7th ANNUAL CONFERENCE
BLACK SEA OIL & GAS
23–24 OCTOBER 2019
BUCHAREST, ROMANIA

UNLOCKING THE POTENTIAL OF THE BLACK SEA
Black Sea Oil & Gas is a regional B2B conference which covers the upstream projects and gas infrastructure developments in Romania, Bulgaria, Georgia, Turkey and Ukraine.

After a period of uncertainty, it is now “hot” time for the oil & gas industry in Romania and other Black Sea countries. We will discuss important offshore developments, independent onshore E&P projects and new interconnectors.

**KEY TOPICS**

- Fiscal and Regulatory Changes
- Infrastructure Development in the Black Sea Region
- Offshore Exploration and Development Projects
- Looking Beyond Production: Markets, Trading, and the Future
- Emerging Markets – Renewed Growth
- Strategic View: Maximizing the Potential of Black Sea Oil and Gas Resources
- Technical Challenges in Onshore and Offshore
ATTENDEE PROFILE

27% TECHNOLOGY / SERVICE
20% OIL & GAS COMPANIES
11% EPC / OILFIELD SERVICES

9% CONSULTING
7% LOGISTICS
6% DRILLING

6% PIPELINE OPERATORS
4% GAS TRADING
10% OTHER

TESTIMONIALS

MARK BEACOM
CEO
BLACK SEA OIL & GAS

“The conference is becoming the definitive conference for the Black Sea region. Good mix of E&P companies, contractors, TCIs & Government. Looking forward to next year.”

GARY INGRAM
Vice President Exploration & Appraisal
OMV

“This is an honest conference, focusing on relevant topics.”

TIHOMIR TRIFONOV
Managing Director
BON MARINE LOGISTICS

“Frank and open discussions with professionals. Cosy atmosphere and excellent organisation. A rare chance to keep updated on what happens in the oil & gas sector in the region.”

CHRISTIAN BASTEIN
Project Manager
DNV GL

“A very good opportunity to meet relevant people within the oil and gas market in this region.”
ADVISORY BOARD AND SPEAKERS

Iulian - Robert Tudorache
Secretary of State
MINISTRY OF ENERGY OF ROMANIA

Mark Beacom
CEO
BLACK SEA OIL & GAS

Gary Ingram
Vice President, Exploration & Appraisal
OMV

Bruno Siefken
Senior Vice President
GSP HOLDING

Johann Raunig
Partner
MCKINSEY & COMPANY

Ilya Ponomarev
Founder and CEO
TRIDENT ACQUISITIONS

Saniya Melnicenco
President
ROPEPCA

Norbert Groeschner
Director Partnerships and International Assets
OMV PETROM

Theodosios Stamatellos
South Europe Marine & Offshore Manager
LLOYD’S REGISTER

Radu Dudau
CEO, Co-founder
ENERGY POLICY GROUP

Felix Weise
Managing Director
Oil & Gas Germany
DNV GL

Mihai Petre
Director, Global Trade Advisory
EY
Dear Ladies and Gentlemen,

It is our great pleasure to invite you to join our 7th annual Black Sea Oil & Gas conference in Bucharest, 23 - 24th of October.

Over the years, the event grew to become the central industry meeting place in the Black Sea region due to its two core pillars:

I. Our extensive experience in facilitating constructive dialogue, business development, and networking within the industry
II. Our true belief that the Black Sea region has the potential to become the energy hub of Europe

If you are sharing this belief with us, you will find true value in this event.

Together with the advisory board, our team has developed a well-thought-out agenda with the most important topics in exploration, production, infrastructure and transportation industries in Romania, Bulgaria, Ukraine, Turkey, and Georgia.

We hope you will find the event inspiring filled with opportunities to learn and forge new business relationships. See you in Bucharest!

Sincerely,

Jivko Gadjourov
CEO
GLOBUC

Evnika Polovinkina
Managing Director
GLOBUC
PANEL DISCUSSION: HOW CAN WE DEVELOP A STABLE INVESTMENT CLIMATE TO ENCOURAGE OFFSHORE & ONSHORE RESOURCE DEVELOPMENT IN THE BLACK SEA REGION?

- Offshore and onshore gas development projects are competing for capital on a global scale. What are the competitive strengths and weaknesses of Black Sea countries?
- What are the current government policies aimed at protecting domestic consumer and how effective they are?
- How is the government consulting with the industry? Is it effective?
- How to encourage greater gas consumption (both Industry and Home consumption) as opposed to greater exports?
- Comparing the investment climates of the Black Sea countries. Romania, Bulgaria, Ukraine, Georgia, Turkey: which country is setting the bar?
13:00 LUNCH

14:00 UPDATES ON OFFSHORE EXPLORATION AND DEVELOPMENT PROJECTS. PLAYING FOR HIGH STAKES

Offshore projects require significant investment in exploration, the use of advanced technologies in production, and complex infrastructure development. How are operators dealing with these challenges?

- Operator’s keynote: the first new offshore gas development project Midia kicks off in Romania - updates from the Black Sea Oil & Gas
- Operator’s keynote: drilling exploration wells in Romanian offshore - the tradeoff between inherent risks and opportunities
- Bulgarian offshore potential - what can we expect from the latest exploration campaigns?

15:10 PANEL DISCUSSION: THE FINANCIAL INVESTMENT DECISION (FID) OF THE LARGEST OFFSHORE PROJECT IN THE REGION WAS POSTPONED.

- What are the key factors that contributed to the delay of the FID?
- What are the key regulatory & fiscal, infrastructure requirements for FID?
- Choosing a strategy: wait for issues to be resolved, or proceed and resolve them on the go? What is the right strategy in the Black Sea offshore context?
- What can the government and industry learn from this?

15:45 COFFEE BREAK

16:15 INFRASTRUCTURE DEVELOPMENT IN THE REGION: CONNECTING THE DOTS

Developing an interconnected transportation system is key to bringing gas supply security to the region and ensuring a steady demand for producers. What is the current state of infrastructure projects in the Black Sea region?

- Understanding the big picture: overview of geopolitical and infrastructural challenges affecting gas supply in Europe
- Operator’s keynote: transmitting the Black Sea gas to the Romanian and regional markets: a success story of BRUA project
- The future of the Trans-Balkan pipeline. What will happen to the Russian transit to Black Sea countries once Ukraine’s transit contract with Russia ends this year? Will the Trans-Balkan pipeline offer a back-up route?
- Transportation & storage infrastructure projects in Bulgaria. Construction of Bulgaria-Greece gas interconnector and Galata Field transformation into a gas storage facility

18:00 EVENING RECEPTION
EMERGING MARKETS: THE RENEWED GROWTH OF THE BLACK SEA REGION

Under-explored offshore and onshore fields in Ukraine, Georgia, and Turkey are attracting interest from foreign investors. What is the current state of play?

- Operator’s keynote: Ukraine as the most dynamic region in the Black Sea. New offshore and onshore licensing rounds, expiration of transit contract, and gas sector reforms – update on the latest developments
- Operator’s keynote: Georgia – low-cost production and development in onshore oil fields. Success story from an international operator
- Operator’s keynote: Turkey – an opening for new partnerships for oil & gas exploration in the Black Sea. Update on current plans and developments

PARALLEL SESSIONS: FACING THE TECHNICAL CHALLENGES IN OFFSHORE AND ONSHORE OPERATIONS THROUGH INNOVATION

OFFSHORE

Operator’s keynote: Case-study on new subsea technologies improving project economics and accelerating time to first oil and gas

Operator’s keynote: Overcoming deepwater exploration and drilling challenges - improving the operational efficiency of offshore drilling

Safety first: ensuring the health, safety, and environmental standards. Real-time monitoring to identify and prevent risks

Prescriptive analytics to improve offshore exploration and production

ONSHORE

Update on upcoming licensing rounds in the Black Sea countries

Operator’s keynote: Success story - low cost onshore exploration and development

Operator’s keynote: Enhanced oil recovery - revitalizing mature fields

Digital oil field software applications to increase production and maximize oilfield recovery
13:00 LUNCH

14:00 BRAINSTORMING SESSION: STRATEGIES FOR SUCCESS
Conference attendees are divided into groups to brainstorm solutions to some of the challenges of the oil & gas industry in the Black Sea region. Each facilitator presents their group’s findings.

GROUP A: How can operators and suppliers in the Black Sea offshore benefit further from collaboration?

GROUP B: Looking for growth in onshore exploration and production – identifying successful strategies

GROUP C: Embracing the digital transformation – how can we attract digital natives in the oil & gas sector?

GROUP D: Combining international and local experts – how can we build great teams?

15:30 COFFEE BREAK

16:00 LOOKING BEYOND PRODUCTION: MARKETS, TRADING, AND THE FUTURE
How are regional countries developing trading markets and what are they signaling to investors? What should oil & gas operators expect from the energy transition, and what are the opportunities that they can seize today?

• Building functional trading markets in the Black Sea: towards a more globalized gas market
• The rise of LNG and its impact on Black Sea investments: what local gas producers need to know about LNG market developments
• On the road to a clean energy transition: the role of gas in a clean energy system

17:30 CLOSING KEYNOTE: THE KEY TAKEAWAYS OF THE 7th ANNUAL BLACK SEA OIL & GAS CONFERENCE
VENUE

RADISSON BLU HOTEL

Situated in the heart of the city, the Radisson Blu Hotel Bucharest has been the capital’s landmark hotel for almost four decades.

PRICING INFORMATION

REGISTRATION OPTIONS

2 DAYS CONFERENCE PACKAGE

BEFORE 30 June | FULL PRICE
---|---
€ 1,250  
(SAVE € 600) | € 1,850

2 DAYS EXHIBITION PACKAGE
Exhibition Stand + 2 delegates

€ 5,000  
(SAVE € 1000) | € 6,000

Additional discount for 3 or more delegates from one company

USD and GBP Pay in currency convenient for you

THREE EASY WAYS TO REGISTER

Register on the website

www.globuc.com/blackseaoilgas/

Email us with your full details

customer_service@globuc.com

Call us

+44 845 868 8234
GIVE AN AWE-INSPIRING PRESENTATION
Do you know a better way to get your message across to the very target audience who are there to listen and learn? We don’t. The most memorable talks offer something fresh, something few people have heard before. Do you have something interesting to say?

IMPRESS WITH A STAND
Unlike larger trade shows, our technology exhibition emphasises quality over quantity with a highly targeted audience. In 2018, the price of our package includes print, delivery, and installation of the stand.

GALA EVENING HOST
The name speaks for itself. Be the host of the evening. Greet every guest and make a welcome speech during the evening. Invite your own clients and partners to attend. Certainly, one of the best ways to gain credibility and generate awareness around your brand.
CONTACTS

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