

Seven decades of partnership

By WALID AL NADER

KUWAIT COUNTRY CHAIRMAN AND MANAGING DIRECTOR, SHELL



WALID AL NADER has been the Shell Kuwait Country Chairman and Managing Director since 2014. He joined Shell in 2008 as MENA Business Development Director. His role included providing strategic support, services and technologies to a wide range of National Oil Companies across the region. He graduated with a degree in Mechanical Engineering from the Ecole Supérieure de Mécanique Paris in 1991. He holds a Masters in Automated Production from the Ecole Centrale Paris and a MBA from the Ecole des Ponts et Chaussées Paris.

When you see the twinkling lights of Kuwait's landmark buildings or experience the throngs of visitors to its world-class shopping malls, it is easy to forget the traditional maritime industries that powered its economy a century ago.

Back then, the port of Kuwait was the busiest port in the Arabian Gulf. Dhow-building, maritime trading and pearl-diving generated prosperity and status, however the decline of the pearl industry had a marked effect on the economy, not only in Kuwait but across the region.

It was in the face of this decline that Kuwait spotted a new opportunity on the horizon in the form of its natural oil reserves. Using its resourcefulness and trading expertise to take advantage of this major natural resource, by 1946 the State of Kuwait had become an oil-exporting nation.

Today, Kuwait is among the world's ten largest crude oil exporters. The industry has helped to make the country one of the most developed in the region.

Royal Dutch Shell has witnessed first-hand the emergence of modern Kuwait. In 2018 our company was proud to mark seven decades of partnership with the country. From the outset, we have shared a common vision to optimise oil and gas production and to help deliver the capability the industry requires.

Over the decades, Shell has forged close business relations and today our collaborations can be seen in oil trading, lubricants and the supply of liquefied natural gas (LNG).

A trusted partnership

Shell began its operations in Kuwait in 1948 through its stake in Gulf Oil – which owned 50 percent of the Kuwait Oil Company. By the 1960s Shell had established two relationships in the country to market its refined products. In this decade we also began distributing lubricants and providing jet fuel to Kuwait Airways aircrafts, a relationship that continues to this day.

In 2010, Shell entered into an Enhanced Technical Services Agreement (ETSA) with the Kuwait Oil Company (KOC) to help it meet its strategic production targets. This agreement is focused on sharing of our global knowledge, technical innovation and best practices and working

with our partners on developing the skills of Kuwaiti professionals. As part of our relationship with Kuwait Petroleum Corporation (KPC), Shell has also jointly developed new business opportunities, including the supply of LNG, to meet the country's rising energy demands.

Laying new foundations

As a global organisation operating in more than 70 countries, it is crucial that we also have a positive impact on the societies in which we operate, which goes beyond generating energy revenues for the country. In Shell we look to the future and we aim to inspire and develop local capabilities. Through a number of initiatives, we are building relations between Shell's leaders and Kuwaiti talent who will play an important role in the future of the country.

In cooperation with Kuwait's *National Fund for Small and Medium Enterprises*, in 2018 we launched *Intilaaqaqab*, part of our global *LiveWire* programme, to contribute to Kuwait's *National Development Plan, Vision 2035*. Its aim is to support Kuwaiti entrepreneurs and local business development, bring positive social change to communities and generate sustainable job creation.

Looking to the future

We have come a long way in the last 70 years. The world has changed, and we have changed with it, but one thing that has not changed is our commitment to Kuwait. We are privileged to have such a good working relationship with KPC and we hope to see it go from strength to strength.

With our shared history we have an opportunity to do much more. By deepening our partnership with Kuwait, we can help in the drive to meet the needs of Kuwaitis today and support the State of Kuwait and its people in achieving energy security into the future. **E**

Shell in Kuwait

- Shell began operations on 1948
- ETSA with Kuwait Oil Company in 2010
- Strong and enduring relationship with Kuwait Petroleum Corporation