



OIL & NATURAL GAS CONFERENCE

# ARPEL 2015

LATIN AMERICA AND THE CARIBBEAN

COOPERATION AND INNOVATION FOR  
A SUSTAINABLE ENERGY DEVELOPMENT

April 7- 9, 2015  
Conrad Hotel  
Punta del Este, Uruguay

## MONDAY, APRIL 6

15:00 - 19:00 Participants' Registration

## TUESDAY, APRIL 7

07:00 - 09:00 Participants' Registration

09:00 - 10:00

### PLENARY SESSION 1

Global and regional perspective of the energy sector

**Moderator:** Jorge Ciacciarelli | Executive Secretary - ARPEL

**Speakers:** Pierce Riemer | Director General - WPC

Pål Rasmussen | General Secretary - IGU

10:00 - 10:30

### KEYNOTE ADDRESS I

Geopolitics, risks and opportunities

**Moderator:** Claudia Cronenbold | President - Bolivian Hydrocarbons Chamber

**Speaker:** Carlos Pascual | Senior Vice President - IHS

10:30 - 11:00

Coffee break

11:00 - 12:00

### CONCURRENT TECHNICAL SESSION - BLOCK I

**SESSION I-A** - License to operate - Experiences of community relations and viability

**Moderator:** Pietro Milazzo | Vice President of Sales & Marketing Latin America - Weatherford

**Speakers:** Luis Angel Yallico | Manager of Community Relations - Hunt Oil

José López | Manager of Community Relations and Social Responsibility - Petroamazonas EP

**SESSION I-B** - Challenges of human talent management in the implementation of the business strategy

**Moderator:** Hubert Arbildi | Manager of Shared Services - ANCAP

**Speakers:** Verónica Melián | Partner - Human Capital Consultancy - Deloitte

Anabel Perrone | Manager of Talent Management - YPF

Danny del Valle | Manager Human Resources - Petroamazonas EP

**SESSION I-C** - Emergency management in pipelines and terminals

**Moderator:** Irene Alfaro | Director Downstream - ARPEL

**Speakers:** Christian Inchauste | President - YPFB Transporte

Francisco Barreto | General Manager Offshore Operations - Petrobras - Transpetro

**SESSION I-D** - Dynamics of shale gas and its monetization models in Latin America and the Caribbean

**Moderator:** Alejandro Fernández | Manager of Operations - Gas and Power - YPF

**Speakers:** Álvaro Ríos | Business Development Manager - Gas Energy

Matheus Nogueira | Vice President - Schlumberger Business Consulting

12:00 - 12:30

### PLENARY – OVERVIEW OF BLOCK I SESSIONS

Moderators present an overview of sessions

12:30 - 13:00

### KEYNOTE ADDRESS II

Overview of the refining industry at global level; challenges and opportunities for Latin America and the Caribbean

**Moderator:** Carlos Jiménez López | Director - Repsol

**Speaker:** Gabriel Grzona | Executive Manager Refining - YPF

### Interactive Survey Session A

13:00 - 14:30

LUNCH

14:30 - 16:00

### PLENARY SESSION 2

Development of new technologies - Achievements and challenges to support industry growth in the region

**Moderator:** Kyle Chapman | President for Well Construction, Completions & Pressure Pumping - Weatherford

**Speakers:** José Roberto Fagundes Netto | General Manager of R&D in Geoengineering and Well Engineering - CENPES

Eduardo Vallejo | Gerente de Estrategia y Desarrollo del Negocio - Y-TEC

Florentino Murrieta | Deputy Director, Division of Research in Hydrocarbons Transformation - IMP

### Interactive Survey Session B

16:00 - 16:30

Coffee break

## TUESDAY, APRIL 7

16:30 - 17:30

### CONCURRENT TECHNICAL SESSIONS - BLOCK II

**SESSION II-A** – Experiences in creating shared value with contractors: challenges, lessons learned

**Moderator:** Sandra Martínez | Manager of Environmental Affairs - Pluspetrol

**Speakers:** Andrés Beran | Vice President, Sales Latin America - FLUOR Corporation  
Lorena Garcia | Head of Strategy, Processes and Corporate Responsibility Reporting - Repsol  
Vanina Lupi | Head of Suppliers Sustainable Development - YPF

**SESSION II-B** – Implementation of process safety in projects

**Moderator:** Ricardo Buyatti | Downstream Manager - ARPEL

**Speakers:** Mauro Paganelli | HSE Director Europe Area and Eduardo Cao | Technological Process Safety Advisor - Techint  
Gerardo Abalde | Manager of HSE and Process Safety - Axion Energy

**SESSION II-C** – The role of LNG in energy integration in Latin America and the Caribbean

**Moderator:** Juan José Carrasco | Executive Director - CIER

**Speakers:** Andres Sannazzaro | Gas & Power Business Development Manager - Repsol  
Rafael Pertusier | Senior Consultant - Petrobras  
Andrés Alonso | Gas and Energy Manager - ENAP

**SESSION II-D** – The major projects of the oil and gas industry and their impact on the community

**Moderator:** Gerardo Marcelli | Diversified Business Manager - ANCAP

**Speakers:** Roberto Ramallo | Manager Social Responsibility - Pluspetrol  
Clara Indacochea | Director - Petroperú  
Mauricio Mariaca | Manager Communications and External Affairs - Repsol

17:30 - 18:00

### PLENARY - OVERVIEW OF BLOCK II SESSIONS

Moderators present an overview of sessions

18:00 – 19:00

### OPENING CEREMONY

Carolina Cosse | Minister of Industry, Energy and Mines of Uruguay

José Coya | President - ANCAP

Benito Piñeiro | President of the Board of Directors - ARPEL

19:00

### WELCOME COCKTAIL

## WEDNESDAY, APRIL 8

09:00 - 09:30

### KEYNOTE ADDRESS III

Analysis of oil market and prices in the current situation and the medium and long-term

**Moderator:** Elena Baldoira | Director - ANCAP

**Speaker:** Ann-Louise Hittle | Head of Macro Oils - Wood Mackenzie

09:30 - 10:00

### KEYNOTE ADDRESS IV

Strategies and mitigation measures to face the current context of oil price

**Moderator:** David Farkas | Director, Strategy Group - KPMG

**Speaker:** Ariel Azar Núñez | Administration and Finance Manager - ENAP

10:00 – 10:30

### KEYNOTE ADDRESS V

Energy Outlook. A view to 2040

**Moderator:** Bob Fryklund – Vice President – IHS

**Speaker:** Daniel De Nigris – General Manager – ExxonMobil Exploration Argentina

10:30 - 11:00

### KEYNOTE ADDRESS VI

Operational excellence and process safety - Culture and leadership

**Moderator:** Alberto Tacias | Managing Director - Tema

**Speaker:** Gabriel Méndez | Manager Corporate Affairs - Enap

11:00 – 11:30

### Coffee break

11:30 - 13:00

### PLENARY SESSION 3

**DIALOGUE** “Selection, training and development of the labor force in the industry”

**Moderator:** Andrés González | Managing Director of Talent and Organization - Accenture

**Speakers:** Milton Costa Filho | Executive Secretary - IBP  
María Jesús Blasco | Director Higher Education Center - Repsol  
Frederic Dyen | Senior VP Human Resources - Schlumberger  
José Antonio Hernández Espriú | Professor - Autonomous University of Mexico

### Interactive Survey Session C

13:00 - 14:30

### LUNCH

## WEDNESDAY, APRIL 8

14:30 - 15:30	<b>PLENARY SESSION 4</b> New leadership, values and culture New knowledge opportunities for business <b>Moderator:</b> María Jesús Blasco   Director Higher Education Center - Repsol <b>Speaker:</b> Ruben Figueiredo   Academy Director of "In Company" Programs – IAE Fernando Alonso   Director - IMAGINA
15:30 – 16:00	<b>KEYNOTE ADDRESS VII</b> Human rights and business – Guiding principles and their impact on the oil and gas industry <b>Moderator:</b> Demarco Epifanio   International Consultant – Petrobras <b>Speaker:</b> Norma Colledani   Human Rights Specialist – Inter-American Commission on Human Rights
	<b>Interactive Survey Session D</b>
16:00 - 16:30	Coffee break
16:30 - 17:30	<b>PLENARY SESSION 5</b> How to improve the recovery factors from existing reserves? <b>Moderator:</b> Alex Moody-Stuart   Marketing Manager - Latin America - Schlumberger <b>Speakers:</b> Francisco Paz   Operations Manager - Central Area - Petroamazonas EP Carlos Colo   Executive Manager of Exploration and Development - YPF
17:30 - 18:30	<b>PLENARY SESSION 6</b> Development of unconventional hydrocarbon resources in Latin America and the Caribbean. Analysis of identified challenges to date. <b>Moderator:</b> Luis Macías Chapa   International Affairs Advisor - Pemex <b>Speakers:</b> Richard Brown   Vice President of Unconventional Resources - South America - Schlumberger Sergio Giorgi   Director of Unconventional Resources - Total Austral
19:30	<b>FELLOWSHIP DINNER PARTY</b>

## THURSDAY, APRIL 9

09:00 - 10:30	<b>HYDROCARBONS AGENCIES FORUM SESSION I</b> <b>Moderator:</b> Ernesto López Anadón   President - IAPG <b>Speakers:</b> <ul style="list-style-type: none"><li>▪ <b>BOLIVIA:</b> Luis Carlos Sánchez   Vice President - YPFB</li><li>▪ <b>CHILE:</b> José A. Ruiz   Head of Safety and Energy Market Division - Ministry of Energy</li><li>▪ <b>URUGUAY:</b> Héctor de Santa Ana   Exploration and Production Manager - ANCAP</li></ul>
10:30 - 11:00	Coffee break
11:00 - 12:30	<b>HYDROCARBONS AGENCIES FORUM SESSION II</b> <b>Moderator:</b> Claudio De Diego   Vice President of Global Production Assets - Pluspetrol <b>Speakers:</b> <ul style="list-style-type: none"><li>▪ <b>JAMAICA:</b> Brian Richardson   Oil and Gas Manager - PCJ</li><li>▪ <b>PANAMA:</b> David Muñoz   Hydrocarbons Director - National Energy Secretariat</li><li>▪ <b>MEXICO:</b> Gaspar Franco Hernández   General Director - CNH</li></ul>
12:30 - 14:00	<b>LUNCH</b>
14:00 - 15:45	<b>KEYNOTE ADDRESSES BY REPRESENTATIVES OF NATIONAL OIL COMPANIES</b> <b>Moderator:</b> José Coya   President - ANCAP <b>Speakers:</b> Miguel Galuccio   President and CEO - YPF S.A. Rodrigo Vilanova   Executive Manager Gas and Energy Marketing and Commercialization   Petrobras Oswaldo Madrid   General Manager - Petroamazonas EP
15:45 - 17:00	<b>KEYNOTE ADDRESSES BY REPRESENTATIVES OF INTERNATIONAL OIL COMPANIES</b> <b>Moderator:</b> Tomas Hess   Vice President External Affairs – ExxonMobil Exploration Argentina <b>Speakers:</b> Steve Crowell   President and CEO - Pluspetrol Evandro Correa Nacul   Executive Director Pacific Region - Repsol Javier La Rosa   President - Chevron Colombia
	<b>Interactive Survey Session E</b>
17:00 - 17:15	Coffee break

THURSDAY, APRIL 9

17:15 - 18:45

**PLENARY SESSION 7 - DIALOGUE OF PRESIDENTS & CEOs**

Present situation of the oil and gas industry given the new global context - Challenges and opportunities in Latin America and the Caribbean

**Moderator:** Renato Bertani | CEO and Executive Director - Barra Energía

**Speakers:** Marco Calvopiña | General Manager - EP Petroecuador

Sara Salazar | President - RECOPE

Hatem Soliman | President Latin America - Schlumberger

Carlos Ormachea | President and CEO - Tecpetrol

Krishna Shivram | CFO and President Western Hemisphere - Weatherford

18:45

**CONFERENCE CLOSING REMARKS**

Raúl Sendic | Acting President of Uruguay Republic

José Coya | President - ANCAP

Benito Piñeiro | Chairman of the Board of Directors - ARPEL

Claudio De Diego | Vice Chairman of the Board of Directors - ARPEL

Jorge Ciacciarelli | Executive Secretary - ARPEL

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