Unlocking the potential of the Black Sea through exploration and infrastructure projects

Organised by:

Ministry of Energy Romania
Ministry of Energy Republic of Bulgaria

Sponsors:

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Dear ladies and gentlemen,

On behalf of the Ministry of Energy of the Republic of Bulgaria, I would like to welcome all participants to the 4th Annual Black Sea Oil and Gas conference!

Energy security depends on diversification of supply sources and infrastructure routes. We are working closely with the EU and are focused on the realisation of the Bulgarian Government’s conception for a regional gas hub in our country. This will guarantee security and diversification of energy sources in the SEE Region.

We are very proud to announce the progress of the construction of the interconnectors with our neighbouring countries – Romania, Greece, Turkey and Serbia.

Another aspect which will allow us to achieve the goal of energy security is the exploration of new resources in the Bulgarian zone of the deep Black Sea. We are delighted that companies with international expertise are involved in the exploration and production activities in the Black Sea and we hope that in several years, Bulgaria, like its neighbour Romania, will be able to satisfy a significant amount of its gas consumption through local production.

Taking into consideration the importance of the Black Sea Oil and Gas conference for the region, the Ministry of Energy of Bulgaria has the pleasure of supporting the event and actively participating. The event offers plenty of opportunities for exploring, debating and identifying collaborative solutions to the new oil and gas projects.

I wish you interesting debates, fruitful collaboration and successful projects!

Dear Colleagues,

The Black Sea region continues to impress the oil and gas markets with significant discoveries, new E&P projects and many infrastructure projects planned with an impact for the European energy strategy.

In order to transform the discoveries in commercial opportunities, new projects for expanding the infrastructure in the region are being developed, and diversifying the sources of supply for Europe will enable the countries to achieve the energy security goals.

This year, the 4th annual Black Sea Oil and Gas Conference will address the hot topics related to the latest tenders on upstream and midstream sectors, the changes in regulatory and fiscal legislation, the projects which will go ahead in the short and long-term, and the challenges and solutions needed by the operators.

Over the last four years, the conference has been a great platform for exploring, debating and identifying collaborative solutions for the oil and gas projects in the Black Sea region.

I hope that you will have a productive conference, full of interesting ideas and new leads for your business development plans!

«Interesting dialogue generated at the conference. Looking forward to next year!»
Managing Director, BLACK SEA OIL & GAS

«We had a good time strengthening relations, making new connections and sharing knowledge between the key players working in the Black Sea.»
Operations Manager, South Eastern Europe, WEATHERFORD

«This is the best Black Sea oil & gas conference I am aware of.»
Managing Partner, ERM

«Informative event including most stakeholders in the Black Sea region»
Managing Director, MARINE OFFSHORE CONSULTANTS
## Conference Day 1  
**20th October**

1.1 New realities: The importance of the Black Sea region in the current context

1.2 Key strategic projects in the Black Sea

1.3 Midstream projects – a silver lining in the oil and gas downturn?

1.4 Roundtable discussions:
   - 1.4.1 How will the operators maximise the economic value of the deepwater projects?
   - 1.4.2 Challenges in the gas infrastructure development

## Conference Day 2  
**21st October**

2.1 The right balance between taxation and incentives for oil and gas companies

2.2 Gas sector – a game changer for Europe security

2.3 Health and safety management & best practices

2.4 Panel Discussion – how will the current discovered resources be transformed into commercial opportunities and how to capitalise the Black Sea resources through infrastructure projects?

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## NOT TO BE MISSED

### KEYNOTE PRESENTATIONS FROM TOP GOVERNMENT OFFICIALS
The EU Commission and Ministries of Energy of Bulgaria, Romania and Georgia will present new government initiatives, legislative changes and fiscal incentives for E&P and infrastructure projects

### SPECIAL FOCUS ON THE CURRENT STAGE OF THE PROJECTS
in the Black Sea and the latest developments of the gas transportation routes in the region

### ROUND TABLE DISCUSSIONS WITH THE BLACK SEA OPERATORS & SHAREHOLDERS OF KEY INFRASTRUCTURE PROJECTS
Ask your questions directly to the decision-makers and learn about their technological needs and requirements

### SPECIAL FOCUS ON OFFSHORE LEGISLATION
and the impact of the Offshore Safety Directive on the companies operating in the Black Sea

### NEW FINANCING STRATEGIES FOR INFRASTRUCTURE PROJECTS
Case studies from EBRD and European Investment Bank on the funds available for projects

### TRANSFERABLE LESSONS AND CASE STUDIES
on complex technologies and innovative ways for cutting costs

### GALA-DINNER
the best way to build on the development of contacts between colleagues and partners
<table>
<thead>
<tr>
<th>Country</th>
<th>Project Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bulgaria</td>
<td>Total in partnership with OMV and Repsol have started drilling in April 2016 in Han Asparuh block in Bulgaria. Shell received the licence for offshore exploration in Silistar block for 5 years. Bulgaria is building interconnectors with Romania, Greece and Serbia to increase energy security. Bulgaria plans to increase the country’s gas storage facilities from Chiren.</td>
</tr>
<tr>
<td>Georgia</td>
<td>The State Agency for Oil and Gas is planning to tender new blocks in the Black Sea for offshore exploration activities. Georgian Oil &amp; Gas Corporation is currently developing the construction plan for the first underground storage.</td>
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<tr>
<td>Romania</td>
<td>ExxonMobil and OMV Petrom announced that the Domino-1 exploration well had encountered natural gas in the deep water sector of the Neptun Block. Lukoil Overseas, Romgaz and PanAtlantic discovered important gas reserves in Trident block last year. The National Agency for Mineral Resources will soon launch the 11th round of concessions, which also includes eight offshore blocks. Transgaz received support from the European Commission to implement BRUA project. Romgaz is planning to construct a new gas storage facility in Romania.</td>
</tr>
<tr>
<td>Russia</td>
<td>Rosneft and Eni will start offshore drilling in the Black Sea in 2017. Russia has initiated two large offshore pipeline construction projects in the Black Sea: Turk Stream and South Stream.</td>
</tr>
<tr>
<td>Ukraine</td>
<td>New reforms and incentives for investors in exploration and production. Ukraine is planning reverse flow projects and interconnectors with neighbouring countries (Poland, Slovakia and Hungary) and is consolidating its role as an integral part of the North-South gas corridor.</td>
</tr>
<tr>
<td>Turkey</td>
<td>Turkish Petroleum Corporation and Shell are continuing the development of the offshore exploration activities in the Black Sea. TANAP project is developing well, new tenders have been published and progress is being made. Large infrastructure projects like TurkStream are still on the table.</td>
</tr>
</tbody>
</table>
**CONFIRMED SPEAKERS**

A line up of Black Sea Oil and Gas industry leaders:

<table>
<thead>
<tr>
<th>Name</th>
<th>Title/Position</th>
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<tbody>
<tr>
<td>TEMENIUKHA PETROVA</td>
<td>Minister, Ministry of Energy, Bulgaria</td>
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<tr>
<td>VICTOR GRIGORESCU</td>
<td>Minister, Ministry of Energy, Romania</td>
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<tr>
<td>ERIC RASMUSSEN</td>
<td>Director Natural Resources, European Bank for Reconstruction and Development</td>
</tr>
<tr>
<td>GARY INGRAM</td>
<td>VP Exploration &amp; Appraisal, OMV Exploration &amp; Production</td>
</tr>
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<td>TEODORA GEORGIEVA</td>
<td>Executive Officer, ICGB AD Gas Interconnector Greece – Bulgaria</td>
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<td>DR. JÖRG KÖHLI</td>
<td>Managing Director, Black Sea Oil and Gas</td>
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<td>CIPRIAN ALIC</td>
<td>Director for European Funds and International Relations</td>
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<tr>
<td>GULMIRA RZAYEVA</td>
<td>Research Associate, Oxford Institute for Energy Studies</td>
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<tr>
<td>ANDY RIDDICK</td>
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<tr>
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*Awaiting final confirmation*
**20 October 2016, Conference Day 1**

### 09:00 Registration and morning coffee

### 10:00 New Realities: The importance of the Black Sea region in the current context

- The overview of the key oil and gas opportunities in Bulgaria
- EBRD investment priorities in the region
- Southern Gas Corridor - the route of new gas supply to Europe
- The Energy Security Package — implementing Energy Union
- Première: The 2016 list of projects of Energy Community interest
- The new geopolitics of the oil and gas markets and its implication in the current and future E&P projects

**TEMENUZHKA PETKOVA**, Minister, MINISTRY OF ENERGY BULGARIA  
**ERIC RASMUSSEN**, Director Natural Resources, EUROPEAN BANK FOR RECONSTRUCTION AND DEVELOPMENT  
**EMILY OLSON**, Vice President, Communications and External Affairs, BP  
**ALI SOKMEN**, Associate Analyst, CONTROL RISKS

**11:30** Coffee break

### 12:00 Key strategic projects in the Black Sea

- Challenges in exploration in the Black Sea
- Updates from the operators regarding the current stage of the projects
- New offshore tenders in Georgia
- Commercial opportunities for companies and new tenders related to the interconnectors between Bulgaria and Greece, Serbia and Turkey
- New gas storage facilities in Bulgaria, Georgia
- Case study on Bulgaria — Romania and Romania — Republic of Moldova interconnectors

**GARY INGRAM**, VP Exploration & Appraisal OMV  
**MARK BEACOM**, Managing Director, BLACK SEA OIL AND GAS  
**GIORGII TATISHVILI**, Head, STATE AGENCY FOR OIL AND GAS GEORGIA  
**KARL LEIDENFROST**, Managing Director Romania, HABAU PPS PIPELINE SYSTEMS  
**SOSO GUDUSHAURI**, Chief Geologist, GEORGIAN OIL & GAS CORPORATION  
**TEODORA GEORGIEVA**, Executive Officer, ICGB AD GAS INTERCONNECTOR GREECE – BULGARIA

### 13:30 Networking Lunch

### 14:30 Midstream projects – a silver lining in the oil and gas downturn?

- CEF Programme: 4.7 billion available for trans-European infrastructure projects
- BRUA — the bridge between the Black Sea gas and Western & SE Europe
- Southern Gas Corridor (TAP, TANAP) — understanding the procurement needs and the procedures
- Investment opportunities for infrastructure projects — case study from European Investment Bank
- Reverse flow projects and technological requirements

**CIPRIAN ALIC**, Director for European Funds and International Relations, TRANSGAZ  
**SERGIY MAKOSON**, Executive Director, Strategy and Business Development, UKRTRANSGAZ  
**DIETMAR DUMLICH**, Head of Public Sector Division for Bulgaria, Romania and Turkey, EUROPEAN INVESTMENT BANK  
**MAGSUDD MAMMADOV**, External Relations Director, TANAP  
**MIREK TOPOLANEK**, Director International Development and Public Affairs, EUSTREAM  
**GOTTFRIED STEINER**, Chief Executive Officer, CENTRAL AND EUROPEAN GAS HUB

**16:00** Coffee break

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20 October 2016, Conference Day 1

16:30 Roundtable discussion:
How will the operators maximise the economic value of the deepwater projects?

- Is collaboration the key for cost optimisation?
- How can standardisation, technology and the supply chain improve the economic value of the projects?
- Lack of infrastructure offshore and onshore
- Would the idea of creating a common data room for operators be feasible across the Black Sea, knowing that 70% of the value generated by oil companies’ E&P activities relies on understanding of the subsurface?

Chairman: GARY INGRAM, VP Exploration & Appraisal, OMV
Participants:
MARK BEACOM, Managing Director, BLACK SEA OIL AND GAS
Senior Representative, MINISTRY OF ENERGY BULGARIA
STEFANA DIMITROVA, Senior Expert, BLACK SEA PROTECTION AND MONITORING DEPARTMENT
TIM CROME, VP Subsea Mediterranean, TECHNIP
SIMON CASEY, Sales Manager, DOLPHIN GEOPHYSICAL
NIELS FRINKS, Business Development Manager Europe, FRANK’S INTERNATIONAL

16:30 Roundtable discussion:
Challenges in the gas infrastructure development

- Permitting, authorisations and access to lands
- How to overcome the different taxation systems, coordinate systems, technical standards for each country?
- Exchange of good practices for minimising the impact of large projects
- Strategic gas storages in the region

Chairman: JOHN ROBERTS, Energy Security Specialist, METHLINKS
Participants:
TEODORA GEORGIEVA, Executive Officer, ICGG AD GAS INTERCONNECTOR GREECE – BULGARIA
CIPRIAN ALIC, Director for European Funds and International Relations, TRANSGAZ
Senior Representative, BULGARTRANSGAZ
SERGIY MAKOGON, Executive Director, Strategy and Business Development, UKRTRANSGAZ
SERGIY OLEKSIYENKO, Plenipotentiary for prospective projects, NAFTOGAZ
MARTIN VLADIMIROV, Analyst Economic Programme, CENTER FOR THE STUDY OF DEMOCRACY
KARL LEIDENFROST, Managing Director Romania, HABAU PPS PIPELINE SYSTEMS

17:30 Closing remarks and summary of the conference

18:00 Gala Dinner
21 October 2016, Conference Day 2

09:30  Morning coffee

10:00  The right balance between taxation and incentives for oil and gas companies
- How will the new energy strategy and petroleum law in Romania impact the investment in the Black sea?
- Improving access to geological data for the hydrocarbons industry - a case study from the British Geological Survey
- Gas liberalisation process in the Black Sea states
- Alternative projects for services companies: Geothermal energy

VICTOR GRIGORESCU, Minister, MINISTRY OF ENERGY ROMANIA
ANDY RIDDICK, Senior Geoscience IT Specialist, BRITISH GEOLOGICAL SURVEY
MARTIN VLADIMIROV, Analyst Economic Programme, CENTER FOR THE STUDY OF DEMOCRACY
ROLF SCHIFFER, Director, SCHIFFER GEO CONSULT

11:30  Coffee break

12:00  Gas sector – a game changer for Europe security?
- Modelling assessment and the market analysis of the gas infrastructure projects in EU
- EU-Russia cooperation – What is the future of Poseidon, TurkStream and Nord Stream 2 projects?
- Gas infrastructure projects developed by DESFA
- New reforms in Ukraine — will Naftogaz potential be fully used?
- Gas as a strand in the renewable sector. Case studies on Compressed Natural Gas

PETER KADARJAK, Director, REGIONAL CENTRE FOR ENERGY POLICY RESEARCH (REKK)
JOHN ROBERTS, Energy Security Specialist, METHLINKS
KONSTANTINOS XIFARAS, CEO, DESFA
SERGIY OLEKSIYENKO, Plenipotentiary for prospective projects, NAFTOGAZ
DUMITRU BECSENESCUC, President, ANTARES GROUP
GULMIRA RZAYEVA, Research Associate, OXFORD INSTITUTE FOR ENERGY STUDIES

13:30  Networking Lunch

14:30  Health and with safety management & best practices
- How does the implementation of the Offshore Directive impact the companies in the Black Sea?
- How will operators create the internal emergency plans? How will they contribute to the government’s external emergency plans?
- Sharing the advantages of creating a special authority for offshore operations
- How will the competences of staff in offshore projects be increased?
- Assessing the Offshore Directive in the petroleum legislation in Romania and Bulgaria

JÖRG KÖHLI, Head of the offshore safety, gas and oil policies team, EUROPEAN COMMISSION
JAMES MUNRO, Offshore Oil and Gas International Liaison, HEALTH AND SAFETY EXECUTIVE UK
CONSTANTIN GHEORGHE, Chief HSEQ Officer, GRUP SERVICII PETROLIERE
Senior representative, BUREAU VERITAS

16:00  Coffee break

16:30  Panel discussion - How will the current resources discovered be transformed in commercial opportunities and how to capitalise the Black Sea resources through infrastructure projects?
- The participants will wrap-up the most important points for the development of the Black Sea potential which will be included in an official recommendation letter for the Ministers of Energy of Romania and Bulgaria

17:30  Closing remarks and end of the conference
HOW TO GET EVEN MORE ROI FROM THE CONFERENCE?

Participating in an event where the attendees are representatives of the whole supply chain for the upstream and midstream projects can boost your brand visibility and credibility!

SOME OF THE SPONSORSHIP EXAMPLES:

Cocktail Reception Sponsor

This is a great opportunity for your company to be the official host of the welcoming reception and deliver a speech to all the participants at the Black Sea Oil and Gas Conference.

Participation with an exhibition stand

Capitalise on the opportunity to be among the decision makers and display your products and services in the area where the networking takes place! If your clients are from the upstream or midstream sectors, build your brand during the conference and secure partnerships on the spot!

If you are interested in discussing sponsorship or exhibition opportunities, please contact us:

Natalia Kravchenko / Sales Manager / n.kravchenko@globuc.com / +44 845 868 8234
REGISTRATION

BLACK SEA OIL AND GAS
20-21 October 2016

<table>
<thead>
<tr>
<th>Registration Options</th>
<th>Full Price</th>
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<tr>
<td>CONFERENCE DELEGATE FEE</td>
<td>€ 1,549</td>
</tr>
<tr>
<td>EXIBITION STAND + 2 DELEGATES</td>
<td>€ 4,500</td>
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* 20% VAT will be added to the above prices

THREE WAYS TO REGISTER

- Fill out the registration form below and send via email: account@globuc.com
- Register online: www.globuc.com/blackseaoilgas
- Fax the form: +44 845 154 2544

REGISTRATION DETAILS

Full Name: ____________________________
Job Title: _____________________________
Company / Organisation: ____________________________
Address: ______________________________
City / Town: _________________________ Postcode: ___________
Country: ______________________________
Telephone: ___________________________ Fax: ____________________
Email: _______________________________ Date: ___________________

Authorised Signature: ________________ Print Name: ______________
Credit Card □ Bank Transfer □ Currency £ € $

VENUE

Hilton Hotel Sofia

Located in the heart of Bulgaria’s capital city, Hilton Hotel Sofia is surrounded by the stunning Vitosha Mountains, the South Park and the Congress Centre. Hotel guests can quickly reach the commercial district and the government offices.

Hilton Hotel offers luxurious rooms, impeccable service and a full range of amenities and services to make you feel at home while attending the conference.

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TEL: +359-2-933-5000
www.hilton.com/Sofia

Make a reservation

The cost of the hotel accommodation is not included in the conference fee. GBC Ltd has negotiated special rates at this hotel for all attendees of the event. We will send details of how to book upon receiving your conference registration.

CONTACT US:
To discuss participation and hotel reservations:
 Aurelia Lubenova – Financial Manager
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