

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**
- 09:00 - 09:30 **Conference: Global and regional business scenario. Current context of the E&P business and its evolution.**
- › 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 Hernández, President – Petroindependencia (PDVSA)

- 15:30 - 15:50 **SURINAME** | Marny Daal-Vogelland, Manager Petroleum Contracts – Staatsolie  
 15:50 - 16:10 **JAMAICA** | Winston Watson, Acting Group Managing Director - PCJ  
 16:10 - 16:30 **PANAMA** | David Muñoz, Director of Hydrocarbons - National Energy Secretary  
 16:30 - 16:45 **Interactive Session**  
 16:45 - 17:15 **EXPO - Coffee Break**  
 17:15 - 17:35 **NICARAGUA** | Lorena Lanza, Vice Minister and General Director of Hydrocarbons - Ministry of Energy and Mines  
 17:35 - 17:55 **MEXICO** | Oscar Roldán, General Director - National Hydrocarbons Commission  
 17:55 - 18:15 **EXPO**

## 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 García | 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 Otilar | 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**

10:45 - 12:30 **Dialogue: Opportunities and challenges for E&P Business Development in Peru.**  
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