создан в 2012 году ведущими специалистами в области медицины. Сегодня персонал госпиталя это команда профессиональных врачей. Здесь вас всегда встретит улыбающийся персонал, который отнесётся индивидуально к каждому пациенту. Оснащённый современным медицинским оборудованием госпиталь находится в 6 этажном здании площадью 4500 квадратных метров, имеет поликлинику с амбулаторными услугами, хирургический блок, послеоперационный стационар, отделение интенсивной терапии и терапевтический стационар.



**Адрес:** Азербайджан, г.Баку, Наримановский район,  
ул. Академика Гамана Алиева 116  
**Тел./ Факс:** (+994 12) 979  
**Моб:** (+994 51) 979 00 00  
**E-mail:** info@msh.az  
**URL:** www.msh.az





## GRAND HOSPITAL

**Medical Director:** Asiman Hasanov

**About the Company:** "Grand Hospital" started operating on 1 April 2014. This twelve-storey building, possessing a skilled medical staff and equipped with the most advanced facilities to engage in many areas of the medicine, is considered the largest broad-range private medical center in Azerbaijan. The purpose of the system and management are quality of service, effective diagnosis, satisfied customers and a medical staff who loves their job. The motto of the Hospital is 'Health granted from heart'

**Address:** 38, Hasan Aliyev str., Baku, AZ1078, Azerbaijan  
**Tel./ Fax:** (+99412) 599 1117, 1117  
**Mob:** (+99450) 299 1117  
**E-mail:** [info@grandhospital.az](mailto:info@grandhospital.az) [office@grandhospital.az](mailto:office@grandhospital.az)  
**URL:** [www.grandhospital.az](http://www.grandhospital.az)

## GRAND HOSPITAL

**Главный врач:** Асиман Гасанов



**О компании:** "Grand Hospital", начал свою деятельность 1 Апреля 2014 года. Это 12 этажное здание, имеющее профессиональный медицинский персонал и оснащённое самым современным оборудованием для работы во многих областях медицины, считается самым большим частным широкопрофильным медицинским центром в Азербайджане. Целями системы и управления клиники являются качественное обслуживание, эффективная диагностика, довольные пациенты и медицинский персонал, любящий свою работу. Девиз госпиталя – Здоровье, идущее от души!

**Адрес:** Азербайджан, AZ1078, Баку, ул. Ак. Гасан Алиев 38  
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**URL:** [www.grandhospital.az](http://www.grandhospital.az)



## Referans Clinical Laboratory Center

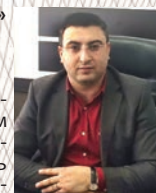
**Director:** Khansiyar Babayev

**About the company:** Referans Clinical Laboratory Center has been operating since 2016 under the motto "Results you receive are not simply figures..." Since its establishment the Lab has stood out for the most modern, fully computer-aided laboratory equipment, skilled doctors team and the possibility of making lab tests in Azerbaijan, which used to be sent abroad before. According to President Ilham Aliyev's order, since 2017 the Laboratory has been providing all types of laboratory services to residents of our regions by means of ASAN Qatar which belongs to ASAN Laboratory.

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**Fax:** + 994 12 310 00 22 (44)  
**E-mail:** [info@referanscllc.com](mailto:info@referanscllc.com)  
**URL:** [www.referanscllc.com](http://www.referanscllc.com)

## Центр Клинической Лаборатории «Реферанс»

**Директор:** Хансыйар Бабаев



**О компании:** Клиническая Лаборатория «Реферанс» функционирует с 2016 года под девизом «Полученный вами результат — это не просто цифры...». Со дня открытия Лаборатория выделялась самым современным, полностью автоматизированным лабораторным оборудованием, профессиональным врачебным коллективом и возможностью проводить в Азербайджане лабораторные анализы, которые ранее посылались в зарубежные страны. Лаборатория «Реферанс», начиная с 2017 года по указу Президента Ильхама Алиева, в составе ASAN Qatar, при ASAN Лаборатории, предоставляет все виды лабораторных услуг жителям наших регионов.

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**URL:** [www.referanscllc.com](http://www.referanscllc.com)



## "Zəfəran Hospital" Medical Center

**Director:** Nadir Novruzov

**About the company:** A wide-range medical center consists of the ambulance departments, a polyclinic, a noninvasive and invasive cardiology and radiology, general, thoracic and cardiovascular surgery, laboratory, reanimation and intensive treatment. A professional medical staff is providing high-quality emergency ambulance services round the clock in the center equipped with the latest advanced facilities. Besides, it provides indoor medical procedures, has a laboratory operating for 24 hours, all types of medical procedures, hospital diagnostic and radiological medical services.

**Address:** 30, Asif Mammadov str., Baku, AZ 1033, Azerbaijan  
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**URL:** [www.zeferanhospital.az](http://www.zeferanhospital.az)

## Медицинский центр "Zəfəran Hospital"

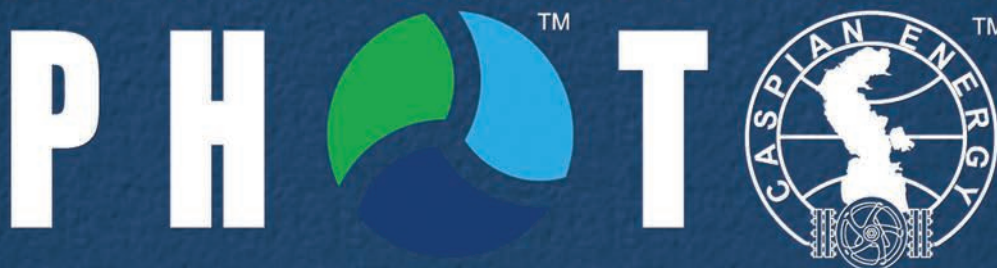
**Директор:** Надир Новрузов



**О компании:** Широкопрофильный медицинский центр состоит из отделов скорой помощи, поликлиники, неинвазивной и инвазивной кардиологии и радиологии, общей, торакальной и сердечно-сосудистой хирургии, лаборатории, реанимации и интенсивной терапии. В центре, оснащенном новейшим современным оборудованием, профессиональный медицинский персонал круглосуточно оказывает высококачественные услуги скорой помощи, домашние медицинские манипуляции. Также 24 часа в сутки доступна лаборатория, все виды медицинских манипуляций, стационарные, диагностические и радиологические медицинские услуги.

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CASPIAN ENERGY



*History described in photos*





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\* минимальная цена по тарифу «бюджет» в одну сторону