

# Working in the GCC:

## Addressing the Legacy of the Credit Crunch

18-19 October, Sheraton Hotel, Abu Dhabi



# Working in the GCC

## Foreword from Gavin English, chairman of ACE's International Business Group

"The impact of the global credit crisis on the respective GCC economies has been a wake up call for developers, consultants, contractors and governments in the region. Over the past ten months nearly US\$2 trillion worth of construction projects have been suspended across the region, which has had a catastrophic impact on some parts of the industry.

Some markets in the region are still offering significant opportunities in particular government-funded infrastructure as governments try to stimulate the economy through heavy investment in transport, education and health infrastructure. Infrastructure development in GCC countries has not kept pace with the rapid economic and population growth in many cases and as such these countries are in dire need of upgrading their infrastructure. So whilst the property sector will be slow, new and existing plans to build more roads, railways, schools and hospitals are all expected to continue in Dubai, Qatar, Abu Dhabi, Kuwait and Saudi Arabia.

This ACE-organised conference will draw together senior engineering and construction professionals working in the region to explore current and future opportunities in the GCC countries, sharing knowledge and lessons learned on the many challenges they face and unite to resolve some of the issues.

I look forward to welcoming you to what I am sure will be an excellent and rewarding conference in Abu Dhabi."

Following on from the successful conferences on working in the UAE over the past two years, ACE is once again returning to the region to host a follow-up conference in 2009 - this time to address the legacy of the credit crunch across the Gulf Cooperative Countries (GCC).

With the slowdown of the construction industry in some parts of the GCC, it remains an inescapable fact that some ACE member firms based in the region are in need of more support and guidance in these challenging times. Risk management, oppressive contracts, payment and litigation are the biggest challenges in the current climate as well as smooth entry strategies into other member countries of the GCC region.

Working in the GCC: Addressing the Legacy of the Credit Crunch will tackle these issues, from the longstanding to the inherently topical. Intended for directors, associates, designers, engineers, contract managers, project managers and legal personnel, the conference aims to equip all delegates with the knowledge to overcome the current challenges as well as provide essential guidance on opportunities and entry strategies to the booming but challenging GCC region.

Speakers will include: Michael Earp, Willis Ltd; Roger Button, Shadbolt and Co LLP; Gavin English, WSP; Andrew Greaves, Trowers & Hamlins LLP; Peter Shaw, Denton Wilde Sapte & Co.; Phil Dowrick, UKTI, and Rod MacDonald, Buro Happold.

At the end of the workshop, each delegate will:

- Be more familiar with legal, insurance, health and safety and other commercial and cultural implications of working in the GCC region
- Keep updated on areas that need to be covered in terms of risk management
- Be more aware of the appropriate forms of consultancy appointment
- Keep updated on developments in areas relating to staffing and health and safety
- Understand business opportunities, pitfalls and challenges in the region
- Be familiar with political risk management and mitigation in the GCC

## Facts and figures: Why ACE's GCC Conference is beneficial to your firm

- The gross domestic product (GDP) total in the GCC region currently stands at around \$1.1 trillion per annum.
- Despite the global recession, the GCC common market remains one of the fastest growing economic areas in the world with a GDP growth of almost 4% in 2009. Analysts expect its share of the world economy to continue to rise and its per capita GDP could be the highest in the world by 2010.
- The region's aggregate construction industry growth is forecast at 7% to 2012. HSBC bank has predicted \$1.5 trillion to be the likely total GCC expenditure on infrastructure over the next decade.
- Reflecting current trends the Middle East was the biggest growth market for 18% of ACE members in 2008 whilst 22% were planning on entering the market and 19% expected to increase activity in the region over the next couple of years.

# Addressing the Legacy of the Credit Crunch

## Programme highlights

### Day one - 18 October 2009

9.20-9.30

ACE IBG Chairman's introduction

Speaker: Gavin English, IBG Chairman, ACE

9.30-9.45

Role of ACE

Speaker: Nelson Ogunshakin, CEO, ACE

9.45-10.25

Overview of Business Opportunities Across the GCC

Work experiences, case studies and industry practice

Speaker: Phil Dowrick, UKTI and Rod MacDonald, Buro Happold

- Saudi Arabia
- Qatar
- Bahrain
- Kuwait
- Oman

10.35-11.15

The Elephant in the Room: Developing and Understanding

Business in Saudi Arabia - Opportunities, Pitfalls and Challenges

Speaker: Phil Dowrick, UKTI and Rod MacDonald, Buro Happold

- Project opportunities
- Entry strategy
- Survival kit

11.40-12.20

Insurance Requirements in the GCC

Speaker: Michael Earp, Willis and representative from Al Futtaim Willis Co LLC

- Types of insurance - commercial, statutory, etc
- Who you can insure with
- Policy coverage
- Policy periods
- Premium levels

1.30-2.00

Contractual Issues - Protecting Yourself in a Difficult Market

Speaker: Roger Button, Shadbolt

- Use of common standard forms of consultancy appointments
- Examples of standard forms and amendments
- Recognising threats to your business
- New forms for alternative procurement

2.10-2.40

The Path Towards Amicable Resolutions with Clients in the GCC

Speaker: Raid Abu-Manneh, Mayer Brown

- Local law implications
- Arbitration-does it suit?
- Dispute avoidance-can it be achieved?

2.50-3.20

Risk Management of Construction Project Delays and Cancellations

Speaker: Daniel Abramson, Zurich

- Historical perspectives and lessons learnt
- Standstill covers
- Project recommissioning

3.45-4.15

Insurance Risk Management

Speaker: Michael Earp, Willis

- The real cost of wrong insurance policy
- What happens if wrong insurance carrier is selected
- Claims handling
- Cover for sub-consultants

4.20-5.00

Insurance and Contract Frustration Workshop

Moderators: Roger Button and Michael Earp

5.30 -7.30

Networking Drinks and Reception

### Day two - 19 October 2009

9.30-10.00

Corporate Compliance in a Difficult Market

Speaker: Neil Broadhead, PWC

- What is corporate compliance and why do you need it?
- Corporate compliance post credit crunch: A GCC perspective

10.10-10.40

Health and Safety Issues

Speaker: Mark Warrington, Bovis Lend Lease

- Health and safety compliance in the GCC
- Build safe UAE
- Tackling health and safety understanding amongst staff
- Health and safety obligations beyond contract termination

10.50-11.20

Regional Commercial Issues

Speaker: Andrew Greaves, Trowers & Hamblins LLP

- Payment
- Responsibility for approvals
- Suspension/termination entitlement
- Overheads and materials increases
- Inflation and currency issues
- Relationships with supply team

11.45-12.10

Alternate Dispute Resolutions in the GCC

Speaker: Peter Shaw, Denton Wilde Sapte & Co

- Alternate Dispute clauses in FIDIC and other contracts
- Practical implications of the current climate
- Pro-active management of a dispute
- Mediation and conciliation

1.30-2.00

Political Risk Management and Mitigation

Speaker: Jolyon Kimble, Sovereign Strategy

- The inevitability of political interference in projects, and how you can make it work for your company
- Understanding the inflexible culture of hierarchy in the Gulf
- Explaining the process to key staff

2.00-3.00

Political and Media Panel Discussion

Moderator: Nelson Ogunshakin, ACE Chief Executive

3.30-4.00

Working in the GCC - A Client's Perspective

Speaker: Gurjit Singh, Chief Property Development Officer, Sorouh Real Estate PJSC

# Booking Form

Delegate Details	
Delegate Name	
Company	
Position	
Address	
Postcode	
Telephone	Fax
Email	

**Please complete and return to:**

Association for Consultancy and Engineering  
 Post: ACE, Alliance House,  
 12 Caxton Street, London  
 SW1H 0QL.  
 Tel: 020 7222 6557  
 Fax: 020 7990 9202  
 Email: nbari@acenet.co.uk  
 Email: sakumiah@acenet.co.uk  
 Book online: www.acenet.co.uk

One day	Please indicate day	
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Early Bird for members (until 14 August)		
<input type="checkbox"/> My firm is an ACE member. Please reserve me a place @ £250	<input type="checkbox"/> 18/10/09	<input type="checkbox"/> 19/10/09
<input type="checkbox"/> My firm is an ACE member. Please reserve me a place @ £350	<input type="checkbox"/> 18/10/09	<input type="checkbox"/> 19/10/09
<input type="checkbox"/> My firm is a non-member. Please reserve me a place @ £450	<input type="checkbox"/> 18/10/09	<input type="checkbox"/> 19/10/09

**Booking conditions**  
 Delegates will be allocated a place on the event once payment has been received. A written confirmation will be sent by email within one week of receipt of payment. [Please note that for this event only credit card payments are acceptable and only in exceptional circumstances will ACE issue invoices.] Please contact the event co-ordinator Naomi Bari about payment via invoice.

Two day
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Early Bird for members (until 14 August)	
<input type="checkbox"/> My firm is an ACE member. Please reserve me a place @ £450	
<input type="checkbox"/> My firm is an ACE member. Please reserve me a place @ £600	
<input type="checkbox"/> My firm is a non-member. Please reserve me a place @ £700	

Delegates can cancel their place at any time, however cancellations must be made in writing to ACE Legal Consultant Sharon Akumiah (email correspondence is acceptable). A full refund will be made if cancellations are received before 14 August 2009 between the hours of 9.00am and 5.00pm. Delegates who cancel between 14 August 2009 and 1 October 2009 between the hours of 9.00am and 5.00pm will receive 50% of the total event fee paid. There will be no refunds for cancellations received after 1st October 2009.

Payment Details	
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Card holder (print name)	Issue number	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Visa	<input type="checkbox"/> Mastercard	<input type="checkbox"/> Solo	<input type="checkbox"/> Electron
<input type="checkbox"/> Switch/Maestro	<input type="checkbox"/> Delta		
Card Number	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Authorisation Signature	Security code	<input type="checkbox"/>	<input type="checkbox"/>
	Start date (if applicable)	<input type="checkbox"/>	<input type="checkbox"/>
	Expiry date	<input type="checkbox"/>	<input type="checkbox"/>
Date <input type="checkbox"/> <input type="checkbox"/> / <input type="checkbox"/> <input type="checkbox"/> / <input type="checkbox"/> <input type="checkbox"/>	Total Amount		

ACE has the right to vary or cancel the event where necessary. ACE will provide a full refund to delegates in the event of cancellation by ACE. ACE will not accept liability for any transport disruption or individual transport delays and in such circumstances the normal cancellation conditions apply.

**Data protection**  
 The personal information provided by you will be held by ACE. Sometimes your details may be used to keep you informed of other ACE events. If you do not wish your details to be used for this purpose please write to: ACE, Alliance House, 12 Caxton Street, London, SW1H 0QL or email events@acenet.co.uk

## Sponsorship

A range of attractive sponsorship opportunities are available for this conference. For more information or general enquiries contact ACE's senior international business executive Naomi Bari at nbari@acenet.co.uk. Please note that the conference programme and venue is subject to change.

