

# 23rd Annual BBSPA Conference

April 6-7, 2017

Breakaway Meeting Room, Hilton Vienna Plaza Hotel  
Vienna, Austria

## Confirmed Participation by

OMV, Petroleum Development Consultants, MOL Group, Natural Gas World, BNP Paribas, Energy Exemplar, Wood Mackenzie, CMS Bulgaria, Norton Rose Fulbright, Energie-Control Austria, E&A Law Limited, Wolf Theiss, Hungarian Petroleum Association, JBC Energy, Bulgarian Petroleum and Gas Association, BP, Central European Gas Hub AG, Bulgartransgaz, Frontier Economics, Gaffney, Cline & Associates, Turkogas, Argus Media, Poten and Partners, Osaka Gas, Gas Connect Austria, GAZ-System S.A., Oil and Gas Exploration and Production Bulgaria, Romgaz, DEPA S.A.

## 6th April - Day 1



**Ilona Vári**  
MOL Group



**Mohammad Fallah**  
OMV Upstream



**David Aron**  
Petroleum Development  
Consultants



**William Powell**  
Natural Gas World



**Dominique Menu**  
BNP Paribas



**Dr. Christos Papadopoulos**  
Energy Exemplar



**Gabriel Mynheer**  
Wood Mackenzie

13:00 - 13:55 Welcome Coffee and Registration

13:55 - 14:00 Introduction by **Dr. Valentin Kunev**, Manager, BBSPA

Session I: Upstream and Supply- Session's Chairman - **Ilona Vári**, MOL Group

14:00 - 14:20 **Ilona Vári**, Head of EU Regulatory Affairs, MOL Group

*"Oil and Gas in the Energy Mix from Present Perspective"*

- Role of oil and gas in the future
- EU energy transition, how the Winter Package promotes the shift to renewables
- Access of renewables to energy market
- Renewable subsidies and their future

14:20 - 14:40 **Mohammad Fallah**, Department Manager, Venture Exploration, OMV Upstream

*"Black Sea Exploration Activities Update"*

- Public information on latest exploration wells
- Current exploration and production activities
- Possible trends of future exploration and production

14:40 - 15:00 **David Aron**, Managing Director, Petroleum Development Consultants

*"East Mediterranean Gas Developments"*

- Current developments offshore Israel
- The impact of the offshore Zohr gas discovery, Egypt
- Current status of offshore Cyprus gas discovery
- Other areas of potential

15:00 - 15:20 **William Powell**, Editor-in-Chief, Natural Gas World

*"European Gas Production and Russian Export"*

- Future European gas production
- Russia's export plans
- Politics and gas

15:20 - 15:40 **Dominique Menu**, Head of the Representative Office for Ukraine and Kazakhstan, BNP Paribas

*"What is the New Normal and its Consequences for Financing Projects?"*

- A review on the underlying economics
- What are Trump's policies looking like?
- The consequences of new regulations for banks
- And their consequences on finding financing

15:40 - 16:00 **Dr. Christos Papadopoulos**, Regional Director Europe, Energy Exemplar

*"New Gas Production/Supply Monetisation through Feasible and Optimum Supply Chains to a Global Gas Market"*

- Some basic recipes for gas supply monetisation
- Towards more flexible gas supply chains
- Discovering feasible and optimum gas supply chains employing the most advanced optimisation methods and tools

16:00 - 16:15 **Gabriel Mynheer**, Upstream Research Analyst - Europe, Wood Mackenzie

*"Black Sea - Unlocking its Full Potential"*

- Where are the future exploration hotspots?
- How will existing discoveries be commercialised?
- What must industry and government do to make this happen?

16:15 - 16:45 **Coffee Break**

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**Kostadin Sirleshtov**  
CMS



**Christian Filippitsch**  
Norton Rose Fulbright



**Karoline Entacher**  
Energie-Control Austria



**Ana Stanic**  
E&A Law



**Anna Rizova**  
Wolf Theiss

## Session II: Legal and Regulatory Framework - Session's Chairman **Christian Filippitsch**, Norton Rose Fulbright

16:45 - 17:05 **Kostadin Sirleshtov**, Partner, CMS Bulgaria

*"Exploration in the Black Sea - Overview of the Last 12 Months"*

- Han Asparuh block exploration update – first well and next steps;
- Silistar block developments in Bulgaria;
- Galata update;
- Black Sea Oil & Gas SRL / Carlyle International Energy Partners discovery offshore Romania;
- EX 30 Trident block and Neptun updates
- Update on Turkey
- Overview of the upstream activities in the Black Sea over the last 12 months

17:05 - 17:25 **Christian Filippitsch**, Partner, Norton Rose Fulbright

*"Recent Gazprom's Commitment about Central and Eastern European Countries' Gas Markets"*

17:25 - 17:45 **Karoline Entacher**, Gas Expert, Energie-Control Austria

*"Implementing the new CAM Network Code: Incremental Capacity Across Gas Markets in CEE"*

- What is needed for the development of functioning markets
- Infrastructure initiatives
- New sources for South-East and Central Europe
- Planned amendment of the SoS-Regulation - a first assessment

17:45 - 18:05 **Ana Stanic**, Partner, E&A Law

*"SoS, IGA and EU law updates and Brexit"*

- The latest on the key provisions of Security of Supply of Gas Regulation
- Implications of the Winter Package for Gas
- Implications of Brexit for EU and UK gas

18:05 - 18:25 **Anna Rizova**, Partner, Wolf Theiss



**Otto Grad**  
Hungarian Petroleum  
Association



**Andrada Irimie**  
JBC Energy



**Svetoslav Benchev**  
Bulgarian Petroleum  
and Gas Association

## Session III: Infrastructure, Markets and Prices - Oil

18:25 - 18:45 **Otto Grad**, Secretary General, Hungarian Petroleum Association

*"Motor Fuel Market Trends in Hungary and the Central-European Region"*

- Fuel consumption in Hungary and in some Central European country.
- How is changing the ratio between the different motor fuels (diesel- gasoline, normal and premium grades)?
- What is the actual rates of alternative fuels (LPG, LNG, CNG, Hydrogen)?
- What is the future trend of electric cars in the region?
- New strategies of Oil Companies in retail business

18:45 - 19:05 **Andrada Irimie**, Energy Analyst, JBC Energy

*"Oil Markets Developments"*

- Current supply developments in light of the OPEC/non-OPEC production cut
- US shale revival
- Oversupply to continue? JBC Energy's view on balances

19:05 - 19:25 **Svetoslav Benchev**, Chief Legal Advisor, Bulgarian Petroleum and Gas Association

*"Bulgarian Market of Petroleum Products – Overview, Trends, Future"*

20:15 - 21:30 **Conference Dinner**

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## 7th of April - Day 2



**Roland Wolk**

Central European Gas Hub



**Dr. Stefan Lochner**

Frontier Economics



**Ryan Pereira**

Gaffney, Cline & Associates



**Erol User**

Turkgas

08:00 - 09:00 Registration

**Session III: Infrastructure, Markets and Prices - Gas** - Session's Chairman - **Julian Bowden, BP**

09:00 - 09:20 **Roland Wolk**, Head of Marketing and Sales, Central European Gas Hub

*"Gas Trading Developments in CEE"*

- Hub Trading vs. Long term supply contracts
- Price Indices for the region and gas price development
- How can Hubs and Exchanges contribute to security of supply in CEE

09:20 - 09:40 **Bulgartransgaz**

09:40 - 10:00 **Dr. Stefan Lochner**, Manager, Frontier Economics

*"Gas-to-Gas Competition - (Not yet) There and Back Again?"*

- Status of gas-to-gas competition in CEE
- Long-term competition with alternative fuels - lessons learnt from NW Europe
- Challenges for the gas sector and implications for regulatory framework

10:00 - 10:20 **Ryan Pereira**, Principal Commercial Manager - Global Gas & LNG, Gaffney, Cline & Associates

*"Gas Hub Developments and Liberalization of Gas Markets"*

10:20 - 11:40 **Erol User**, President and CEO, User Danismanlik; Chairman, Turkgas

*"Natural Gas Today&Tomorrow"*

- Turkish gas market and players
- Southern Gas Corridor development
- Short term gas supply portfolio
- Gas market liberalization in Turkey

10:40 - 11:10 **Coffee Break**



**Matthew Drinkwater**

Argus Media



**Jan Bruil**

Poten and Partners



**Chikako Ishiguro**

Osaka Gas



**Stefan Königshofer**

Gas Connect Austria

11:10 - 11:30 **Matthew Drinkwater**, Senior Editor - Gas, Power and LNG, Argus Media

*"European Gas Market Update"*

- How has the market fared during the 2016-2017 Winter?
- Will storage and the power sector compete this summer?
- What role could LNG play over the rest of 2017?"

11:30 - 11:50 **Jan Bruil**, Natural Gas and LNG Expert, Poten and Partners

*"Role of LNG Supplies to Europe and the Balkan and Black Sea Region"*

11:50 - 12:10 **Chikako Ishiguro**, Senior Analyst, Osaka Gas Co

*"LNG Global Supplies and Trade: Focus on Asian Demand"*

- Recent trends in Asian LNG imports
- Demand outlook in major countries
- More focus in Japan
- New challenges for Asian LNG players

12:10 - 12:30 **Stefan Königshofer**, Head of Department Sales Transmission, Gas Connect Austria

*"Spotlight - Existing Capacities"*

- Selling of existing capacities
- Challenges in selling existing capacities
- "Highlighting" of existing capacities
- Trading Region Upgrade (TRU) - an option to connect markets

12:30 - 12:50 **Piotr Kuś**, Director, Gas Transmission Operator GAZ-System S.A.

12:50 - 14:00 **Networking Lunch**

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Hilton Vienna Plaza Hotel, Vienna**

**Registration Form**

**Please, photocopy this form and send to:** Balkan and Black Sea Petroleum Association  
Hristo Belchev No 2, Sofia 1000, Bulgaria: Tel: (00359 2) 986 06 85; Fax: (00359 2) 980 15 49.  
E-mail: [bbbspetroleum@bbbspetroleum.com](mailto:bbspetroleum@bbbspetroleum.com)

Registration Deadline: Friday, March 31, 2017

**Please complete in block capitals:**

Mr.                      Ms.                      Dr.

First Name.....

Surname.....

Job title.....

Company.....

Address.....

Tel:.....Fax:.....

E-mail:.....

**CONFERENCE INFORMATION**

**Registration: Hilton Vienna Plaza Hotel, Vienna, Austria:**  
Thursday, April 6 13:00 – 14:00

**Work Sessions:** Thursday, April 6                      14:00 - 19:25  
Friday, April 7    09:00 - 12:50

**Venue:** Hilton Vienna Plaza Hotel  
Schottenring 11  
Vienna, 1010 Austria  
Phone: +43 1 31 39 00  
Fax: +43 1 31 39 02 20 09

**Language:** English is the official language of the conference.  
All documents and discussions will be in this language.

Overhead and data projectors will be available for the conference.  
Registration fee includes documentation, lunches, cocktails and refreshments during work sessions.

**PAYMENT DETAILS:**

**Registration fees**

Conference fee (includes Dinner on 6th April 2016)

- Eur 800 for BBSPA members  
 Eur 1000 for BBSPA non-members

**I shall pay by bank transfer:**  
UniCredit Bulbank, 7 Sveta Nedelya Sq., Sofia, Bulgaria;  
BIC: UNCRBGSF; Account Name:  
Balkan and Black Sea Petroleum Association  
**IBAN (EUR): BG74 UNCR 7630 147 575 74 90**

**I shall pay on site in cash**

**Group Discounts:**

- for three delegates from a company - 15% discount from the fee
- for four delegates from a company - 20% discount from the fee.

***I shall pay by credit card\*:***

- Visa     Eurocard/Mastercard  
 American Express                       Diners

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Card N: |\_|\_|\_| |\_|\_|\_| |\_|\_|\_| |\_|\_|\_| |\_|\_|\_|  
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\*Subject to 2% charge for credit card processing for Visa and Eurocard/Mastercard and 5% for American Express and Diners

**ACCOMMODATION**

For hotel reservations, please visit the BBSPA website - [www.bbspetroleum.com](http://www.bbspetroleum.com). If you would prefer another hotel around Hilton Vienna Plaza Hotel, please contact BBSPA to be advised.

For more information on the event, please contact BBSPA:  
E-mail: [bbbspetroleum@bbbspetroleum.com](mailto:bbspetroleum@bbbspetroleum.com); Tel: (00359 2) 986 06 85; Fax (00359 2) 980 15 49  
Mariya Bozhilova, Valentin Kunev

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