



## **STEP – Technology, Services & Resources**

---

**Global Petroleum Show  
June 11 - 13, 2019  
Calgary, Alberta**

# **TRIP REPORT**



**CONNECTING SASKATCHEWAN BUSINESS WITH THE WORLD**

## Overview/Mission Description

STEP organized the Saskatchewan Zone at the Global Petroleum Show (GPS) in partnership with Trade and Export Development and Energy and Resources. The Saskatchewan Zone was a 600 square foot pavilion with four companies exhibiting and STEP, Trade and Export Development and Energy and Resources sharing 200 square feet. Four other STEP members had their own booths and five other members walked the show. STEP planned a B2B breakfast where members got to meet one-on-one with the largest oil producers from Ukraine and Algeria along with producers from Ecuador, Colombia and Peru. Chris Dekker and Ryan Niemela attended from STEP.

## Summarized Agenda

The move-in dates were June 7<sup>th</sup> through June 11<sup>th</sup>. Most members set up on the 10<sup>th</sup>. The show opened on Tuesday June 11<sup>th</sup> at 10:00 AM. The show's B2B program ran from noon to 5:00. On Wednesday morning, STEP organized a B2B breakfast.

Attending the breakfast were the following:

**Gran Tierra Energy** - based in Calgary, an exploration and production company focused mostly on Colombia and Ecuador

**Perenco** - an active oil & gas producer from Colombia

**ALNAFT**- Algerian National Agency for the Valorization of Hydrocarbon Resources, a state-owned oil & gas producer

**Naftogaz** – a Ukrainian state-owned company that is involved with extraction, transportation, and refinement of natural gas and crude oil

**Frontera Energy** – a Canadian exploration and production company of crude oil & natural gas. They have properties and projects in Colombia, Peru and Guatemala.

**Petrogel** – an Algerian company that specializes in the storage, distribution and marketing of petroleum products and industrial oils.

STEP gave an introduction on the Saskatchewan oil & gas industry. Gran Tierra, Perenco and Frontera presented on what they are looking to procure from Canada. After this, STEP pre-organized 10-minute B2B meetings between each STEP member and each producer.

The show on Wednesday ran from 10:00 to 5:00 and on Tuesday from 10:00 to 4:00.



## CONNECTING SASKATCHEWAN BUSINESS WITH THE WORLD

### Market Information

The show had 53,657 attendees, over 1,000 exhibitors and took up 460,000 square feet. All of these stats were slight decreases from the past few years. The top ten attending countries were: Canada, USA, China, United Arab Emirates, United Kingdom, Russia, Colombia, Algeria, India and Ghana. 41% of attendees reported that they are a “buyer/influencer,” while 22% classified themselves as a “decision maker.”

The market has changed as of March 2020, compared to where it was during the Global Petroleum Show. Oil prices have fallen off of a cliff due to the COVID-19 pandemic and the Russia-Saudi Arabia trade war. WTI Crude is at 22.16 USD/bbl and Brent Crude is at 25.65 USD/bbl. Western Canadian Select is at a historic low of 7.23 USD/bbl, down from 36 USD/bbl just three months ago.

Even before this historic drop, the Alberta oil industry has been struggling, with the government curtailing production and projects being cancelled or postponed. Russia and Saudi Arabia have flooded the market with supply, further hurting the Canadian price. The current COVID-19 pandemic has resulted in travel restrictions, work stoppages, closures and project postponements. The demand for oil is down as a result, not to mention the specific oil projects it affects.

The Alberta and federal governments have responded to the industry crisis. Alberta is waiving fees collected by the Alberta Energy Regulator and has agreed to extend oil & gas tenures that were expiring in 2020, giving the companies more time to raise money. As of this writing, the federal government has indicated that they are preparing a multibillion dollar financial aid package for the domestic oil & gas industry, with as much as \$15 billion included.

### Results

A total of 9 members participated in this mission. 5 had booths, 4 walked the show and they all participated in STEP’s B2B breakfast program. There were 118 trade leads, 5 expected deals and \$350,000 in anticipated sales resulting from the show.

#### Quantitative Results

Trade Leads: 118

Deals in Consummated: 5

# of Companies Participating: 9



## CONNECTING SASKATCHEWAN BUSINESS WITH THE WORLD

# of Companies Represented: 7

Anticipated Sales:\$350,000

### Recommendations

The show's name is now called the Global Energy Show. STEP has decided not to participate in the show in 2020. It is a good event, and I would recommend that relevant members attend. However, STEP will instead focus on a trade mission style of event to replace it. Attendance for the show has declined along with the industry. When things pick up again, this show's attendance will increase as well. As of March 2020, the show has not yet decided if they will re-schedule or cancel due to the COVID-19 pandemic.

### STEP Contact for Further Information

For further information, please contact:

Ryan Niemela

Director, Technology, Services & Resources

306-933-6558

[rniemela@sasktrade.sk.ca](mailto:rniemela@sasktrade.sk.ca)

**Pictures**



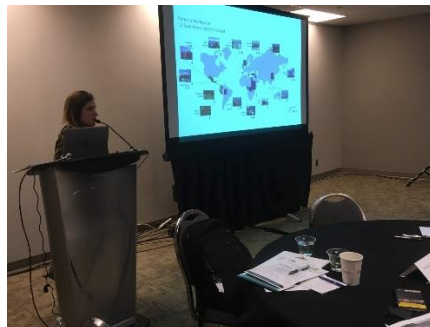
STEP International B2B Breakfast  
B2B Meetings



STEP International B2B Breakfast  
Perenco Presentation



STEP International B2B Breakfast  
Perenco Presentation



STEP International B2B Breakfast  
Frontera Presentation



STEP International B2B Breakfast  
Procurement Presentation by Gran  
Tierra Energy



Saskatchewan Pavilion - Government  
and STEP Space



Saskatchewan Pavilion – STEP  
Member Space



Saskatchewan Pavilion - STEP  
Member Space

Notice to Recipient: The attached information is provided by STEP on the express condition that the recipient of such information waives any and all claims of any nature whatsoever (including any claim based in negligence) that it may now or in the future have against STEP or its officers, directors, employees and agents resulting from or in any way connected with its use or reliance on such information.