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TOGETHER - DELIVERING SUSTAINABLE ENERGY INFRASTRUCTURE

IPLOCA BOARD MEETING

Athens

27th September, 2026

Membership Committee

Committee Chair: Marcin Przywara

Leadership: Zara Kiziryan, Michael Fakhoury, Andre DeCastro, Jason LaValley, Hakan Kozar, Matthew O'Connell, Bruno Pomaré, Jichang Zhang, Yasar Giregiz



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Internal Online Committee meeting - 25.08.2026

The task for meeting were following:

1. **Membership Recruitment Routes:** Use Routes 1, 2, and 3 to attract new members, with the main focus on Route 1. **DONE**
2. **Supplier & Service Provider Engagement:** Identify and recommend potential members from suppliers of equipment and services. **DONE**
3. **Membership Committee Target:** Achieve at least 3 new memberships per region. **At end of August**
4. **Board Member Outreach:** The Membership Committee will send email each Board Member, requesting the names of 3 companies **DONE**
5. **Contact List Update:** Maintain and regularly update a clear list of active vs. inactive members and non-members. **DONE**
6. **Committee Scope & Responsibilities:** Define the scope of work and responsibilities of the Membership Committee in a simple matrix, to be prepared by Marcin and Georges. **DONE**
7. **East & Far East Informal Group:** Informal focus group managed by Mike. Predict, future strategic plan to develop EFEG. **In Progress**
8. **Startup Memberships:** **In Progress**
9. **Iploca Presence on main industry events, exhibitions:** for example - Gastech Bangkok 26, PLC Berlin 26, ADIPEC 26? **Done**
10. **Name o Committee:** Membership Committee **DONE**
11. **Request Letter from Monter from Croatia-** they sent request to possibility to change region from Europe East to Europe Central. **DONE**
12. **Regional Structure Discussion – In Progress**
13. **Summary and suggestion.**



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1. Membership Recruitment Routes: DONE

Use Routes 1, 2, and 3 to attract new members, with the main focus on Route 1.

2. Supplier & Service Provider Engagement: DONE

Identify and recommend potential members from suppliers of equipment and services.

3. Membership Committee Target: **at end of August**

Achieve at least 3 new memberships per region.

Priority should go to **filling country gaps - East, Middle East & Africa & Far East Regions**

New Joiners from 20 September 2025							
Company Name	Type	Joining Date	Region				
AMPO	Associate Member	27.11.2025	Middle East & Africa				
AVI PROD GRUP SRL	Regular Member	21.05.2026	Europe Eastern		Europe Central	3	
BOTAŞ	Corresponding Member	12.08.2026	Europe Eastern		Europe Eastern	2	
BENDFORCE GMBH	Associate Member	7.07.2026	Europe Central		Europe Mediterranean	5	
BM DRILLING MEXICO SC	Associate Member	26.06.2026	Latin America		Europe Northwest	0	
COATEC S.R.L.	Associate Member	27.11.2025	Europe Mediterranean		Middle East & Africa	1	
FASTRA S. R. O.	Associate Member	6.03.2026	Europe Central		Latin America	1	
I.CO.P. S.P.A. SOCIETÀ BENEFIT	Regular Member	19.03.2026	Europe Mediterranean		America North	4	
Ira A. Fulton Schools of Engineering at Arizona State University	Academic Member	11.08.2026	America North		TOTAL	16	
LK2 S.R.L.	Associate Member	27.10.2025	Europe Mediterranean				
MECWIDE	Regular Member	6.08.2026	Europe Mediterranean				
OPEN GRID EUROPE GMBH	Corresponding Member	2.02.2026	Europe Central		Departures from 20 September 2025		
PIPESENSE LLC	Associate Member	19.02.2026	America North		TOTAL	8	
PUMPCO INC.	Regular Member	21.05.2026	America North				
TEXAS A&M UNIVERSITY-CORPUS	Academic Member	2.04.2025	America North				
VALVITALIA S.P.A.	Associate Member	2.02.2026	Europe Mediterranean				



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4. **Board Member Outreach: DONE**

The Membership Committee sent email each Board Member, requesting the names of 3 companies.

5. **Contact List Update: DONE**

The **membership/prospect matrix** is a live SharePoint file where directors can add, update, and track prospects.

Secretariat maintains the „**master list**“, while directors are responsible for feeding prospects into it.

6. **Committee Scope & Responsibilities: DONE**



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7. East, Middle East & Africa and Far East Informal Group : In Progress

ACTION: Michael will share the list of 123 potential members prospects with the Board - DONE

Suggestion in the Summary

8. New Technology Startup Memberships In Progress

Suggestion in the Summary



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9. Iploca Presence on main industry events, exhibitions : **DONE**

- Modernize and update the existing presentation of Iploca. **DONE**
- Iploca office has prepared a leaflet with a QR code – **DONE**

10. Name of the Committee: **DONE**

Name will be "Membership Committee".

11. Regional Structure Discussion - Request from the Company Monter (Croatia). Possibility to change region from Europe East to Europe Central. **DONE**

The Executive Committee accepted to change the region of MONTER Strojarske Montaže d.d. from Europe Eastern to Europe Central.



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12. Regional Structure Discussion - In Progress

4.6 Membership Committee - Minutes from Paris

„ Marcin Przywara, the Committee Chair, presented the report. On the broader question of regional structure, the Committee's 8 May 2026 review concluded that a full redefinition of regional boundaries needs wider debate. ***Most members favour a case-by-case approach to regional reassignment (as applied to Monter), with the Board deciding on individual requests as they arise.***

A proposal for a revised Europe Central/East structure was presented by Marcin Przywara for further discussion.”

ACTION: Committee to continue developing geographic region proposals, recognizing that the current divisions no longer reflect members' current economic and geographic realities.



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Status of proposal regional structure of changes:

Jason & Andre - North and Latin America ----- No changes

Zara & Yasar & Hakan – Europe Eastern ----- No changes

Mike – Middle East & Africa ----- No changes

Mathhew & Jichang – East & Far East----- No changes

Bruno – Europe Mediterranean & Europe Northwest?----- No changes

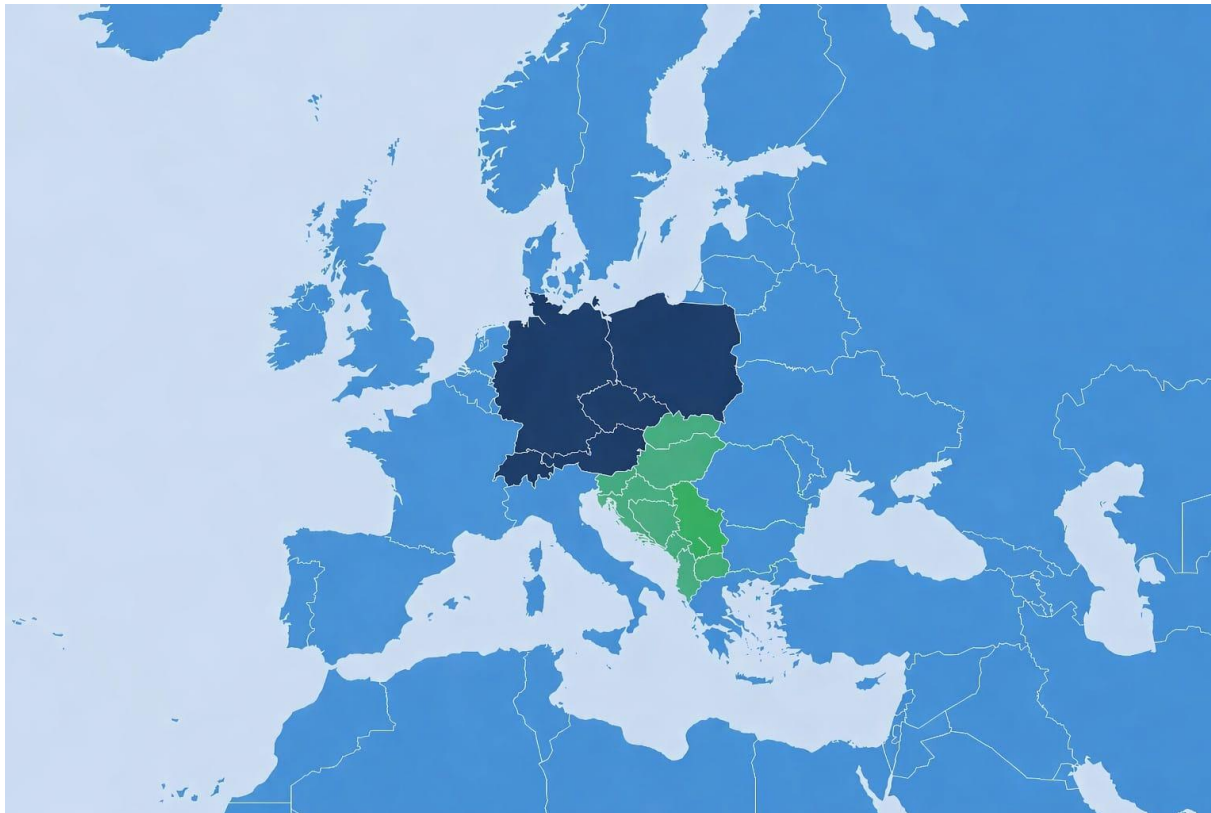
Marcin - Europe Central ----- Proposal is Done



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Structur Proposal of Europe Central and East (Marcin):





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13. Summary.

1. Continue Ambassador programme.

Focus on the East, Middle East & Africa region. Only 14% of IPLOCA members are from these regions. Potential new members in this region (regular and associate).

2. New Technology Startup Memberships - *we found only one member.*

We should create Potential Map of startup member companies.

Insufficient support on social media and the website. Exploitation of Iploca members' networking through the Iploca Office. An Executive Committee decision is needed on how to proceed with the program.

3. It's crucial to take care of a new member in the first year after joining.

Familiarize yourself with their offerings, send inquiries, and connect your internal suppliers to the network.

Creating a special panel in Novel CS and/or RM, e.g., 1 hour for the presentation of 3-4 new member companies. This will attract these companies to participate in the event.



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4. Focus on keeping the members we bring in engaged.

Particularly during their first five years. Getting to know the strategy prepared by Andre DeCastro (in Attachment).

5. Continue developing geographic region proposals, recognizing that the current divisions no longer reflect members' current economic and geographic realities with closer cooperations with Executive Committee.

Conclusion:

I would like to thank all committee members, colleagues and Directors of the Iploca Board and Iploca Office for their commitment and collaboration. The efforts so far have formed a strong foundation for further development. It is crucial to maintain consistency in implementing initiatives, improve internal organization, and build on the experiences gained at international events.

Working on this committee was a great satisfaction for me and my colleagues.

We hope that our successors will build upon these achievements and guide IPLOCA toward continual growth.



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Brain Storming

Thank you for your attention