Latin America and the Caribbean – Investment Opportunities in Oil and Gas Exploration and Production

PROGRAM

Tuesday, March 25
OPENING CEREMONY

14:00 - 18:00  Participant registration
19:00 - 20:00  Opening Ceremony
  › Luis Ortigas Cúneo | President - Perupetro
  › Héctor Reyes Cruz | President - Petroperú
  › Oscar Villadiego | Chairman of the Board of Directors - ARPEL
  › Eleodoro Mayorga Alba | Minister – Ministry of Energy and Mines of Peru
20:00  EXHIBITION OPENING – WELCOME COCKTAIL

Wednesday, March 26
GOVERNMENTS’ OFFERS: BID ROUNDS, PROSPECTS, BUSINESS SCENARIO AND INVESTMENT CONDITIONS

07:30 - 09:00  Participant Registration
  › Jerry Kepes | Managing Director - IHS CERA
09:30 - 09:50  ARGENTINA | Guillermo Coco, Minister of Energy and Public Services of Neuquén
09:50 - 10:10  BRASIL | Helder Queiroz – Director - ANP
10:10 - 10:30  URUGUAY | Héctor de Santa Ana, Manager Exploration and Production – ANCAP
10:30 - 10:50  CHILE | José Antonio Ruiz, Head of Security and Energy Market Division - Ministry of Energy
10:50 - 11:00  Interactive Session
11:00 - 11:30  EXPO – Coffee Break
11:30 - 11:50  COLOMBIA | Nicolás Mejía, Vice President of Areas Promotion and Allocation- ANH
11:50 - 12:10  ECUADOR | Gustavo Donoso, Hydrocarbons Secretary
12:10 - 12:30  BOLIVIA | Carlos Villegas, President - YPFB
12:30 - 13:00  PERU | Luis Ortigas Cúneo, President – Perupetro
13:00 - 14:30  LUNCH
14:30 - 15:00  Conference: Current conditions of the investment climate in the region and trends.
  Drivers of E&P investment - Access to resources - Characteristics of the petroleum contracts.
  › Rodolfo Guzman | Partner - Arthur D. Little
15:00 - 15:30  VENEZUELA | Jesus Ernández, President – Petroindependencia (PDVSA)

Organizers
Thursday, March 27

UPSTREAM BUSINESS DEVELOPMENT: OPPORTUNITIES AND STRATEGIES, CHALLENGES AND SOLUTIONS

09:00 - 10:30  **PLENARY SESSION I**
**Attractiveness of Bidding Rounds. Companies’ Perspective.**
Company vision on how much impacts on the attractiveness of the region’s bidding rounds, the oil prices, the knowledge of geological potential and the context and conditions the country offers for investment and efficient business development.
Moderator: Luis Macias Chapa | Advisor of International Affairs - Pemex E&P
Speakers:
› Gong Bencai | Vice President – CNPC America
› Oswaldo Madrid | General Manager– Petroamazonas EP
› Nelson Castañeda | Manager New Business – Ecopetrol
› Raúl Camba | Vice President, Business Consulting - Schlumberger

10:30 - 10:45  **Interactive Session**

10:45 - 11:15  **EXPO - Coffee Break**

11:15 - 12:45  **PLENARY SESSION II**
**Challenges and Proposal of Solutions for an Effective Upstream Business Development.**
Alternatives and proposals to face the existing challenges in the upstream business. Operating and/or business alliances, experiences on the development of oil fields and operations management, infrastructure and logistics, socio-environmental licensing, human resources management.
Moderator: Barbara Bruce | President - Hunt Oil Company Peru
Speakers:
› Lina Serpa | General Manager Uruguay – BP
› João Carlos Araújo Figueira | President - Petrobras Energia Peru
› Hatem Soliman | President Latin America - Schlumberger

12:45 – 13:10  **Conference: Bid Rounds, Prospects, Business Scenario and Investment Conditions in Mexico.**
› Gustavo Hernández Garcia | General Director Exploration and Production – Pemex

13:10 - 14:30  **LUNCH**
14:30 - 16:00  **PLENARY SESSION III**
Exploitation of Unconventional Resources. Myths and Realities.
Potential access to unconventional resources in the region; regulatory frameworks and applicable incentives; existing technologies and myths and realities about its exploitation.
**Moderator:** Víctor H. Vega | Vice President Exploration and New Business – Equión
**Speakers:**
› Richard Chuchla | Exploration Vice President for Latin America - ExxonMobil
› Sebastian Borgarello | Vice President Upstream Consulting - Wood Mackenzie
› Steven Otillar | Partner - Akin Gump
› Robert Fulks | Director of Strategic Marketing - Weatherford

16:00 - 16:15 **Interactive Session**

16:15 - 17:00  EXPO - Coffee Break

17:00 - 18:30  **PLENARY SESSION IV**
Development of a Regional Investment Portfolio.
Incentives, business drivers and strategies, diversification, access to financing.
**Moderator:** Pietro Milazzo – Manager, Strategic Business Development - Weatherford
**Speakers:**
› Ricardo Markous | General Director Gas & Power - Tecpetrol
› Steven G. Crowell | President – Pluspetrol
› Evandro Correa Nacul | Director E&P Pacific Region - Repsol

18:30 - 19:30  EXPO

20:30  **FELLOWSHIP DINNER**

**Friday, March 28**
**PERU UPSTREAM: BUSINESS CONTEXT, INVESTMENT OPPORTUNITIES AND DEVELOPMENT CHALLENGES**

09:00 - 9:30  **Conference:** Evolution of the state company: focus, resources and management. Vision of upstream business development in Peru.
› Hector Reyes Cruz | President - Petroperú

9:30 - 10:00  **Conference:** Reform of Peru hydrocarbon sector to favor industry promotion.
› Beatriz Merino | President, Hydrocarbons Peruvian Association

10:00 - 10:15 **Interactive Session**

10:15 - 10:45  EXPO - Coffee Break
Geological and production framework, infrastructure and logistic, relevant prospects, socio-environmental licensing, operating opportunities.
Moderator: Bob Fryklund | Vice President Chief Strategist – IHS CERA / Anthony Laub | Partner - Laub & Quijandría Consultores y Abogados

Speaker:
› Carlos Monges | President - Gran Tierra Energy
› Germán Jiménez Vega | General Manager - Pluspetrol
› Benoit de la Fouchardiere | General Manager - Perenco
› Evandro Correa Nacul | Director E&P Pacific Region - Repsol
› Luis Lem Arce | General Manager – Petroperú

12:30  FORUM AND EXPOSITION CLOSING CEREMONY
Remarks and Conclusions
› Benito Piñeiro | Chairman of the Board of Directors - ARPEL
› Evandro Correa Nacul | Vice President of the LATINVE&P 2014 Organizing Committee - Repsol
› Jorge Ciacciarelli | Executive Secretary - ARPEL
› Luis Ortigas Cúneo | President - Perupetro