



Contacts: **Aspen Technology, Inc.**  
David Grip  
AspenTech  
+1 781-221-5273  
[david.grip@aspentech.com](mailto:david.grip@aspentech.com)

**AspenTech Ltd.**  
Ann Morgan  
AspenTech  
+44 1189 226510  
[ann.morgan@aspentech.com](mailto:ann.morgan@aspentech.com)

## **AspenTech Signs New Commercial Agents in Kuwait and Abu Dhabi**

*Arabesque Group and Independent Technical Services (ITS) Further Expand AspenTech Presence in the Middle East*

**BURLINGTON, Mass. – March 3, 2010** -- Aspen Technology, Inc. (NASDAQ: AZPN), a leading provider of software and services to the process industries, today announced the signing of new commercial agents in the Middle East – [Arabesque Group](#), in Kuwait, and [Independent Technical Services](#) (ITS), in Abu Dhabi. The new agents further expand AspenTech’s Middle East presence, following the recent opening of a regional direct sales office in Manama, Bahrain.

- Led by Ahmed Al-Atheri, Arabesque Group has 17 years of experience serving the process industries in Kuwait, including selling aspenONE process optimization tools.
- Led by Saad Bunni, ITS has 15 years of experience serving the oil, gas and utility industries in the United Arab Emirates, including owner-operators and engineering and construction companies.
- AspenTech’s expanded presence in the Middle East builds on a long history of working with the world’s biggest energy and chemical producers. AspenTech customers in the region include Saudi Aramco, SABIC, Abu Dhabi National Oil Company (Adnoc), Abu Dhabi Gas Industries (GASCO), Qatar Gas, and Kuwait National Petroleum Company (KNPC).

### **Supporting Quote:**

*Antonio Pietri, Executive Vice President, Field Operations, AspenTech*

“For more than a decade, AspenTech solutions have been used by Middle East customers representing some of the largest energy producers in the world. We are growing our Middle East presence as investment continues to be made by process manufacturers across our core industries in energy, chemicals and petrochemicals. We will continue to build up our supporting infrastructure to make it easier for more companies in the region to use the industry’s leading solutions for process optimization.”

### **Supporting Resources:**

Links to more information:

- [Arabesque Group](#)
- [Press Release: New AspenTech Office in Bahrain](#)
- [AspenTech Middle East “Engineering Excellence” Series](#)

**Arabesque Group and ITS Contact Information**

Arabesque Group W.L.L.  
Kuwait  
Telephone: +965 22 41 4084

Independent Technical Services (ITS)  
Abu Dhabi – U.A.E.  
Telephone: +971 26 21 0650

**AspenTech Middle East Office**

Bahrain Financial Harbour  
West Tower, Building 1459  
Road 4626, Block 346  
Area 6, P.O. Box 20705  
Bahrain, Manama  
Phone: +973 17 50 3000

**About AspenTech**

AspenTech is a leading supplier of software that optimizes process manufacturing – for energy, chemicals, pharmaceuticals, engineering and construction, and other industries that manufacture and produce products from a chemical process. With integrated aspenONE solutions, process manufacturers can implement best practices for optimizing their engineering, manufacturing and supply chain operations. As a result, AspenTech customers are better able to increase capacity, improve margins, reduce costs and become more energy efficient. To see how the world’s leading process manufacturers rely on AspenTech to achieve their operational excellence goals, visit [www.aspentech.com](http://www.aspentech.com).

###