

# 14<sup>th</sup> Annual Conference

## 8-9 April 2008

### Hotel LeMeridien – Budapest - Hungary

**BBSPA**



#### UPSTREAM AND SUPPLY



**Hans Hutta**  
OMV

**Mehmet Uysal**  
TPAO

**Michael Burchell**  
CBM Oil

**Martin Schwedler**  
Raiffeisen  
Investment AG

Black Sea Upstream

TPAO

Ukraine Offshore

Successful Dealmakings

#### Exploration for New Discoveries and Oil Production Enhancement

- Exploration Activities and UGS Development
- Impact of Technology on Exploration in the Black Sea
- Marginal Oil Field Development
- Exploration and Production Activities in Balkan and Black Sea Region
- Onshore and Offshore Developments and Farm-in and Farm-out Dynamics
- New Discovery Versus Oil Recovery
- Indigenous Production Oil Recovery
- Deep Water and Frontier Explorations
- Risks and Opportunities in South East Europe

#### Presentations from:

AMBO

ANRE

Black Sea Trade & Development Bank

BP

Bulgarian Energy Regulatory Commission

CBM Oil plc

DG TREN

Edison Gas

Egaz Degaz

EGL

Energy Community Secretariat

Energy Intelligence

European Commission

Freshfields

Hungarian Energy Office

Hungarian Petroleum Association

JBC Energy GmbH

JV HELPE S.A. - THRAKI S.A.

KPMG

MOL

OMV

Oxford Institute for Energy Studies

PETROM

Petromarket RG

PFC Energy

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Plinacro

Raiffeisen Investment AG

Schlumberger

Total

TPAO

Ukraine Legal Group

Wood Mackenzie

World Bank

More on conference and speakers at

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#### INFRASTRUCTURE AND MARKETS

GAS

OIL



**Julian Bowden**  
BP

**Olivier Gouraud**  
Total

**Johannes Benigni**  
JBC Energy

**Julia Nanay**  
PFC Energy

Black Sea Downstream

Supply Diversification

Gas Markets

Oil Supplies

#### Oil & Gas Demand, Supply, Transit and Prices

- Competitive Dynamics of Oil and Gas Supply Options
- Gas Prices and Linkage to Oil
- European and Global Oil and Gas Supply/Demand Scenarios and Perspectives
- Russian and Caspian Oil and Gas Supplies and Projects
- Gas-to-Gas Competition by LNG and Pipeline
- Security of Supply
- Supply and Transit Projects in the Balkans
- Diversification of Supply Sources and Diversification of Supply Routes
- Black Sea Crude Oil Export and Bosphorus By-Pass
- Role of Storage in Declining Gas Production Environment
- Crude Oil and Products Markets in Russia and South East Europe
- Gas Markets and Private Investments
- Existing and Planned Transit Routes
- New Concepts in Oil Field Re-Development

#### LEGAL AND REGULATORY REGIME



**Nikolay Pavlov**  
Bulgarian Energy Regulatory Commission

**Irina Paliashvili**  
Ukraine Legal Group

**György Wilde**  
Hungarian Petroleum Association

**Sebastian Lawson**  
Freshfields

Gas Regulation

Ukraine Upstream

Opportunities in Hungary

Cross-border Pipelines

#### International Laws and Legal Frameworks

- Long Versus Short Term Gas Supply Contracts
- National and International Laws and Regulations in Upstream and Downstream Oil & Gas Activities
- EU Policies and Internal and External Regulations
- Investments and Legal Frameworks
- EU Third Energy Package
- PSA and Licensing Regimes
- Legal Issues on Cross-border Pipeline Projects

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08:00 – 09:15 registration and coffee

09:15 – 09:30 Opening address Mr. István Pataki, Vice-President, **Hungarian Energy Office**

**Session 1: Upstream and Supply**  
09:30 – 13:00

Chairman: **Hans Hutta, OMV**



**Key note speech**

**Schlumberger**

“Impact Of Technology On Exploration In The Black Sea”, Satish Pai, President Europe, Africa & Caspian Schlumberger



**OMV**

“Black Sea Exploration Activities”, Hans Hutta, General Manager, OMV Bulgaria

- The exploration activities in Black Sea areas;
- Deep sea exploration in Block Varna;
- Activities and results.

**Petrom**

“Oil Recovery In Romania And The Region”, Spencer Coca, Director of Reservoir Division, Petrom



**TPAO**

“TPAO Exploration And Production Activities In Balkan And Black Sea Region”, Mehmet Uysal, Chairman of the Board and A. President, TPAO

*11:00 Coffee break*



**CBM Oil plc.**

“Ukrainian Upstream Offshore Developments”, Michael Burchell, Executive Chairman and Chief Executive, CBM Oil plc



**Wood Mackenzie**

“South East Europe - Attracting Renewed Interest”, Dr. Rhodri Thomas, Managing Consultant, Wood Mackenzie

The promise of field redevelopments, untested exploration potential, unconventional resources, energy market liberalization and a position in key transit countries is attracting the attention of a range of companies to South East Europe. The talk will address:

- Where is the interest focused and what are the opportunities?
- Who is interested and what are they doing?
- What are the key risks for companies and governments?
- How attractive is the area compared to other oil and gas regions?



**Raiffeisen Investment AG**

“M&A Opportunities In The Energy Field In The Region And Successful Dealmaking In The Oil & Gas Field”, Martin Schwedler, Member of the Executive Board, Raiffeisen Investment AG



**OMV**

“OMV’s Marginal Oil Fields Development Technology”, Markus Oberndorfer, OMV



**JV HELPE S.A. - THRAKI S.A.**

“The Developments In The Transportation Of Oil From Russian And The Caspian Sea Region”, Christos Dimas, Director, JV HELPE S.A. - THRAKI S.A.



13:00 Lunch sponsored by

**GAS**

**Session 2: Infrastructure, Markets and Prices**  
14:00 – 19:30

Chairman: **Julian Bowden, BP**



**Key note speech**

**Oxford Institute for Energy Studies**

“Gas Prices - Consequences For Demand Of Continuing Linkage To Oil; Pipeline gas and LNG - competition between sources or for sources?”, Dr. Jonathan Stern, Director of Gas Research, Oxford Institute for Energy Studies



**KPMG Hungary**

“Natural Gas Market Overview Of CEE And CIS”, Peter Kiss, Partner KPMG Hungary, Head of sector Energy, KPMG in Central and Eastern Europe

- Understanding the dynamics of the natural gas demand of Western Europe and the CEE Region;
- The importance of natural gas in the CIS countries;
- Existing and planned transit routes;
- The role of strategic natural gas storage facilities in the supply security of the CEE countries;
- Think regional: Cross-border co-operations.



**BP**

“Downstream Black Sea”, Julian Bowden, Black Sea and Caspian Down Stream Business Development, BP



**Edison Gas**

“Trans-Balkan Gas Pipelines”, Mario Cumbat, International Business Development Manager, Edison Gas

- Update of Edison IGI project (gas pipeline interconnection Greece-Italy);
- Overview of the importance of IGI in the area and as new alternative for gas supply to Europe.



**World Bank**

“World Bank’s Perspective On The Role Of Gas And Energy Projects In South East Europe”, Franz Gerner, Senior Gas Economist, The World Bank

- The emerging energy supply and demand gap in South East Europe (SEE) and the role of natural gas;
- The EC Gas Ring - A viable concept to increase gas utilization in SEE;
- Barriers and challenges to gas market developments in SEE and the role of international finance institutions to provide financing and mitigate risks for private investors.

**JBC Energy GmbH**

“East & West European Natural Gas Markets”, Matija Zlamalik, Senior Analyst and Consultant, JBC Energy GmbH

- The future European supply gap & its implications for suppliers and consumers;
- EU diversification aspirations & market realities;
- Russia’s natural gas pipeline policy;
- Gas hub Turkey; Ankara’s role in secure European supply.



**EGL**

“Trans-Adriatic Pipeline”, Juerg Brumann, Head of Sales South, Gas Division, EGL

*16:20 Coffee break*



**Total**

“Diversification Of Supply Sources”, Olivier Gouraud, Business Development Europe Africa, Total

- Gas deficit in the 2015/2020;
- The requirement of long term gas supplies and associated infrastructure;
- The way LNG or pipe gas can contribute to such perspective.



**Energy Intelligence**

"Central Asian Gas Supply Scenarios", Mike Ritchie, Energy Intelligence

- Turkmenistan: Regional giant wakes up;
- Uzbekistan: Opening the door;
- Kazakhstan: Building up resources;
- Azerbaijan: Ready to roll;



**Plinacro**

"New Croatian Gas Transmission System And Its Potentials", Vladimir Đurović, Head of Development Department, Plinacro

- The five year investment cycle (2002-2007);
- The new investment cycle (2007-2011);
- Existing and new supply directions in the neighboring countries;
- Nabucco, South Stream, TAP, Adria LNG;
- Croatian potential for regional gas supply and transit.



**Platts**

topic to be specified, Jonh Roberts, Energy Security Specialist, Platts



**Hungarian Energy Office**

"Gas Market Overview In Hungary", István Pataki, Vice-President, Hungarian Energy Office

**MOL**

"NETS, Infrastructure Development Through Regional Cooperation", speaker to be specified

**Egaz Degaz**

"Gas Distribution", Antoine Jourdain, Vice president, Egaz Degaz

*"Evolution Of Russian Oil And Gas Exports"*

*Expected presentation on behalf of Ministry of Industry and Energy of Russian Federation*

20:00 Dinner sponsored by **Schlumberger**

9<sup>th</sup> April 2008 Wednesday

**OIL**

**Session 2: Infrastructure and Markets**  
09:00 – 10:50



**Key note speech**

**PFC Energy**

"Russian And Caspian Oil Supplies", Julia Nanay, Senior Director, PFC Energy

- Outlook for Bosphorus Bypass pipelines.



**Petromarket Research Group**

"Crude Oil And Products Markets In Russia", Dr. Yakov Ruderman, General Director, Petromarket RG

- Alternative: to export or to process crude oil in Russia?
- Refineries condition and Russian oil products quality;
- Black Sea export route: infrastructure and flows;
- Russia's oil balances up to 2015: production, processing, export;
- Construction of new refineries and development of oil products export infrastructure.



**AMBO**

"AMBO Oil Pipeline Project", Ted Ferguson, President & CEO, AMBO



**Schlumberger**

"New Integrated Oilfield Re-Development Concepts", Norbert Heitmann, Integrated Project Manager for Continental Europe, Schlumberger

- Managing mature oilfields;
- Integrated production optimization;
- Managing risks through alliances;
- Principles for successful alliances.

10:20 Coffee break

**Session 3: Legal and Regulatory Regime**  
10:45 – 13:10

Chairman: Valentin Kunev, BBSPA



**Bulgarian Energy Regulatory Commission**

"Gas Market Structure", Nikolay Pavlov, Member, Bulgarian Energy Regulatory Commission



**Energy Community Secretariat**

"Advantages Of The Implementation Of The Treaty, Establishing The Energy Community From The Investor's Perspective; Example: Energy Community Ring", Alfred Schuch, Head of Hydrocarbons Unit, Energy Community Secretariat

- See regional gasification study – Energy Community Ring;
- Investors situation:
  - without treaty establishing the Energy Community
  - improvement by implementation of treaty
- Process of implementation/achievements;



**Romanian Energy Regulatory Authority**

"Regulatory Aspects Of The Romanian Natural Gas Sector", Gheorghe Buliga, Advisor of the Vice-president, ANRE



**Freshfields**

"Legal Issues On Cross-border Pipeline Projects" Sebastian Lawson, Senior Associate, Freshfields

- Making the project bankable - getting the documentation right;
- Corporate and tax structuring;
- The role of IGAs and HGAs;
- The EU dimension;
- Article 22 exemption applications;
- Complying with environmental principles.



**Ukraine Legal Group**

"Ukraine's Legal Framework For On-Shore And Off-Shore Upstream Development", Dr. Irina Paliashvili, President and Senior Counsel, Ukraine Legal Group

- Two alternative regimes: Licensing Regime and PSA Regime;
- Legal Basis for the Licensing Regime and key tendencies in 2007 and 2008;
- Legal Basis for the PSA Regime and key tendencies in 2007 and 2008;
- The Government of Ukraine plans for the development of oil and gas sector.



**Hungarian Petroleum Association**

"Regulatory Framework In The Upstream And Downstream Activities In Hungary", Dr. György Wilde, Secretary General, Hungarian Petroleum Association

- Exploration and production concession rights, eight companies active in Hungary;
- Free regime for refining activities;
- Retail;
- Excise tax act in oil industry;
- Products quality and environmental protection regulations.

**Black Sea Trade & Development Bank**

"Energy Projects Portfolio In The Region", Gueorgui Horozov, Director, Energy and Infrastructure, Black Sea Trade & Development Bank

**DG TREN**

"The Third Package Of Legislative Proposals Concerning The Electricity And Gas Market", Marie-Cristine Jalabert, DG Tren, European Commission

13:10 Lunch