

18th Annual BBSPA Conference

May 3-4th, 2012, the Marriott Hotel, Vienna

Argus Media
 Albpetrol
 BP Gas & Power
 BBSPA
 Central European Gas
 Hub AG
 Covington & Burling LLP
 DG Energy, European
 Commission - Unit Inter-
 national Market I – Networks
 and Regional Initiatives
 DG Energy, European
 Commission - Unit B3 -
 Coal and Oil
 E.ON AG
 E.ON Ruhrgas AG
 EGL
 Enel Trade
 Energy Regulatory Au-
 thority of Greece
 Erste Bank
 Gaz-System S.A.- the
 Polish Transmission Sys-
 tem Operator
 Georgia for Transit De-
 velopment, Transparency
 and Regional Integration
 Organization
 Green Energy Innovation
 Alliance
 IA-SEE
 JBC Energy
 Makpetrol
 Ministry of Economy,
 Family and Youth of
 Austria
 Ministry of Ecology and
 Natural Resources of
 Ukraine
 Gazprom Neft
 Nord Stream AG
 Oil and Gas Exploration
 & Production PLC
 PetroleumDevelopment
 Consultants
 Petroleum Management
 Academy
 PFC Energy
 Platts
 Plinacro
 RULG - Ukrainian Legal
 Group
 RWE Supply & Trading
 GmbH
 Schlumberger
 Siemens AG
 Sterling Resources Ro-
 mania
 TXM Oil and Gas Explo-
 ration Ltd/Falcon Oil &
 Gas
 TAP
 Wood Mackenzie



Market Opening

Peter Arp
 Vice President Sales
 Central/Eastern Europe
 E.ON Ruhrgas AG



Gas Hubs

Gottfried Steiner
 Chief Executive Officer and
 Chairman of the Board
 Central European Gas Hub



**Upstream
 Ukraine**

Irina Paliashvili
 President & Senior
 Counsel
 RULG – Ukrainian Legal
 Group



**Upstream
 Romania**

Mark Beacom
 Vice President and
 General Manager
 Sterling Resources Romania



**Trans-European
 Infrastructure**

Zoltan Deak
 Policy Officer, Unit B.1
 DG Energy
 European Commission



**Energy
 Solutions**

Leif Christian Cropp
 Head of Emerging
 Businesses
 E.ON AG



Nord Stream

Jens Lange
 Head of Permitting for
 Germany
 Nord Stream AG



**Gas Supply
 Infrastructure**

Vladimir Djurovic
 Head of Development
 Department
 Plinacro



Shale Gas

Andras Jenei
 Advisor to the CEO, TXM
 Oil and Gas Explo-
 ration/Falcon Oil & Gas,
 Head of CFPA Energy
 Workshop



**Offshore Safety
 Regulations**

Eero Ailio
 Deputy Head of Unit B.3
 DG Energy
 European Commission



**Gas Sector
 Outlook**

Erik Kolstö
 Head of Commercial Man-
 agement Supply & Capa-
 city Russia
 RWE Supply & Trading



**Southern
 Corridor**

John Roberts
 Energy Security Specialist
 Platts



Gas Markets

Luigi Santilli
 Head of Gas
 Enel Trade



**Privatization &
 Restructuring**

Michael Thomadakis
 Member of the Board
 Regulatory Authority of
 Greece (RAE)



**Gas & Power
 Markets**

Matt Monteverde
 Senior Analyst
 Argus Media



**Gas
 Interconnections**

Janez Kopač
 Former Director General of Di-
 rectorate for Energy
 Ministry of Economy of the Re-
 public of Slovenia



**EU Gas Sector
 Competition**

Lars Kjølbye
 Attorney
 Covington & Burling LLP



**Unconventional
 Gas**

David Aron
 Managing Director
 Petroleum Development
 Consultants



**Gas Supply
 Diversification**

Liana Jervalidze
 Expert on Energy and Re-
 gional Issues, Georgia for
 Transit Development,
 Transparency and Re-
 gional Integration Organi-
 zation



**Mergers &
 Acquisitions**


Heimo Stauchner
 Head of Energy & Natural
 Resources, Investment
 Banking
 Erste Group Bank AG



• Company activities and performances, case studies of upstream projects implementation • Conventional and unconventional oil & gas developments in Europe and the BBS region • Exploration in mature areas • Hydrocarbon potential of the Balkans and Black Sea area • New technologies in horizontal and deep water drilling, oil and gas fields stimulation and recovery enhancement • Oil and gas exploration and production activities • Shale gas projects update • Innovations and new techniques in exploration and production

8:55-9:10  **Opening Address by D.I. Christian Schönbauer, Director General, Head of Department Energy and Mining at the Federal Ministry of Economy, Family and Youth of Austria**

Session Chairman: Hans Hutta, Petroleum Management Academy


9:10-9:35  **Sterling Resources Romania**
Romanian Black Sea – Ready for Success?
Mark Beacom, Vice President and General Manager, Sterling Resources Romania

- Current situation
- Potential for growth
- Challenges to achieve success
- Predictions for the Romanian Black Sea


10:00-10:25  **Erste Group Bank AG**
Update on M&A Activity in the Oil & Gas Sector
Heimo Stauchner, Head of Energy & Natural Resources, Investment Banking, Erste Group Bank AG

- Oil & gas market update
- M&A activity throughout the sector
- CEE/SEE focus

9:35-10:00 **Petroleum Management Academy**
Upstream Potential of the Black Sea, Hans Hutta, General Manager, Petroleum Management Academy


10:25-10:50  **Ministry of Ecology and Natural Resources of Ukraine**
New Ukrainian PSA Black Sea Tenders
Dr. Volodymyr Ignashchenko, Counselor to the Minister of Ecology and Natural Resources of Ukraine, member, PSA Inter-Agency Committee of Ukraine

10:50-11:20 Coffee Break


11:20-11:45  **Petroleum Development Consultants**
The Potential for Unconventional Oil & Gas in Europe
David Aron, Managing Director, Petroleum Development Consultants

- What are the issues that determine the potential?
- Are there really lessons to be learnt from North America?
- What and where are the main opportunities?
- What are the main obstacles?

12:10-12:35  **TXM Oil & Gas**
Upstream Shale Gas Developments in the CEE-Caspian Region
Andras Jenei, Advisor to the CEO, TXM Oil and Gas Exploration Ltd/Falcon Oil & Gas, Head of CFP Energy Workshop, Center for Fair Political Analysis

11:45-12:10  **Wood Mackenzie**
The Outlook for Central and Eastern Europe's Upstream Sector, Heather Nicolson, Analyst – European Upstream Research, Wood Mackenzie

- An overview of the notable events in the Central and Eastern Europe upstream sector in 2011
- What do we expect to see in 2012?

12:35-13:00  **Schlumberger**
Doug Bentley, European Unconventional Resources Manager, Schlumberger

13:00 - 14:00 Lunch

Session 2: Legal and Regulatory Regime

• Competition regulations • EU oil and gas environmental regulations • Fiscal aspects of exploration and production activities • Implementation of third-party access in gas storage and gas transit • Legal, regulatory and institutional frameworks of upstream and downstream activities • Partnerships in upstream and downstream activities. Cooperation between NOC and IOC • Policies for competitive markets development • Regulation incentives for investments in infrastructures • EU Mandate for External Energy Policies and Projects • Third energy package implementation

Session Chairman: Valentin Kunev, BBSPA

14:00-14:25  **DG Energy, the European Commission**
EU Offshore Safety Initiative
Eero Ailio, Deputy Head, Unit B3 - Coal and Oil, DG Energy, European Commission

- Macondo incident
- EU assessment of the incident
- EU safety proposal based on best industry practices
- The legislative process of the proposal and its engagement in the North Sea, in the Black Sea and the Mediterranean

14:50-15:15  **DG Energy, the European Commission**
New Draft Regulation on Guidelines for Trans-European Energy Infrastructure, Zoltan Deak, Policy Officer, DG Energy - Unit B.1, Internal Market I: Networks & Regional Initiatives, European Commission

- Investment challenges for the EU Energy Networks to fulfil EU Energy Policy Goals (Competitiveness, Sustainability and Security of Supply)
- New vision for Trans-European Networks – Energy (TEN-E) – Identification of Projects within Priority Corridors and Regional Groups
- Methodology for the Implementation of Projects of Common Interest – criteria and indicators
- Measures Facilitating the Implementation of Projects – permit granting, regulatory treatment and financing

14:25-14:50  **RULG-Ukrainian Legal Group**
Legal Framework for Upstream Activities in Ukraine
Irina Paliashvili, Managing Partner, RULG-Ukrainian Legal Group

- Latest developments in the legal regime for the onshore and offshore upstream activities
- Radical changes in the Licensing Regime and regulatory bodies
- Legal instruments for investing in Ukraine's upstream sector
- Unconventional Gas
- Production Sharing ("PSA") Regime: Government changes the rules of the game; update on PSA Tenders for Yuzivska and Olesska Subsoil Areas

15:15-15:40  **Covington & Burling LLP**
EU Competition Law Enforcement in the Gas Sector
Lars Kjølbjøl, Attorney, Covington & Burling LLP


- Long-term contracts with suppliers and customers
- Access to pipelines
- Joint production and selling
- Interplay with EU external energy policy


15:40 - 16:10 Coffee Break

16:10-16:35  **GAZ-SYSTEM S.A. Gas Transmission Operator**
Developing Natural Gas Infrastructure In Central Europe - From Isolation to Market Opening and Integration
Piotr Kuś, Director, Brussels Office, Gas Transmission Operator GAZ-SYSTEM S.A.

Session 3.1: Infrastructure, Markets and Prices Downstream Oil

• Investing in oil infrastructure • Oil demand and supply scenarios • Oil markets and prices – diverging or converging trend • Oil pricing - views of regulators, investors, traders, suppliers and consumers • Oil products consumption dynamics • Refining in South-East Europe • Russian and Caspian crude oil exports update • Market opening and liberalization


16:35-17:00  **PFC Energy**
Eastern Mediterranean Downstream Developments
Marc Seris, Senior Director Downstream and Petrochemicals Group, PFC Energy

17:00-17:25  **JBC Energy**
Alexander Pögl, Head of Business Development, JBC Energy

• Investing in gas infrastructure • Gas demand and supply scenarios • Gas pricing - views of regulators, investors, traders, suppliers and consumers • Russian and Caspian pipeline projects update • Diversification of routes and sources of gas supplies : gas pipeline projects update, relationship between gas interconnections, gas storages and major supply routes • Gas markets outlook • Spot and long term gas supplies • Gas storage and hub developments in Europe • Market opening and liberalization

Session Chairman: Julian Bowden, BP Gas & Power

9:00-9:25 Central European Gas Hub AG
Development of a Gas Hub in Central Europe, Gottfried Steiner, CEO and Chairman of the Board, Central European Gas Hub



- Development of the Central European Gas Hub
- Balancing as the driver for trading activities
- Regional cooperation and coupling of gas markets

9:50-10:15 Ministry of Economy of the Republic of Slovenia
New Interconnections - Slovenia on a Crossroad, Janez Kopač, ex-Director, General of Directorate for Energy, Ministry of Economy of the Republic of Slovenia



- South Stream
- North-South Interconnections Initiative
- Adriatic initiative

9:25-9:50 RWE Supply & Trading
Outlook of the Gas Sector in CEE
Erik Kolstö, Head of Commercial Management Supply & Capacity Russia, RWE Supply & Trading



- Development of the CEE gas markets
- Current market conditions
- Future perspectives

10:15-10:40 E.ON Ruhrgas AG
Market Opening as a Driving Force, Peter Arp, Vice President Sales Central/Eastern Europe, E.ON Ruhrgas AG



- SEE is a growing region
- Regulation and infrastructure to be developed
- Pricing still partly decoupled from western Europe
- Market opening drives efficiency and progress


10:40-11:10 Coffee Break

11:10-11:35 Nord Stream AG
Nord Stream: A Major European Infrastructure Project Well Underway
Jens Lange, Head of Permitting for Germany, Nord Stream AG



- Meticulous compliance & permitting
- State-of-the-art technical solutions
- Thorough construction process
- Safe and reliable operations

12:00-12:25 Georgia for Transit Development, Transparency and Regional Integration Organization
Diversification of Routes and Sources of Gas Supplies from Georgia's Perspective, Liana Jervalidze, Research Fellow, the International School of The Caucasus Studies, Ilia State University, Expert on Energy and Regional Issues, Georgia for Transit Development, Transparency and Regional Integration Organization




- Gas Pipeline Projects Update
- Relationship Between Gas Interconnections, Gas Storages and Major Supply Routes
- Updating LNG -AGRI Project on the Black Sea

11:35-12:00 Plinacro
Integration of SEE into the European Natural Gas Flows And Markets Through the Development of New Projects and Gas Systems
Vladimir Djurovic, Head of Development Department, Plinacro



- Different levels of development of gas transmission systems and natural gas markets in the SEE countries
- Several planned supply projects in SEE (South stream, Nabucco, TAP + IAP, LNG)
- New supply projects are the opportunity for development of GT systems in SEE countries
- Through the development of new projects and gas transmission systems to the integration of SEE in the European gas flows and natural gas market

12:25-12:50 Platts
Southern Energy Corridor, John Roberts, Energy Security Specialist, Platts



12:50 - 14:00 Lunch

• Investment opportunities for gas-fired power generation • Impact of gas prices and capital investments on gas & power projects development • Privatization and restructuring in the gas and power sector • EU cogeneration policies as a strategic European energy choice • Status of existing power generation projects • Power generation as a major driver of gas demand • Gas & power supply / demand trends in Europe and globally • Current outlook of the gas & power sector in Europe

Session Chairman: Naske Afazolli, Senior Advisor for Gas Supply and Power in SEE, EGL

14:00-14:25 Argus Media
European Gas and Power Prices and Supply Dynamic
Matthew Monteverde, Senior Analyst, Argus Media




- Interrelation between European gas and power prices
- Gas pricing and power supply dynamics following the March 2011 earthquake in Japan and the ongoing European economic concerns
- Oil-indexation versus market pricing

14:50-15:15 E.ON AG
Decentralized Energy Solutions in Europe
Leif Christian Cropp, Head of Emerging Businesses, E.ON AG




- The challenges of the 'Energiewende'
- Key success factors
- How to run an efficient sales business

14:25-14:50 Enel Trade
European Gas Market: Trends and Challenges in a Changing Global Scenario
Luigi Santilli, Head of Gas, Enel Trade




- European gas market trends and key drivers
- Arising challenges for gas players in the short/medium term
- Long-term perspectives

15:15-15:40 Energy Regulatory Authority of Greece (RAE)
Power Generation as a Major Driver of Gas Demand and Privatization and Restructuring in the Gas & Power Sector
Michael Thomadakis, Member of the Board, Energy Regulatory Authority of Greece (RAE)



15:40-16:10 Coffee Break

16:10-16:35 Siemens AG
SGT5-8000H / Irsching 4 - Siemens's Latest Gas Fired Power Generation Technology, Ingo Harzdorf, Fossil Power Generation Division, Products, Siemens AG Energy Sector




- The new SGT5-8000H gas turbine - long and significant R&D spending with iSiemens Energy
- Higher operational flexibility required in deregulated market environment
- World record of 60,75 % combined cycle efficiency

17:00-17:25 TAP
Trans Adriatic Pipeline's Role in Improving Security of Gas Supply in South Eastern Europe - Strategic Partnership with Ionian Adriatic Pipeline, Dr. Lutz Landwehr, Commercial Director, Trans Adriatic Pipeline



- Enhancing security of supply
- Helping the development of regional energy markets
- Providing a cleaner source of energy
- Ensuring energy security at no added cost

16:35-17:00 EGL
Naske Afazolli, Senior Advisor for Gas Supply and Power in SEE, EGL



17:25-17:50 BBSPA
Gas & Power Markets in the BBS Region
Valentin Kunev, Manager, BBSPA



- Power production profiles by fuel in the BBS region: status-quo and trends
- Gas-fired power production in the region
- Private and state ownerships in the gas and power sectors in the BBS region: production, transmission and distribution

Every year we mark the end of the Annual Conference with a visit to a classical music performance. This year's suggestion is the Wiener Symphoniker with Arabella Steibacher on the violin, directed by David Afkham, playing works by Beethoven, Berg and Shostakovich at the musikverein.

If you would like to book a ticket, please mark so on the registration form

19:30 Visit to the Musikverein