

25-27 OCTOBER 2011

ISTANBUL, TURKEY

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# CIS OIL AND GAS TRANSPORTATION 13TH ANNUAL MEETING

STRENGTHENING THE OIL AND GAS LINKS BETWEEN THE CIS, EUROPE AND ASIA

## COST REDUCTION STRATEGIES FOCUS DAY

25 October 2011

## CIS OIL AND GAS TRANSPORTATION

26-27 October 2011

## GALA DINNER – TURKISH DELIGHT EVENING

26 October 2011

### KEY SPEAKERS:

Nurtas Shamanov, Managing Director, **KAZMUNAYGAS**

Frederick Bernthaler, Legal Expert, **OMV**

Andrey Komarov, Director, Department of Construction and Investment Projects, **TRANSNEFT**

Milozs Momot, Programme Manager, **EUROPEAN COMMISSION**

Emre Engur, Head, International Projects Department, **BOTAS**

Ilham Nasirov, Deputy General Manager, Investment Division, **SOCAR**

Paul Corcoran, Finance Director, **NORD STREAM AG**

Volodymyr Ignashchenko, Counselor to the Minister, **MINISTRY OF ECOLOGY AND NATURAL RESOURCES**

Elio Ruggeri, Head of Gas International Infrastructure, **EDISON**

Ian MacDonald, Vice President, Europe, Eurasia and Middle East E&P, **CHEVRON**

### KEY REASONS TO ATTEND:

- ◆ **Take advantage** of this UNIQUE opportunity to meet and hear from the key figures from Ministries in Russia, Azerbaijan, Turkey and Ukraine
- ◆ **Stay ahead** of the oil and gas transportation developments in the CIS region at the ONLY meeting which gathers the pipeline, railways, LNG and shipping transportation representatives
- ◆ **Gain insights** into existing and prospective projects to determine your business strategy by hearing directly from Nabucco, ITGI, CPC, ESPO, AGRI and many others
- ◆ **Understand** the most pressing questions around taxes, transit tariffs, gas prices affecting the progress of transportation projects and determine solutions
- ◆ **Assess** the full potential of CIS oil and gas in becoming a major supplier to global markets
- ◆ **Establish** your presence as a major player at this unique platform and become part of this influential industry leading network including Botas, BP, Transneft, BG Group, KazMunayGas

2011 Sponsors and Exhibitors:



Official Partners:



## WELCOME LETTER FROM THE MINISTRY

Dear honored guests and participants,

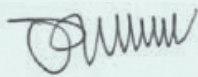
On behalf of the Ministry of Energy and Natural Resources of Turkey, we support “the 13th Annual CIS Oil and Gas Transportation Meeting” and appreciate the organizers’ choice of Istanbul as the city for the 2011 event for such an important meeting.

Turkey is dedicated to play a key and driving, constructive role in transportation of the Caspian, Middle Eastern and Central Asian hydrocarbon resources to Europe and World Markets in a timely, reliable, cost-effective, environmentally sound and high-quality basis. For the purpose, we put forth our full efforts for development of new projects through the spirit of multilateral cooperation to contribute more in enhancing energy security of our region and partner countries and to improve prosperity and enhance the peace in a broader region.

We believe the event will provide a perfect platform for exchange of the industry knowledge, best practices and technological expertise from across the globe. Therefore, we encourage oil and gas operators and technology champions from all over the world to meet in Turkey to discuss and evaluate current and future industry developments in securing energy supplies at the CIS Oil and Gas Transportation Meeting.

You are welcome to Istanbul, and I wish all the attendees valuable and fruitful discussions during the event and afterwards.

Taner Yildiz



Minister

**MINISTRY OF ENERGY AND NATURAL RESOURCES OF TURKEY**

## MESSAGE FROM THE EVENT ORGANISER

The Energy Exchange invites you to join over 200 leading executives from oil and gas operators of the entire CIS region at the **13th Annual CIS Oil and Gas Transportation** conference.

The importance of the CIS oil and gas transportation has increased due to recent turmoil in the Middle East and North Africa region and growing energy demand from Europe and Asia. Europe estimates a 50% gas demand increase, reaching 800bcm by 2030 while China aims to increase its gas consumption from 4% to 7-8% overall by 2025. This unavoidably requires the development, construction and expansion of additional transportation routes. Moreover, European demand for supply security and CIS demand for export diversification trigger new projects which avoid geopolitical tension. These include a 2,000km **Nabucco** pipeline and **South Stream** project including 900km of offshore pipelines.

Additionally, some of the biggest oil reserve discoveries such as **Kashagan** with a potential of over 9 billion barrels in the CIS region are further exacerbating the situation for finding new viable destinations in an environment open to international partnerships. The challenge lies in finding the most efficient and cost effective transportation option which is free from **legal, political, commercial** and **technical** complexities.

The **13th Annual CIS Oil and Gas Transportation** conference will once again gather the major oil and gas companies such as **Gazprom, BP, OMV, Rosneft, Kazmunaygaz, Botas, Transneft, Socar** and significant officials from the Ministries to provide you with latest insights on developments in the CIS oil and gas export routes. The event is the unique platform which covers the whole means of transportation including **LNG, shipping, railways** and focuses on the **entire CIS** region. Our unprecedented networking opportunities including a sightseeing tour and a **Turkish Delight** evening, will enable you to network with the key players in influencing the future of the transportation projects from the CIS states.

We look forward to welcoming you in Istanbul to determine the most needed routes, most efficient and cost effective technologies and optimum oil and gas flows from the CIS region.

Mahide Altun



Conference Director

**THE ENERGY EXCHANGE**

TO REGISTER VISIT [WWW.THEENERGYEXCHANGE.CO.UK/CISTRANS](http://WWW.THEENERGYEXCHANGE.CO.UK/CISTRANS) OR CALL TEL: +44 (0) 20 7067 1800 OR EMAIL: [M.ALTUN@THEENERGYEXCHANGE.CO.UK](mailto:M.ALTUN@THEENERGYEXCHANGE.CO.UK)



“Great to have you include such game changes in the transportation business as pipe-making and pipe-laying technologies; and to include such often forgotten – but still extremely relevant – element as railway transport. Keep up the good work.”

John Roberts, Senior Editor, **PLATTS**

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## CONFIRMED SPEAKERS INCLUDE

- Mehmet Ogutcu**, Director, International and Corporate Affairs, **BG ENERGY HOLDING GROUP**  
**Senior Representative, MINISTRY OF ENERGY AND NATURAL RESOURCES, Turkey**  
**Fazil Senel**, Chairman of the Board, **BOTAS**  
**Roland Kobia**, EU Ambassador to Azerbaijan  
**Sergiy Korsunsky**, Ambassador of Ukraine to the Republic of Turkey, **MINISTRY OF FOREIGN AFFAIRS, Ukraine**  
**Milozs Momot**, Programme Manager, **EUROPEAN COMMISSION**  
**Volodymyr Ignashchenko**, Counselor to the Minister, **MINISTRY OF ECOLOGY AND NATURAL RESOURCES, Ukraine**  
**Marc Partridge**, Managing Director. Co-Head of Project and Structured Finance, **GAZPROMBANK**  
**Murat Lecompte**, Director, Corporate and External Affairs, **BP**  
**Vitaly Protasov**, Head of Energy Market Division, **CENTRE FOR ENERGY AND FINANCE**  
**Paul Corcoran**, Finance Director, **NORD STREAM AG**  
**Senior Representative, SOUTH STREAM**  
**John Roberts**, Senior Editor, **PLATTS ENERGY GROUP**  
**Emre Engur**, Head, International Projects Department, **BOTAS**  
**Najia Badykova**, Director, **ANTARES STRATEGY**  
**Elio Ruggeri**, Head of Gas International Infrastructure, **EDISON**  
**Iham Nasirov**, Deputy General Manager, Investment Division, **SOCAR**
- Kjetil Tunland**, Managing Director, **TAP**  
**Reha Aykul Muratoglu**, Head of Transit Petroleum Pipelines, **MINISTRY OF ENERGY AND NATURAL RESOURCES, Turkey**  
**Frederick Bernthaler**, Legal Expert, **OMV**  
**Board Member, Turkish National Committee, WORLD ENERGY COUNCIL**  
**Nurtas Shmanov**, Managing Director, **KAZMUNAYGAS**  
**Andrey Komarov**, Director, Department of Construction and Investment Projects, **TRANSNEFT**  
**Matthew Sagers**, Head of Russia and Caspian Energy, **IHS CERA**  
**Julia Nanay**, Senior Director, Russia and Caspian, **PFC ENERGY**  
**Senior Specialist, CNPC**  
**Nikolay Matyushkov**, Deputy General Director of ESPO Project, **GIPROTRUBOPROVOD**  
**Thomass Ronn**, Director, Oil and Gas, **WARTSILA**  
**Sinisa Pljevljakusic**, Business Development, Natural Gas, **HONEYWELL**  
**Ian MacDonald**, Vice President, Europe, Eurasia and Middle East E&P Limited, **CHEVRON**  
**Andrew McGrahan**, President Chevron Neftgaz and Chairman CPC-R, **CHEVRON**  
**Norbert Jansen**, Application Marketing Manager - Oil & Gas, **BOREALIS POLYMERE GMBH**  
**Michael Küpper**, Business Development Manager, **TÜV INTERNATIONAL GMBH**

## CIS OIL AND GAS TRANSPORTATION MEETING AT A GLANCE

### TUESDAY 25 OCTOBER 2011 FOCUS DAY: COST REDUCTION STRATEGIES

- 08.00** Conference registration and coffee  
**08.50** Keynote Presentations: Revealing the differences between the CIS and Europe in selecting technologies  
**09.30** Panel Discussion: Uncovering the most effective methods used towards cost reduction  
**11.00** Integrity Management: The latest technology and solutions which can assist in detection and repair  
**13.45** Extending the lifetime of your assets through effective lifecycle management  
**15.00** Panel Discussion: Questions and Answers  
**15.15** Closing Remarks  
**15.30** Departure from the hotel for sightseeing tour  
**19.30** Return to hotel for Pre-conference registration and Welcome cocktail reception

### WEDNESDAY, 26 OCTOBER 2011 CONFERENCE DAY 1

- 08.30** Conference registration and coffee  
**08.45** Keynote welcome presentation by KAZENERGY  
**09.00** Governmental updates and policy framework: Assessing the priorities of export, transit and consumer states  
**10.20** Q&A Panel with all session speakers  
**11.20** Trends and Prospects: Uncovering the potential, opportunities and limitations of CIS supply and market conditions  
**12.40** Q&A Panel with all session speakers  
**14.30** Exportation of Russian gas to European countries: Gain insights into the status of gas delivery projects  
**16.30** The realisation of the Southern Corridor and its suppliers for European gas supply Security  
**18.00** Turkish Delight evening

### THURSDAY, 27 OCTOBER 2011 CONFERENCE DAY 2

- 08.30** Networking coffee  
**09.00** The legal challenges involved in cross-border oil and gas transportation projects and evaluating the key steps to be taken  
**11.00** Assessing different oil export projects from the CIS to the markets in the East and West  
**14.00** Modernising and expanding export projects to achieve increased profitability from the existing assets  
**16.00** Turning East to diversify the CIS oil and gas exports: How Russia and the other CIS countries are planning for projects towards east  
**17.30** Close of the conference

## COST REDUCTION STRATEGIES FOCUS DAY TUESDAY 25 OCTOBER 2011

### Selecting the very best technology and partners for your transportation projects to avoid extra costs, project delays, safety pitfalls when planning, constructing and operating pipelines

Most of the CIS reserves close to the demand areas are being exploited and the next steps for oil and gas companies in the region will be to look into **reserves in stranded areas**. Although the economic situation is getting better within the industry, exploitation of these reserves will result in **further transportation costs** while many oil and gas transportation projects are still under **strict cost reduction pressures**.

As there is still significant **potential to reduce the costs** through optimum use of **technology**, operators and major oil and gas companies will need to apply a **systematic and structured approach** which can assist in this objective in this rather expensive industry.

This workshop will introduce the **general managers, directors as well as technical representatives** involved in transportation to the **best technology** in the industry and assist in setting a strategy to achieve the **optimal cost reduction** results through global case study presentations.

08.00 Registration and coffee

Keynote Presentation

### 08.50 KEYNOTE PRESENTATION

- Revealing the differences between the CIS and European countries when selecting technology or partners for the most effective results

### 09:30 A thorough comparison of the CIS and European methods towards cost reduction and energy efficiency to determine the best approach for your organisation

- Achieving energy efficiency and fuel flexibility throughout the value chain by balancing the energy usage costs in an environmentally responsible manner while maximising profitability
- Discussing the legal and technical design and planning issues for new projects to avoid delays caused – design verification and assurance
- Local Content – partnering with regional organisations to undertake your transportation and pipeline projects
- Addressing the very best strategies to ensure that your planning, engineering and construction processes are within your budget and timelines
- Case Study: Prequalifying the material, technology providers and partners for a major project by assessing the suitability and costs

10.30 Coffee break

### 11.00 Integrity management: The latest technology and solutions to detect issues

- Uncovering the latest in coating technology to tackle corrosion and flow assurance by reducing your costs over time and building greater resistance
- Assessing the risks associated with the integrity of your pipelines by intelligent pigging systems

- Increasing the internal and external inspection tools and methods used to ensure cost effective and efficient pipeline management
- Revealing cost effective inspection, monitoring and detection systems and solutions

12.45 Networking lunch

### 13.45 Extending the lifetime of your pipelines through effective life cycle management

- Undertaking effective process control of safety systems which can cause extra costs and operational inefficiency at later stages
- Exploring new technology which enables pipeline operators to foresee problems with major pieces of equipment and apply preventive maintenance to avoid catastrophic events or system halt due to equipment failures
- Emergency repairs as part of your lifecycle management programme: what contingency plans and requirements are in place?
- Assessing the most cost-effective ways of pipeline rehabilitation by drawing the best practise from international experience

15.00 Q & A

15.15 Closing remarks

### 15.30 Departure from the hotel for the SIGHTSEEING TOUR to Hagia Sofia, Blue Mosque and Yerebatan Cistern



As part of our Focus Day, you will have the opportunity to see some of the most significant historical attractions in Istanbul with your peers attending the event.

19.00 Return to the hotel

19.30 Pre-conference Registration and Welcome Cocktail Reception

“ Thank you for the very good organisation (as usual). I look forward to seeing everyone there next year ”

Mario Cumbat, **EDISON SPA**

## CONFERENCE DAY 1 WEDNESDAY 26 OCTOBER 2011

08.00 Registration and coffee

08.45 Opening Keynote by KAZENERGY

### 09.10 **Governmental Updates and Policy Framework: Key actions amongst the supply, transit and consumer countries**

- Understanding the extent to which energy transportation policies shape the geopolitics and geo-economics of different countries
- Russia: Uncovering the governmental priorities and further steps that will be taken for supply projects towards a fully diversified export portfolio
- Turkey's role and position as a transit hub and energy corridor for Europe – has the recent general elections changed the vision?
- Analysing the significance and the influence of the transit countries such as Ukraine in supply security
- Shedding light on current developments between the EU and the CIS countries in achieving the best security of supply agenda

**Moderator: Mehmet Ogutcu**, Director, International and Corporate Affairs, **BG ENERGY HOLDING GROUP**

Senior Representative **MINISTRY OF ENERGY & NATURAL RESOURCES, Turkey**

**Fazil Senel**, Chairman of the Board, **BOTAS**

**Roland Kobia**, **EU Ambassador to Azerbaijan**

**Sergiy Korsunsky**, Ambassador of Ukraine to the Republic of Turkey, **MINISTRY OF FOREIGN AFFAIRS OF UKRAINE**

**Metin Sen**, Chairman of the Board, **PETFORM**

10.20 Q&A

10.50 Coffee break

### 11.20 **Uncovering the potential, opportunities and limitations of the CIS supply and market conditions**

- EU Update: Understanding the level of demand in the EU for oil and gas until 2030 with potential sources – how much gas is needed? – what are the favourable contract terms and pricing?
- Assessing the impact of unconventional sources such as Shale Gas on gas transportation from the CIS states
- Outlining the challenges of doing business with the CIS countries and the processes that could facilitate this
- The impact of MENA instability on the export market of CIS oil and gas
- Russia: Evolving export tariffs and gas prices and their impact
- Shah Deniz project: Revealing the potential of this project in contributing towards Europe's gas and supply security

**Moderator: Ian MacDonald**, Vice President, Europe, Eurasia and Middle East E&P, **CHEVRON**

**Milozs Momot**, Programme Manager, **EUROPEAN COMMISSION**  
**Volodymyr Ignashchenko**, Counselor to the Minister, **MINISTRY OF ECOLOGY AND NATURAL RESOURCES, Ukraine**

**Marc Partridge**, Managing Director. Co-Head of Project and Structured Finance, **GAZPROMBANK**

**Murat Lecompte**, Director, Corporate and External Affairs, **BP**

12:40 Q&A Panel Discussion

13:00 Networking lunch

### 14.30 **Transportation of Russian gas to European countries: The status of gas delivery and infrastructure projects**

- Are Russia and European countries interdependent? Should Europe rely more on Russian gas?
- Nord Stream: A major European infrastructure project well underway
- South Stream: The progress of the feasibility studies, design and construction planning – is this a win/win project for both Russia and Europe?

- Yamal LNG project: Revealing the plans and the progress of building this 15 million mt/year plant. Has this project got the potential to become a main supplier to Europe?
- LNG: Assessing the advantages and drawbacks in light of economic and technological characteristics and revealing its potential to become a strong competitor

**Vitaly Protasov**, Head of Energy Market Division, **CENTRE FOR ENERGY & FINANCE**

**Paul Corcoran**, Finance Director, **NORD STREAM AG**  
Senior Representative, **SOUTH STREAM**

16.00 Coffee break

### 16.30 **The realisation of the Southern Corridor for European gas supply security: Comparing and contrasting different prospective projects**

- An overview of the significance and potential of Azerbaijan and Turkmenistan for the Southern Corridor and introducing other potential medium to long term suppliers for the projects
- Emphasising the importance of international consortiums and partnerships to minimise financial and commercial risks for pipeline projects
- Realising the increasing importance of Turkey as more routes plan to develop through the country
- Nabucco – the 2,000 mile project: Uncovering the implications of the recent PSA in Kayseri and overcoming the remaining hurdles to achieve a finalised project
- ITGI: Reviewing the design, construction considerations and the business opportunities for this €2.5 billion project
- TAP: Identifying the advantages in comparison to other projects in light of its size, financing, and construction phases involved
- AGRI project: The latest on the plans to build the first ever Black Sea LNG plant and how this can contribute to gas supply by 8bcm

**John Roberts**, Senior Editor, **PLATTS ENERGY GROUP**

**Emre Engur**, Head, International Projects Department, **BOTAS**

**Najia Badykova**, Director, **ANTARES STRATEGY**

**Elio Ruggeri**, Head of Gas International Infrastructure, **EDISON**

**Kjetil Tungland**, Managing Director, **TAP**

### 18.00 **TURKISH DELIGHT EVENING**

Join us at the main social highlight of the CIS Oil and Gas Transportation meeting on the 26 October 2011, at the magnificent Galata Tower. Network with your business partners and clients in a relaxed and informal environment while enjoying the Turkish culture and the breathtaking views of Istanbul.



Our Turkish Delight evening will take place at The Galata Tower which was built in 1384 and was the highpoint in the city walls of the Genoese colony called Galata. One of the city's most striking landmarks, it is a high, cone-capped cylinder that dominates the skyline and offers a panoramic view of Old Istanbul and its environs.



“The Energy Exchange's Oil and Gas Transportation conference has delivered again the mixture of political, legal and hands-on project updates, which is useful, interesting and gives lively debates”

Nils Andreas Masvie, **DET NORSKE VERITAS**

## CONFERENCE DAY 2 THURSDAY 27 OCTOBER 2011

08.30 Registration and coffee

### 09.00 Identifying the legal challenges involved in cross-border oil and gas transportation projects and the key steps to overcome these to reduce project delays

- ◆ Outlining the major legal issues which companies are coming across as part of international consortiums such as disputes over borders
  - Reviewing the legal aspects of projects where several countries are involved
  - Which country's legal or regulatory regime would apply?
  - Sharing benefits across the border
- ◆ Contracting: Mitigating the risks and legal issues involved when contracting suppliers and working with international partners
- ◆ The transit tariffs: the role of the transit country, how the situation differs for states which are transit and consumer at the same time and who determines the exact tariff.
- ◆ Mapping out the taxation issues in relation to international and multi-jurisdiction pipeline projects to achieve a balanced tax system that serves the interests of the domestic as well as export countries/ companies
- ◆ Case Study: Mapping out the legal complexities associated with the Trans-Caspian pipeline project and the international pact around the Caspian Sea

Reha Aykul Muratoglu, Head of Transit Petroleum Pipelines, **MINISTRY OF ENERGY AND NATURAL RESOURCES, Turkey**

Frederick Bernthaler, Legal Expert, **OMV**

10.30 Coffee break



### 11.00 Assessing different oil export projects from the CIS to the markets in the East and West to determine where the opportunities lie

- ◆ Overcoming the supply challenge associated with oil export projects and mapping out the sources for capacity to prevent resource nationalism
- ◆ Kashagan: revealing the latest plans of this project and its implications for new and expanding lines
- ◆ Samsun-Ceyhan: Assessing the major aspects of this project through a thorough comparison of costs and environmental aspect of transit and export
  - Would this project get the Russian commitment of 25 million tons of crude oil a year?
  - Are the costs still prohibitive for export countries?
- ◆ Realising the potential of oil transportation from Russia by assessing the current and prospective Transneft projects
- ◆ Analysing the environmental impact of shipping oil through the Bosphorus Strait route and how the restrictions affect on-time delivery
- ◆ SOCAR update on oil transportation projects from Azerbaijan

Necdet Pamir, Board Member, Turkish National Committee, **WORLD ENERGY COUNCIL**

Nurtas Shmanov, Managing Director, **KAZMUNAYGAS**

Andrey Komarov, Director, Department of Construction and Investment Projects, **TRANSNEFT**

Matthew Sagers, Head of Russia and Caspian Energy, **IHS CERA**

Ilham Nasirov, Deputy General Manager, Investment Division, **SOCAR**

12.30 Networking lunch

### 14.00 Modernising and expanding export projects to achieve increased profitability and maximised opportunities from your existing assets

- ◆ CPC (Caspian Pipeline Consortium): Studying the progress of the expansion project and its impact on diversified Kazakh resources in light of challenges posed by timing
- ◆ AGP (Asia Gas Pipeline): Revealing the major cornerstones of expansion, how the right partners were chosen and the next steps
- ◆ Botas existing pipelines: Assessing the potential for modernisation of these pipelines to be used for the future international transportation projects such as Nabucco or TAP
- ◆ Securing investment to modernise, expand or build export projects from the CIS
- ◆ Gas Infrastructure modernisation in Ukraine: Reveal the business opportunities associated with this large project of \$3.5 billion

Andrew McGrahan, President Chevron Neftegaz and Chairman CPC-R, **CHEVRON**

Senior Representative, **NAFTOGAZ OF UKRAINE**

15.30 Coffee break

### 16.00 Turning East to diversify the CIS oil and gas exports: How Russia and the other CIS countries are planning for projects towards east in light of current demand

- ◆ Analysing the oil and gas demand in China to determine the number and size of projects required from the CIS region
    - the implications of the 25 year plan that encourages gas consumption from 6% to 8% and how this will convert into more transportation projects for China
  - ◆ Shedding light on existing and potential projects in the pipeline and assessing the usage of different means of transport by looking into the advantages and constraints
  - ◆ Case Study: ESPO project, its stages of construction and the results so far
- Julia Nanay, Senior Director, Russia and Caspian, **PFC ENERGY**  
Senior Specialist, **CNPC**  
Nikolay Matyushkov, Deputy General Director of ESPO Project, **GIPROTRUBOPROVOD**

17.30 Close of conference

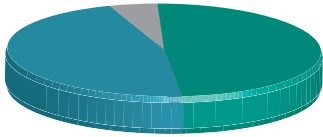
#### Networking opportunities include:

- ◆ A business card exchange session
- ◆ Sightseeing Tour to the best attractions to Istanbul with your peers
- ◆ A Gala Dinner at the magnificent Galata Tower



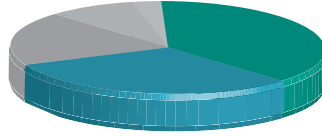


## WHO WAS AT THE CIS OIL AND GAS TRANSPORTATION 2011



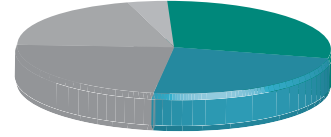
### GEOGRAPHIC BREAKDOWN

Russia and the CIS	49%
Europe	46%
ROW	5%



### INDUSTRY BREAKDOWN

Oil & Gas Majors	38%
Contractors/Service Providers	31%
Pipeline Operators	19%
Financial/Lawyers/Consultants	9%
Government Authorities	3%



### JOB TITLE BREAKDOWN

Technical / Engineers	29%
CEO, General Director, VP, SVP	24%
Business Development and Commercial Managers	23%
Country & Regional Managers	20%
Others	4%

## WHO YOU WILL MEET

From major oil and gas companies and pipeline operators:

- ◆ Presidents
- ◆ Vice Presidents & Managing Directors
- ◆ Heads of Transportation
- ◆ Heads of Russia and the CIS
- ◆ Heads of International Operations
- ◆ Directors of Oil and LNG Terminals
- ◆ Managers of International Relations
- ◆ Directors of Regulatory Bodies
- ◆ Business Development and Corporate
- ◆ Strategy Directors
- ◆ Industry Analysts and Consultants
- ◆ Senior Policy Advisors and Lawyers
- ◆ Project Financiers
- ◆ Directors and Heads of Oil and Gas Pipeline Operations
- ◆ Technical Directors
- ◆ Pipeline Construction Directors and Managers
- ◆ Pipeline Integrity Directors and Managers
- ◆ Pipeline Maintenance, Automation and Control Directors

## WHY CIS OIL AND GAS TRANSPORTATION IS DIFFERENT

Only at the 2011 conference you will get:

- ◆ The entire spectrum of transportation industry including LNG, railways and shipping representatives

◆ A senior panel of ministerial representatives from the CIS, transit and EU countries to shed light on governmental priorities

Hear from all the Southern Corridor projects during the same session

- ◆ A dedicated Focus Day on **Cost Reduction** to equip you with the very best strategies when selecting technology and services for your construction, operations and maintenance

Major oil and gas transportation project owners to present on their existing and prospective projects

## SPONSORSHIP OPPORTUNITIES

Having the prime position and the unique visibility at the event will allow your brand to stand out from the other attending companies. A limited number of these options include a highly desirable opportunity to present a paper to allow your representative to join the speaking faculty of industry leading professionals.

If you are a service or solution provider and would like to establish vital relationships with the senior stake holders of Nabucco, ITGI, CPC, ESPO, AGRI, which can then turn into significant business opportunities for your company this event will be your unique platform to meet them under one roof.

Our packages are tailored to suit your individual needs taking into account the level of publicity you require and your company's bespoke requirements.

To discuss your requirements in further detail please contact:

David Green  
Commercial Director

Tel: +44.207.067.1845  
Email: d.green@theenergyexchange.co.uk

## COMPANIES ATTENDED IN THE PAST INCLUDE

ABB ◆ Acergy Services ◆ Agip KCO ◆ Ahwaz Pipe Mills ◆ Allianz Insurance ◆ Amec ◆ Avgust NPP ◆ Baker Botts ◆ BP ◆ BG Group ◆ Bluewater ◆ Borealis ◆ Bredero Shaw ◆ Bulgartransgaz ◆ CagEnergy ◆ Calik Enerji ◆ Caspian Pipeline Consortium ◆ Chevron Neftegaz ◆ CHTPZ Group ◆ CNPC ◆ Conocophillips ◆ Delegation of the European Commission in Russia ◆ Denton Wilde Sapte ◆ DESFA ◆ Ecomgas ◆ Enbridge International ◆ Energodiagnostika ◆ ENI ◆ Ernst & Young ◆ Europol Gaz ◆ ExxonMobil ◆ Gazprom Neft ◆ GazpromStroyEngineering ◆ Fluor ◆ Freight One ◆ Gazprom ◆ GazpromExport ◆ GDF Suez ◆ GE ◆ Georgian Oil and Gas Corporation ◆ Goldman Sachs ◆ Grupa Lotos ◆ IBM ◆ ILF Consulting Engineers ◆ ING Bank ◆ J Ray Mc Dermott ◆ Jadranski Naftovod ◆ Karachaganak Petroleum Operating ◆ Kazmortransflot ◆ KazMunayGas ◆ Kaztransoil ◆ Lukoil ◆ Lukoil Overseas ◆ Magnatech International ◆ Ministry of Finance in Russia ◆ Ministry of Foreign Affairs of Ukraine ◆ Nabucco Gas Pipeline International ◆ National Iranian Tanker Company ◆ N.V. Nederlandse Gasunie ◆ North Caspian Operating Company ◆ OMV Gas & Power ◆ Osisoft ◆ Pern Przyjazn ◆ Petrom ◆ Plinacro ◆ Plurigas ◆ Polish Oil and Gas Company ◆ PricewaterhouseCoopers ◆ Promstroi Group ◆ Repsol ◆ Romgaz ◆ Rosneft ◆ Russian Railways ◆ RWE ◆ Sakhalin Energy Investment Company ◆ Saudi Aramco ◆ Severenergia ◆ Shell ◆ Siemens ◆ Slavneft ◆ Sogaz ◆ Srbijagas ◆ State Oil Company of Azerbaijan ◆ Statoil ◆ Tatneft ◆ Technip ◆ Tecnicas Reunidas ◆ TMK ◆ TNK-BP ◆ Total ◆ Trans-Adriatic Pipeline ◆ Transneft ◆ Transgaz ◆ Ukrtransnafta ◆ Uraltrubostal ◆ Ventspils Nafta Terminals ◆ VNIIGAZ ◆ VNIIST Institute ◆ Wartsila ◆ Wintershall ◆ Wood Mackenzie and many more



## 4 EASY WAYS TO REGISTER

🌐 [www.theenergyexchange.co.uk/cistrans](http://www.theenergyexchange.co.uk/cistrans)

@ [marketing@theenergyexchange.co.uk](mailto:marketing@theenergyexchange.co.uk)

☎ +44 (0) 20 7067 1845

📠 +44 (0) 20 7430 9513

## DELEGATE INFORMATION

Mr/Mrs/Miss/Ms/Dr/Other: \_\_\_\_\_

First Name: \_\_\_\_\_

Last Name: \_\_\_\_\_

Job Title: \_\_\_\_\_

Department: \_\_\_\_\_

Tel: \_\_\_\_\_

Fax: \_\_\_\_\_

Mobile: \_\_\_\_\_

Email: \_\_\_\_\_

## YOUR COMPANY DETAILS

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Postcode: \_\_\_\_\_

Country: \_\_\_\_\_

## PACKAGES AND PRICING

### 3 DAYS

**Includes:** 2 Day Conference + Focus Day (25-27 Oct. 2011)

By 11 September 2011	£2199 (SAVE £300)	<input type="checkbox"/>
After 11 September 2011	£2499	<input type="checkbox"/>

### 2 DAYS

**Includes:** 2 Day Conference only (26-27 Oct.2011)

By 11 September 2011	£1699 (SAVE £200)	<input type="checkbox"/>
After 11 September 2011	£1899	<input type="checkbox"/>

I do not require audio on demand event presentations, please deduct £200 from the above price

### GALA DINNER: WEDNESDAY 26 OCTOBER

I would like to confirm attendance of the gala dinner

### SIGHTSEEING TOUR: TUESDAY 25 OCTOBER

I would like to attend the sightseeing tour

## PAYMENT METHOD

Please send me an invoice

Credit Card Payment – Card Type:

Visa  MasterCard  Amex

Card No: \_\_\_\_\_

Start Date: \_\_\_\_\_ Expiry Date: \_\_\_\_\_

Security Code (3 or 4 digits): \_\_\_\_\_

Account Name \_\_\_\_\_

Billing Address if different from Company Details

\_\_\_\_\_

Cardholder's Signature \_\_\_\_\_

Date \_\_\_\_\_

Authorisation Signature:\* \_\_\_\_\_

Date \_\_\_\_\_

\* Please note, the booking form must be authorised before we can proceed with the registration

To register more delegates, please photocopy this booking form. Group discounts are available for more than 3 registrants, please email [j.gadjourov@theenergyexchange.co.uk](mailto:j.gadjourov@theenergyexchange.co.uk) for further information.

### PAYMENT - TERMS AND CONDITIONS

Our official confirmation, invoice and hotel booking details will be emailed to you within 3 days of receiving your registration.

**PAYMENT:** Payment of the full delegate fee is due 14 days after the invoice date, or immediately, if the registration is made within one month of the event. Our invoice will show your registration fee in British Pounds. Our full bank account details are on the invoice. Please note your booking is valid only after full payment is received. We recommend you check with your Finance Department that payment has been made before traveling to the Conference.

**CANCELLATIONS:** Made one month prior to the start of the conference will be refunded less a 50% administrative charge. Refund will be made after the conference. Made within one month of the start date of the conference will receive no refund. Substitutes are acceptable at any time.

**FORCE MAJEURE:** Please note that in case of force majeure The Energy Exchange is relieved of all obligations. Force majeure includes any circumstances beyond the will of The Energy Exchange, that impedes permanent or temporary compliance with the obligations, such as 'acts of god' including war, danger of war, government regulations, revolts, strikes, transportation difficulties, fire or severe disturbances affecting the conference organisation or its suppliers.

**REGISTRATION FEE:** The registration fee covers attendance at all sessions, refreshments, lunches, receptions and documentation containing the speaker presentations. Please note it may be necessary to alter the content or timing of the programme or its speakers.

**LANGUAGE:** The official conference language will be English with Russian simultaneous translation.

**VENUE:** Elite World Istanbul Hotel, Sehitmuhtar Cad. No: 42, Taksim, 34437 Istanbul, Turkey, Tel: 0090 212 313 8383. Preferential rates have been negotiated for participants of the conference (190 euros for single room, 210 euros for double room), please contact Augustine Da Costa, Customer Services Manager on +44 1242 529 090, [a.dacosta@theenergyexchange.co.uk](mailto:a.dacosta@theenergyexchange.co.uk)

**CUSTOMER SERVICES:** For questions concerning your registration, attendance, visa support and invoice payments, please contact our Customer Services Department, Tel: +44 (0)1242 529 090, Fax: +44 (0)1242 582 157.

BOOKING CODE

## MEDIA PARTNERS

