

# 19th Annual BBSPA Conference

April 17-18th, 2013, the Marriott Hotel, Vienna

## Confirmed participation and presentations by:

Argus Media  
 AXPO  
 BBSPA  
 BP  
 British Embassy Sofia  
 Bundesnetzagentur  
 Center for Petroleum Business Studies  
 Central European Gas Hub  
 E.ON  
 EA Law  
 Energy Regulatory Authority of Greece  
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 Hogan Lovells  
 Ilia State University/Georgia  
 JBC Energy  
 Ministry of National Development, Hungary  
 MOL Group  
 Nabucco Gas Pipeline International GmbH  
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 Pöyry Management Consulting  
 Romgaz  
 TAP  
 Teradata  
 TPAO  
 Ukrainian Legal Group  
 White Stream Consortium  
 Wood Mackenzie



### Black Sea Deepwater Plays

Dr. Gabor Tari  
 Group Chief Scientist for Geology  
 OMV Exploration and Production



### Unconventional Gas

Andras Jenei  
 Advisor to the Ministry of National  
 Development, Hungary



### Upstream Update Ukraine

Dr. Irina Paliashvili  
 President & Senior Counsel  
 RULG – Ukrainian Legal Group



### Shale Gas Regulations

Laurentiu Pachiu  
 Managing Partner, Pachiu & Associates Attorneys at Law



### Oil Downstream BBS Region

Arsenije Dusanic  
 Energy Market Analyst  
 JBC Energy



### Southern Corridor Georgian Perspective

Dr. Liana Jervalidze  
 Research Fellow  
 Ilia State University  
 Georgia



### Southern Corridor

John Baldwin  
 Vice President Southern Gas Corridor  
 BP



### Nabucco

Christian Dolezal  
 Head of Corporate Communication and Public Affairs  
 Nabucco Gas Pipeline International GmbH



### TAP

Marija Velkoski  
 Commercial Manager  
 TAP



### Gas Markets and Prices

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



### European Gas Hub

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



### New Supply Routes Croatia

Vladimir Djurovic  
 Head of Development  
 Department  
 Plinacro



### Regional UGS

Balázs Lakatos  
 Sales, Marketing & General Affairs Manager  
 E.ON Földgáz Storage Zrt.



### Legal Implications Southern Corridor

Ana Stanic  
 Principal  
 EA Law



### Competition Law

Christian Filippitsch  
 Partner  
 Norton Rose



### Gas Market Models - Austria

Gerhard Siegl  
 Sales Distribution  
 Gas Connect Austria

## Sessions & Topics

**Upstream and Supply:** Deep water plays in the Black Sea, Shale gas developments in Romania and Europe, Investment opportunities in Ukraine; **Regulatory aspects:** Environmental regulations on shale gas, New regulations for transfer of subsoil licenses into PSA in Ukraine.

**Oil and Gas Infrastructure, Markets and Prices:** Downstream oil developments in the BBS region, Georgian, Turkish and Croatian perspectives on Southern Gas Corridor, TAP, Nabucco, Gas prices and supply/demand dynamics, Role of gas hubs, Virtual trading and market coupling, Relation between gas interconnections and major supply routes, Regional storage and new infrastructure, Gas infrastructure utilization; **Legal and Regulatory Session:** Recent developments in EU law and their implications for infrastructure projects, Competition law and cartel issues in gas supply, Contract arrangements development and practices in the EU, Regularity approaches for security and diversification of gas supplies, Role of regulators, Implementation of 3rd Energy Package, Gas market models and regimes, EU Energy Efficiency Directive and EU Energy and Climate Policy

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# 19 Annual BBSPA Conference, April 17-18, 2013, the Marriott Hotel, Vienna

Day 1, April 17, 2013 (to take place in Ballroom Section A)

12:00 -14:00 Registration & Welcome Coffee

Upstream and Supply

Session Chairman: Hans Hutta, Petroleum Management Academy

12:00 – 13:55 **Welcome coffee and registration**

13:55 – 14:00 **Chairman's welcome and introduction**

14:00 - 14:20

**Wood Mackenzie**

***The Outlook for Central and Eastern Europe's Upstream Sector***  
Chris Meredith, Analyst – Europe Energy Research, Wood Mackenzie

- An overview of the notable events in the Central and Eastern Europe upstream sector in 2012
- What do we expect to see in 2013?

14:20 - 14:40

**OMV Exploration and Production**

***Deepwater Play Types of the Black Sea: an Overview***

Dr. Gabor Tari, Group Chief Scientist for Geology, OMV Exploration and Production

- Current acreage dynamics in the Black Sea
- Subdivision of deepwater play types
- Deep water exploration targets drilled to date
- Untested deep water play types and targets
- Next steps and future trends

14:40 - 15:00

**Ministry of National Development, Hungary**

***Unconventional Gas Development in Central Eastern Europe***

Andras Jenei, Advisor, Ministry of National Development, Hungary

- Future Gas Market in the Region
- Changing EU and Member State Regulatory
- Unconventional Potential in Hungary and the New Granting System
- Environmental Issues

15:00 - 15:20



**RULG - Ukrainian Legal Group**

***Regulatory Upstream Update in Ukraine***

Dr. Irina Paliashvili, Managing Partner of RULG – Ukrainian Legal Group

- Opportunities to convert an existing subsoil license into a PSA

15:20 - 15:40



**Pachiu & Associates Attorneys at Law**

***Development of Regulatory & Legal Framework of Shale Gas Exploration & Production in Romania and Europe***

Laurentiu Pachiu, Managing Partner, Pachiu & Associates

- The reasons for which the production of shale gas must be part of any credible and sustainable energy mix at the European level
- The existing legal and political initiatives at the EU level that can influence the debate around shale gas
- A case study on the Romanian relevant legislation, regulatory framework and public awareness in the case of shale gas
- A series of recommendations that could contribute to Romania attaining a higher degree of economic and energy security

15:40 - 16:10 Coffee Break

Downstream Oil

16:10 - 16:30

**JBC Energy**

***Downstream Developments in the BBS Region***

Arsenije Dusanic, Energy Market Analyst, JBC Energy

- Is the 2009-2011 period of very weak refinery margins now over and for how long?
- Consolidation pressure to remain in the BBSPA downstream sector
- New Middle Eastern refineries and their impact on the region



16:30 - 16:50

**Center for Petroleum Business Studies**

***BBS Region in Russian Oil Supplies***

Prof. Eugene Khartukov

- Russian Oil Exports through the Black Sea and the Bosphorus problem;
- Russian Oil Supplies to the Balkans;
- Russia's Oil Balance and Oil Outlook to 2015;
- Ex-Soviet Oil on the World Oil Market.



Regional Oil & Gas Majors - Priorities Review

16:50 - 17:10

**NIS**

***NIS and the Strategic Priorities of Oil and Gas Developments in SEE***

Slavtcho Neykov, Head of the EU Liaison Office and Deputy CEO, Naftna Industrija Srbije (NIS)

17:10 - 17:30

**MOL Group**

András Péntek, Vice President, MOL Group Strategy

20:00 Cocktail Reception (to take place in Ballroom Section A)

20:30 Official Speech by Kurt Wagner, Vice President Exploration Middle East & Caspian, EP-Exploration, OMV Exploration & Production GmbH

Day 2, April 18, 2013 (to take place in Ballroom Section A)

Downstream Gas  
Infrastructure, Markets and Prices

Session Chairman: Julian Bowden, BP Gas and Power

8:00 - 8:55 **Welcome coffee and registration**

8:55 – 9:00 **Chairman's welcome and introduction**

9:00 - 9:15

**White Stream**

***Trans-Caspian Gas Pipeline And WS Across The Black Sea - Essential Components Of The Full-Scale Southern Gas Corridor***

Dr. Giorgi Vashakmadze, Director, Corporate Development, White Stream Consortium

- Caspian gas is critical for achieving the desirable energy mix in the EU
- Trans-Caspian Pipeline is a crux for making the Southern Corridor valuable for the EU
- Southern Corridor requires two entry points into the EU to reach the needed strategic magnitude
- Complementarities and mutual reinforcement of the routes via Caucasus - Black sea geographical corridor and Caucasus Turkey geographical corridor

9:15 - 9:30

**Iliia State University**

***Energy policy priorities of new Georgian leadership***

Dr. Liana Jervalidze, Research Fellow, Iliia State University

- Current state of transit projects, Southern Gas Corridor
- Update on LNG-AGRI project
- Update on negotiations with multilateral bodies: EC and EU Commission on Association Agreement with focus on energy transit



09:30 - 09:50

**BP**

John Baldwin, Vice President Southern Gas Corridor, BP



09:50 - 10:10

**Nabucco Gas Pipeline International GmbH**

***The Latest Developments of the Nabucco Pipeline Project***

Christian Dolezal, Head of Corporate Communication and Public Affairs, Nabucco Gas Pipeline International GmbH

- Nabucco fulfills the need of diversification in the Southern Corridor
- Nabucco enables the interconnection of the entire Balkan
- The unique legal framework reduces the risks for investors
- Nabucco is the European flagship project

10:10 - 10:30

**TAP**

***TAP's Gas Supply Potential for the Balkans and Western Europe***

Marija Velkoski, Commercial Manager, Trans Adriatic Pipeline

- TAP's concept commercial and technical strengths
- Beyond landfall in southern Italy: bringing gas to wider SEE region, western Europe
- Delivering pipeline on time and spec, awaiting decision from Shah Deniz



10:30 - 10:50

**Pöyry Management Consulting Norway**

***Small-scale LNG in SE Europe and the Black Sea Region: Relevance and Prospects***

Kathrine Stene Bakke, Senior principal, Pöyry Management Consulting (Norway) AS

- What is small-scale LNG - recent developments and the Nordic example
- Small-scale LNG logistics and supply chain: critical success factors
- Prospects in SE Europe and the Black Sea region



10:50-11:20 Coffee Break

**Downstream Gas  
Infrastructure, Markets and Prices**

11:20 - 11:40



**E.ON Ruhrgas AG**  
*Opportunities for SEE*

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

- New price signals
- New legal impacts
- New infrastructure
- New opportunities

12:20 - 12:40



**Plinacro**  
*New Interconnections and Supply Routes*

Vladimir Djurovic, Head of Development Department, Plinacro

- Position of the Republic of Croatia and SEE in relation to the new supply projects
- New supply projects – SOUTH STREAM, NABUCCO, TAP + IAP, LNG...
- Connecting gas transmission systems in the region and their integration in the European gas flows and market

11:40 - 12:00



**Argus Media**  
*Regional Gas Prices and Competitiveness of Gas for Electricity and Industry*

Matthew Monteverde, Vice President - Generating Fuels, Argus Media

12:40 - 13:00



**E.ON Földgáz Storage Zrt**  
*Regional Storage Opportunities in the Light of the Recent Infrastructure Investment Decisions*

Balázs Lakatos, Sales, Marketing & General Affairs Manager, E.ON Földgáz Storage Zrt

12:00 - 12:20



**Central European Gas Hub AG**  
*Central European Gas Hub – Gateway from East to West*

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

- The role of CEGH for Trading in CEE and its geographical position
- Impact of the new gas market model on the Austrian trading system
- The new Virtual Trading Point: conclusions after the first 3 months of operation
- Assessing the possibilities of market coupling between Austria, Czech Republic and Slovakia

13:00 - 13:10



**BBSPA**  
*Introduction to the Utilization of Existing and Planned Gas Pipeline and Storage Capacities in the BBS Region*

Valentin Kunev, Manager, BBSPA

- Existing cross-border gas flows
- Available free capacities
- Capacity expansion and utilization

13:10 - 14:25 Lunch (to take place in Palais Sachsen Coburg II + III)

**Legal & Regulatory Aspects**

14:25 - 14:30 Session Chairman: Christian Filippitsch, Norton Rose

14:30 - 14:50



**EA Law**  
*Southern Gas Corridor: Recent Developments and Legal Implications*

Ana Stanic, Principal, EA Law

- The recent developments to finalise the route of the Southern Gas Corridor;
- The legal implications of the various proposed routes;
- Key outstanding issues which need to be addressed to ensure the viability of the project; and
- The recent developments in EU law and their implications for the project

15:30 - 15:50



**GAZ-SYSTEM S.A.**  
*Developing Natural Gas Infrastructure In Central Europe*

Piotr Kuś, Director, Brussels Office, GAZ-SYSTEM S.A. Gas Transmission Operator

- Overview of natural gas market in CEE
- Ongoing infrastructure projects
- Changes in regulatory regime

14:50 - 15:10



**Norton Rose**  
*Competition Law Development and Practices in the EU*

Christian Filippitsch, Partner, Norton Rose

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

15:50 - 16:10



**Energy Regulatory Authority of Greece**  
*Regulatory Tools for Utilizing and Trading Virtual Reverse Capacity in the Balkans*

Dr. Katerina Sardi, Head of Energy Planning and International Affairs of the Energy Regulatory Authority of Greece

15:10 - 15:30



**Cartel Issues: Joint Production, Joint Sales and Pipeline Development**

Alix Müller-Rappard, Counsel, Hogan Lovells

- Joint exploration and production
- Joint exploration, production and sales
- Joint development of pipelines

16:10-16:40 Coffee Break

16:40 - 17:00



**Open Grid Europe**  
*Recent Developments in the Gas Market Regulatory Regime in Germany and Europe*

Oliver Altenhoff, Head of Regulatory Affairs, Open Grid Europe

- Legal and regulatory requirements
- Auctioning of primary capacity
- Congestion management procedures ahead
- Co-ordination with neighbouring hubs
- Merging balancing zones

17:00 - 17:20



**Gas Connect Austria**  
*The New Austrian Market Model*

Dr. Gerhard Siegl, Sales Distribution, Gas Connect Austria

- The Austrian gas transportation system – historic development and prevailing of transit flows
- Implementation of the 3rd package on the transmission system
- Implementation of the 3rd package on the distribution system

17:20 - 17:40

**Teradata**

## Registration Form

**Registration Deadline: April 10, 2013**

**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: [bbspetroleum@bbbspetroleum.com](mailto:bbspetroleum@bbbspetroleum.com)

**Please complete in block capitals:**

Mr.  Ms.  Dr.

First Name.....

Surname.....

Job title.....

Company.....

Address.....

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

E-mail:.....

### CONFERENCE INFORMATION

**Registration: The Marriott Hotel, Vienna, Austria**

Thursday 17 April 12:00 – 14:00

**Work Sessions:** Thursday, April 17 14:00 - 18:00  
 Friday, April 18 09:00 - 18:00

**Venue:** The Marriott Hotel  
 Parkring 12a  
 Vienna, 1010 Austria  
 Phone: 43 1 515180  
 Fax: 43 1 515186736

**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

Eur **800** for BBSPA members (**Early Bird 650 by Feb 28**)

Eur **1200** for non-members (**Early Bird 1000 by Feb 28**)

**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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Expiry date: \_ / \_

Security code: [ ] [ ] [ ] (3 digit code under the signature strip)

Signature:.....Date.....

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

### ACCOMMODATION

Participants in the 18th Annual BBSPA Conference have preferential prices at the Marriott Hotel, Vienna, applicable until March 5, and subject to availability between March 5 and 19. To book, please contact the Marriott Hotel with reference to the BBSPA group.

For more information on the event, please contact Ms. Aleksandra Vasileva, BBSPA:  
 e-mail: [bbbspetroleum@bbbspetroleum.com](mailto:bbspetroleum@bbbspetroleum.com); tel: (00359 2) 986 06 85; fax (00359 2) 980 15 49