

# EURO MED E&P



The European Mediterranean  
Oil & Gas Exploration & Production Summit

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& the **E&P-Technology & Offshore Project Financing & Legal Summits**

6<sup>th</sup> - 8<sup>th</sup> October 2014 | Grand Resort | Limassol | Cyprus | [www.EuroMedOffshore.com](http://www.EuroMedOffshore.com)

**“Those who refuse to embrace a *UNIQUE OPPORTUNITY* lose the prize as surely as if they had failed.”** - William James (1842 - 1910)

## Region & Countries in Focus

Eastern Mediterranean & North Africa

Israel

Cyprus & Greece

Lebanon

Turkey



## Areas of Focus Include

Processing & Transportation

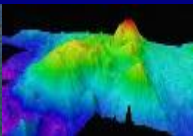
Rig Construction, Maintenance & Repair

Deep & Ultra Deep Drilling / Extraction

HSE Procedures & Best Practices

New Exploration Techniques & Technologies


Financing & Monetisation for Offshore Projects



Over 40 Speakers from Governments, Global Energy & Financial Organisations & International Law Experts Including:




 **Yossi Abu**  
Chief Executive Officer  
**Delek Drilling**


 **John Tomich**  
Country Manager  
**Noble Energy**


 **Lorenzo, Acquati**  
Manager Reserves Standards & Methodologies  
**Eni E&P**


 **Charles Ellinas**  
CEO,  
**Cyprus Natural Hydrocarbons Company**


 **Uri Aldubi - Chairman**  
Association of Oil & Gas Exploration Industries  
Israel, Director, **Israel Opportunity Oil & Gas Exploration**


 **Alisa Lockwood**  
Head of Eurasia Forecasting  
**IHS**


 **Azfar Shaukat**  
Director of Oil & Gas  
**Mott MacDonald**


 **Thina Saltvedt**  
Senior Macro Oil & Global Commodities Strategist  
**Nordea Markets**


 **Keisuke Sadamori,**  
Directorate of Energy Markets and Security,  
**International Energy Agency**

 **William Stevens**  
Global Head of Energy Solutions Group  
**HSBC**

 **Dolan Hinch**  
Head of Project Finance  
**Deutsche Bank**

 **Khawar Qureshi**  
QC & Head of Chambers (Qatar/UK)  
**McNair Chambers**

 **Richard Whitehead**  
Vice President, Gas & LNG Value Chain  
**DNV**

 **Roudi Baroudi**  
CEO, **Energy & Environment Holding**  
Former Secretary General  
**World Energy Council**

 **Syrie Crouch**  
VP Hydrocarbon Maturation, Upstream International  
Exploration, **Shell**

Early Delegate Attendance Booking Concession Available Until July 31<sup>st</sup> – **SAVE UP TO 300 EURO ON ATTENDANCE** – See Final Page

For attendance, exhibiting or assistance inquiries please email: [info@EuroMedOffshore.com](mailto:info@EuroMedOffshore.com) or call: +357 99810833

# EURO MED E&P

The European Mediterranean  
Oil & Gas Exploration & Production Summit



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## The 3<sup>rd</sup> Annual EUROPEAN MEDITERRANEAN EXPLORATION & PRODUCTION SUMMIT

Main Conference 6 - 8<sup>th</sup> October 2014

*Enabling the Global Offshore Oil & Gas Industry to Make the Right Strategic Connections and Entry Decisions as They Expand Operations into Key Developing Mediterranean Territories*



The European Mediterranean Exploration & Production Summit (Euro-Med E&P Summit) will discuss the geo- strategic, commercial, technology and regulatory issues that will shape the future of the development and commercialisation of the deep and ultra-deepwater oil and gas industry in the European Mediterranean region. Exploring the political and technical challenges that lie ahead, leading companies, government representatives, and legal experts will meet to discuss the challenges in energy resource development in the region while exploring the latest innovative technologies and groundbreaking solutions to maximising ROI on hydrocarbon resource development and extraction.

### Strategic Planning and Development for Offshore Oil and Gas Operators & the Industries that Service Them

#### Main Conference Themes (6-8th October 2014)

- Updates on the **Region's Geo-Strategic Challenges and Investment Possibilities**
- Road Map Development – **Where E&P Activities Are and Will Be Taking Place** and Where Gas will be Processed & Directed
- Key Case Studies in the **Development of Offshore Oil and Gas Production Activities in the Region**
- **Rig and Pipeline Construction** in the Region
- Formulating **Effective Scale Management Strategies** During the Initial Phases of Offshore Field Development
- Asset Management and Operational Excellence Strategies
- Infrastructure Development for Enabling **the Establishment of Processing and LNG Hubs in the Region**
- **The LNG Projects that Will Supply Future Worldwide Markets** – Putting the Mediterranean in the Global Perspective
- Inspection, Repair and Maintenance
- **Subsea and Well Intervention Techniques** & Enhanced Integrated Field Development
- **Technologies in Down and Upstream Production**
- Assessing, Coping with and **Mitigating Regulatory and Political Risks**
- Meeting **Increasing Local Content Requirements** in the Region
- **Mediterranean Regional Market Updates** – Including **Developments on Lebanese Regional Bidding Rounds**
- **Talent Sourcing and Managing Health & Safety Issues** in Region's Evolving Oil and Gas E&P Sector
- **Due to High Demand** – Private Round Table Discussions on Hot Topic Issues (6<sup>th</sup> & 7<sup>th</sup> of October)

*“An excellent place to meet the top people in the offshore oil & gas industry and an opportunity to contribute towards sustainable energy growth at the heart of the region's E&P hotspots.”*

Mauro Firinu -Subsurface & Operation Geology Team Leader - South East Europe Region - ENI E&P

#### Territories of Specific Focus Include:

Israel, Cyprus, Egypt, Greece, Lebanon & Turkey, and strategic pipeline routing possibilities to the EU, Persian Gulf, the Caspian Region, and Central Asia





## THE EUROMED E&P 2014 EXECUTIVE DELEGATION

The 3-Day Summit will be Attended by Senior Executives from the Following Organisations & Departments

- National, Multinational, Integrated, and Independent Oil & Gas Companies & Operators
- Contractors, Service Companies & Consultants
- Deep & Ultra Deepwater Reservoir Exploration
- Reservoir Production, Engineering, Optimisation Operations & Development
- Marine & Maritime Support Services
- Technology Suppliers
- Planning & Forecasting
- Research, Geology & Geophysics
- Procurement
- Business Development & Innovation
- Project Management & Engineering
- Rig Construction & Logistics
- Regulation Experts & Legal Services Providers
- Legal Consul & Government Affairs
- Regional National Government Representatives
- Service and Equipment Suppliers
- Engineering and Construction Companies
- EPC/Main Contractors
- Engineering/Design
- Equipment/Manufacturing/Supply
- Smart/Digital Oil & Gas fields
- Shipyard/Fabrication Yard
- Inspection and Monitoring
- Instrumentation and Control Systems
- Pipeline/Transportation
- Consultants
- Risk Management
- Safety & Security
- IT & Systems Integration
- Licensing

## The Pre-Summit Financing, Licensing & Legal Forum (Monday 6<sup>th</sup> October) Opportunities, Prospects and Challenges in Financing Exploration and Production Projects in the Mediterranean

The Financing, Licensing & Legal Forum (Monday 6<sup>th</sup> October) brings together: fund & asset managers, independents, debt providers, equity and private finance, along with national oil and gas agencies. The conference is built around a series of sessions focusing on debt finance, equity finance, private equity, new E&P opportunities, and how to access institutional investors

### Reasons to Attend the EuroMed E&P Pre-Conference Financing, Licensing & Legal Forum

- To enhance your understanding of **the dynamics governing the current market for energy financing in the region** given the ongoing financial crisis and Middle East and North African political upheavals
- Learn how to evaluate **the bankability of oil & gas projects** in the region
- Hear from the most accomplished legal practitioners on **how to protect investments**
- Increase awareness of **how to navigate through a transaction & Become familiar with the type of terms financiers are offering**
- **Increasing capital for exploration** through stock market appeal enhancement
- Learn about the latest methods **to bring assets to production** by accessing debt capital markets, resource funds & private equity
- Routes to efficient resource monetisation – **effectively turning resources into income**
- **Managing financial risk assessment for projects** in the region
- How to engage in **syndicated financing arrangements**

### The Pre-Conference Financing & Legal Forum is Specifically Relevant for:

**CEOs, Presidents, Chairmen**  
CFOs and Heads of Finance  
**Heads of Investment**  
Heads of Strategic Business Planning and Development  
**Heads of Asset Management**  
Heads of Risk Management & Project Directors  
**Heads of Licensing & Legal Divisions**

## The Pre-Summit Offshore E&P Technologies Forum - (Monday 6<sup>th</sup> October)

### The EuroMed E&P Pre-Summit New Technologies Forum on Monday the 6<sup>th</sup> October will specifically focus on:

- The latest offshore oil & gas **discovery and recovery methods & production technologies**
- New **cutting-edge technologies** in instrumentation & control, subsea mapping and imaging
- New applications and technology for **production optimisation and real-time monitoring**
- New **methods in constructing pipelines and compressor stations**
- New **methods that enable drilling beyond conventional limits**
- Technologies and methods for increasing **energy efficiency in the oil & gas sector**
- **Innovative technologies in the refining industry**
- Developments in **optical fibre sensing technology**

### The EuroMed E&P 2014 3-Day Exhibition

Running concurrently to the summit conference sessions the 3-day exhibition will host the summit's social networking functions and will feature the leading providers of services to the region's oil and gas E&P sector

*EuroMed 2014 conveniently enables attendees wishing to attend either the 3 or 2 day proceedings to arrive in Cyprus on Monday the 6<sup>th</sup> and depart on the afternoon of Wednesday the 8<sup>th</sup> of October*



## EuroMed E&P 2014 Agenda - Pre-Conference Forum Day, Monday 6<sup>th</sup> October

### Offshore E&P New Technologies Forum & Financing, Licensing & Legal Forum (*Pre-Conference Forums*)

13:00

#### Registration & Exhibition Opening

Chairman's Opening Address: Andre Jurres, *CEO, NPG Energy*

#### E&P Offshore Financing, Licensing & Legal

##### New Build Project Finance - Evaluating Opportunities and Bankability of Oil & Gas Projects in the Region

*Confirmed speaker:* William Stevens, Global Head of Strategic Energy Solutions Group, **HSBC, Holdings Plc**

##### Key Financing Strategies and Considerations for Oil & Gas Projects

*Confirmed speaker:* Dolan Hinch, Director, Head of Infrastructure & Energy, Middle East & Africa, **Deutsche Bank**

##### The Economics of Drilling Rig Projects and the Risks to Successful Delivery

*Confirmed speaker:* Richard Walker, *Director, EPEUS Group*

##### Safeguarding Investments in Mediterranean Energy Projects - Key Issues and Recent Developments

Khawar Qureshi, *QC, Head of Chambers, McNair Chambers, Qatar & UK*

##### Financing Strategies and Opportunities in the Oil, Gas Industry in the EMEA and/or MENA Region

*Confirmed speaker:* Terry Newendorp, *CEO, Taylor-DeJongh Inc*

Follow-up Panel Discussion

##### Opportunities, Prospects & Challenges in Financing E&P Projects in the Mediterranean & MENA Region

Panelists: Terry Newendorp, *CEO, Taylor-DeJongh Inc*, Chris Faulkner, *CEO, Breitling Oil & Gas Corporation*, Khawar Qureshi, *QC, Head of Chambers, McNair Chambers, Qatar & UK*, William Stevens, *Head of Oil & Gas Project Finance, HSBC, Holdings Plc\**, Marc Partridge, *Managing Director, Co-Head of Project Finance, GAZPROMBANK\**, Valerio Braccaccia, *Vice President for Eastern Europe, ENI\**, Pierre Olinger, *Vice President, TOTAL, Middle East\**, DrJohn Roberts, *Energy Security Specialist, Platts, UK*



Deutsche Bank



15:30

#### Networking Coffee Break in the Exhibition Lounge

#### E&P Offshore Financing, Licensing & Legal Forum (*Part II*)

#### New E&P Offshore Technologies & Methods

##### Drilling, Construction, Engineering Storage & Transport

##### New & Unconventional Technologies and Techniques

##### An Overview of the Geopolitics in the MENA & EMEA: Market Entry and Overcoming the Risks of Investment

Mehmet Ogutcu, *Director, Global Resources Corporation & International Government & Corporate Affairs, BG Group*

##### Standardizing Contractual Agreements in the Hydrocarbon Industry within a Global Market & Different Legal Systems

*Invited speakers:*  
Guido de Clercq, *General Counsel, GDF Suez*  
Gloria Valente, *Industrial Risk Management, ENI*

##### Europe's Offshore E&P Potential – Economics and Viability

*Confirmed speaker:* Karina Garnes Reigstad, *Energy Analyst, Petrologica*

##### Global Shale Gas Experience From North America and its Potential Impact on the EMEA Region

Chris Faulkner, *CEO, Breitling Oil & Gas Corporation\**

##### Incorporating Emerging Subsea Technologies for Increased Productivity and Recovery of Deepwater Reserves

Ian Ball, *Technology Director, INTECSEA (UK) Ltd*

##### New production controls technology applications for East Mediterranean Projects

Jan van den Akker, *Product Manager, Cameron, GmbH\**

##### Hydraulic "Hh" Drilling Rigs: Performance, Safety and Minimal Environmental Impact

*Confirmed speaker:* Marco, Cercato, *Business Development Manager, Drillmec S.p.A*

##### Application of UBD/MPD Technologies for Reservoir and Drilling Performance in Deep Gas Formations

Paco Vieira, *MENA CPD & TS Engineering Manager, Weatherford International-UAE*

##### Development of the Mediterranean using Unmanned Production Buoys

Richard Selwa, *Chairman & Founder, Unmanned Production Buoy\**

17:00

#### End of Day Drinks & Round Table Discussions – *Informal private discussion groups on hot topic issues*

*E&P Finance & Legal Round Table 1*  
**Political Risk and Legal Challenges Affecting Projects in the East Mediterranean**

*E&P Finance & Legal Round Table 2*  
**Conducting E&P Tenders – How Governments Should Assess the Suitability of Bidding Operators**

*E&P Finance & Legal Round Table 3*  
**Effectively Establishing Subsidiaries and Offices in New Mediterranean E&P Hot Spots**

*E&P Finance & Legal Round Table 4*  
**Engaging Institutional Investors - Raising Private Capital for Global Major E&P Projects**

*New Technology Round Table 5*  
**New Exploration Tech in Practice – Techniques and Technologies Best Suited for Mediterranean E&P**

*New Technology Round Table 6*  
**Mapping out the Local Oil & Gas E&P Industry (Hosted by the Cyprus Oil & Gas Association)**

18:00

#### Evening Networking Drinks and Canapés in the Exhibition Lounge – *All Attendees Invited*



## EuroMed E&P 2014 Summarised Agenda - Main Conference Day 1, Tuesday 7th October

09:00

### Chairman's Opening Address & Welcome - Andre Jurres, CEO, NPG Energy

#### Strategies to Meet the Future Energy Demand – The Role of Offshore E&P

Syrie Crouch, VP Hydrocarbon Maturation, Upstream International Exploration, Shell\*

#### Meeting the Global Energy Demand During the Current Period of Economic Turbulence

Confirmed: Keisuke Sadamori, Directorate of Energy Markets and Security, International Energy Agency

#### The Successful Implementation of Petroleum Resources Management Systems – ENI's Experience

Confirmed: Lorenzo, Acquati, Manager Reserves Standards & Methodologies, ENI E&P

#### Hydrocarbon Monetisation, Expectations & Challenges for E&P in Cyprus and the Eastern Mediterranean

Confirmed: John Tomich, Cyprus Country Manager, Noble Energy

#### Game Changing Developments in Israel's E&P Sector

Confirmed: Uri Aldubi, Chairman, Association Oil & Gas Exploration Industries Israel, & Director, Israel Opportunity Oil and Gas Exploration

#### Moving Forward with Israel's Offshore Oil & Gas – Alliances, Infrastructure & Investment Requirements

Confirmed: Yossi Abu, CEO, Delek Drilling

#### Cyprus and the Eastern Mediterranean Hydrocarbons Resources: Future Collaborations with the Energy Industry

Confirmed: Dr. Charles Ellinas, CEO, Cyprus Natural Hydrocarbons Company



11:00

### Networking Coffee Break in the Exhibition Lounge

11:30

#### An Update of the Current Status and Future Prospects for the Regional Offshore Oil & Gas Industry

Stellos Nicolaides, Acting Director of the Hydrocarbons Service, Ministry of Energy, Commerce, Industry and Tourism in Cyprus

#### Future LNG Investments and Alliances for the Eastern Mediterranean - George Papanastasiou, Managing Director, VTT Vasiliko

#### Fuels and Emissions: the Challenges for Offshore Power Generation

Confirmed: Mike Welch, Industry Director, Oil & Gas, SIEMENS

#### Panel discussion: Bilateral and Multi-Lateral Agreements for Developing the EuroMed Region's Hydrocarbon Industry

13:00

### Networking Lunch in the Exhibition Lounge

14:00

#### Licensing & Geopolitical Developments in the Region

##### **GREECE** - Moving Forward with Greece's Offshore E&P Development Plans

Solon Kassinis, Special Advisor for Offshore Oil & Gas Development – Government of Greece \*  
Foivos Symeonidis, E&P Dir., Hellenic Petroleum

##### **EASTERN MEDITERRANEAN**

**Greece & Israel E&P Developments**  
**Geopolitical Risks in East Mediterranean** - Theodore Tsakiris, Board Member, CHC

##### **SOUTH EAST & WESTERN EUROPE**

**Current & Proposed Distribution Routes** - Azfar Shaukat, Director Oil & Gas, Mott MacDonald

##### **LEBANON** - Offshore Licensing Update

Dr. Najj, Abi Aad, Senior Advisor, Petroleb, Roudi Baroudi, CEO, Energy & Environment

##### **CASPIAN, SYRIA, IRAN, IRAQ & TURKEY**

**Kurdistan, Iraq and the Caspian Region – Future Opportunities and Prospects Vice Versa Risks for E&P in the Region**

Alisa Lockwood, Head of Eurasia Forecasting, IHS

##### **TUNISIA & LIBYA** - E&P Developments

Douglas Gaither, President & General Manager, Atlas Petroleum Exploration Worldwide\*

#### Procurement & Supply Chain Management, Future Pricing Trends & Markets

##### Procurement Management in Oil & Gas

Marios Patsalides, Procurement Manager Oil & Gas Projects, J & P Energy and Industrial Projects

##### Supply Chain Management for Oil & Gas

Yngve Berntsen, CPO, Seabed Geosolutions Company

##### Back-to-Back Approach to Risk Management:

Carlo Muzzarelli, Managing Director, WeRISK

##### An Update of the Oil and Gas Market

Thina Saltvedt, Senior Macro Oil Analyst & Global Commodities Strategist, Nordea Markets

##### Europe's Gas Supply Mix – Present and Future

Karina Garnes Reigstad, Energy Analyst, Petrologica

##### Europe's Gas Supply Mix – Present and Future

Karina Garnes Reigstad, Energy Analyst, Petrologica

#### Managing Talent and Health & Safety Issues in the Region's E&P Sector

##### Latest Industry HSE Procedures & Practices

Abdullah Al Abdul Salam, Team Leader, Kuwait Oil

##### Training & Development of SCM Personnel

Steve Johnson, Head of Global Procurement & Supply Chain Management, Prosafe Offshore\*

#### Transportation - LNG, FLNG, CNG & Pipelines for Mediterranean Gas

##### New FLNG Technology & Design

Richard Whitehead, VP, Gas & LNG Value Chain, DNV GL

##### An Update of Shell's FLNG Programme and New Developments

Invited speaker: Harry van der Velde, Manager FLNG Development, SHELL\*

##### Innovation & New Technology: the Key to Increase the Gas Business, the Key to a Sustainable Future

Marc Florette, SVP, Research & Innovation, GDF Suez\*, Menno Bax, LNG Innovation Manager, Upstream International, Shell\*  
Peter Shiner, Technical Manager, Petroceltic International\*

#### Future Pricing Trends, Markets & Transport for Mediterranean Gas

##### Changing Oil & Gas Supply Landscape Effects on Energy Pricing

Invited: F. Gattei, SVP, ENI\* C. Babladimos, Commercial Director, M&M Gas\* T. Saltvedt, Macro Global Commodities, Nordea

17:00

### Private Round Table Discussion Sessions – Informal private discussion groups on hot topic issues

#### Round Table 1 - Israel E&P

- Round Table 5 - Options for Transporting New Eastern Mediterranean Gas

#### Round Table 2 - Lebanon E&P

- Round Table 6 - MENA' Oil & Gas, Where We are Now and What the Future Holds

#### Round Table 3 - Cyprus/Greece E&P

- Round Table 7 - Eastern Med- Mapping out Sources & Structures for Investment

#### Round Table 4 - Egypt E&P

- Round Table 8 - Unconventional Gas - Legal, Economic, & Political Constraints

18:00

### End of Day Networking Drinks Reception



## EuroMed E&P 2014 Summarised Agenda - Main Conference Day 2, Wednesday 8th October

09:00

### Chairman's Opening Address

#### Accessing the New Gas Discoveries and Managing Current, Future and Potential Reserves in the EMEA Region

Chris Schenk, U.S. Geological Survey

#### EuroMed Offshore E&P Developments and Middle East Instability – Implications for the Regional Energy Market

Francis Perrin, Chairman, SPE, Stratégies et Politiques Energétiques (Energy Strategies and Policies)

#### Cross-Border Energy Alliances Between Cyprus, Turkey, & Israel - Keys to Mutual Hydrocarbon Monetisation Success

- Overview of the status quo and potential improvements in regional relations
- Mutually beneficial monetization and commercialization possibilities
- Evaluating the economic opportunity costs of non-co-operation
- Enabling new bilateral and multilateral agreements to emerge

Sohbet Karbuz, Director of Hydrocarbons, **Observatoire Méditerranéen de l'Energie**  
Mehmet Ogutchu, Director, *International Government & Corporate Affairs*, **BG Group\***  
John Roberts, *Energy Security Specialist*, **Platts,UK\***



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### Networking Coffee Break in the Exhibition Lounge

Panel Discussion

#### Recent Developments in the Energy Landscape of the Middle East, Eastern Mediterranean, Caspian Sea & Persian Gulf

panelists: Gulmira Rzayeva, *Presidential Advisor, Center for Strategic Studies, Azerbaijan\**, Roudi Baroudi, *CEO, Energy and Environment Holding, Secretary (Lebanon) - World Energy Council*, Dr. Theodore Tsakiris, *Member of the Board of Directors, Cyprus Hydrocarbons Company*

#### Valuing Undeveloped Oil & Gas Reserves using the Real Options Approach

Lenos Trigeorgis, *Department of Public and Business Administration Faculty of Economics and Management, University of Cyprus*

#### Upstream Reference Architecture

Invited: Paul Nguyen  
Microsoft / Accenture

#### Transforming Business through Technology Innovation

Mohamed Kamal, *Technical Manager, EPROM, Egypt\**

#### The Mediterranean and MENA Oil & Gas Sector Evolution of the Industry over the Next 5-10 Years

- What established and interested market players need to do to escalate the rate of development
- Effectively managing geopolitical risk – quantifying the threats
- Formulating the right economic incentive structures between regional governments and the private sector

panelists: John Tomich, *Cyprus Country Manager, Noble Energy*, William Stevens, *Global Head of Strategic Energy Solutions Group, HSBC*, Dolan Hinch, *Director, Head of Infrastructure & Energy, Middle East & Africa, Deutsche Bank*, Keisuke Sadamori, *Directorate of Energy Markets and Security, International Energy Agency*, Yossi Abu, *CEO, Delek Drilling*

#### Downstream Implications and Developments of Locally Sourced Natural Gas

#### CERA's, Plans, Visions and Development of an Island Wide Gas Pipeline Network

George Shammass, *Chairman, Cyprus Energy, Regulatory Authority\**

#### Hydrocarbon to Power Generation : Implementation and Challenges for the Integration of new Hydrocarbons to the Network Grid for Cyprus and the Region

Charalambos Tsouris, *Chairman, Electricity Authority of Cyprus,\**

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### Networking Lunch in the Exhibition Lounge & End of Summit

*“Uniquely situated at a critical time in modern history Cyprus's newly found offshore natural gas reserves can transform the eastern Mediterranean into a global hub for the fossil fuel.”*

Joe Biden, Vice President, **United States**



## EuroMed E&P 2014 Agenda - Pre-Conference Forum Day, Monday 6<sup>th</sup> October

Pre-Conference Offshore E&P Financing, Licensing & Legal and New Technologies Forums - *Detailed Agenda -*

### Registration & Exhibition Opening

**Chairman's Opening Address:** - Andre Jurrens, CEO, NPG Energy

### E&P Offshore Financing, Licensing & Legal Forum Opening Sessions

#### New Build Project Finance - Evaluating Opportunities and the Bankability of Oil & Gas Projects in the Region

*Confirmed:*

William Stevens, Global Head of Strategic Energy Solutions Group, HSBC Holdings



#### Key Financing Strategies and Considerations for Oil & Gas Projects in the MENA Region

*Confirmed:* Dolan Hinch, Director, Head of Infrastructure & Energy, Middle East & Africa, Deutsche Bank



Deutsche Bank 

#### Economics of Drilling Rig Projects & Risks to Successful Delivery

- Overview of current industry trends in the drilling rig industry focussed on new-build activity
- The business case for building new drilling rigs and drivers for financial returns
- Risks and pitfalls for these projects and important considerations for Drilling Contractors, Field Operators and Investors

*Confirmed:* Richard Walker, Director, EPEUS Group



 EPEUS

#### Financing Strategies and Opportunities in the Oil, Gas Industry in the EMEA and MENA Regions

*Confirmed:* Terry Newendorp, CEO, Taylor-DeJongh



TAYLOR-DEJONGH

#### Safeguarding Investments in Mediterranean Energy Projects - Key Issues and Recent Developments

*Confirmed:*

Khawar Qureshi, QC, Head of Chambers, McNair Chambers, Qatar & UK



McNAIR  
CHAMBERS  
INTERNATIONAL COMMERCIAL LAWYERS

#### Plenary Panel Discussion

#### Opportunities, Prospects & Challenges in Financing E&P Projects in the Mediterranean & MENA Region

- Do regional offshore oil and gas infrastructure projects present an attractive investment given other alternatives?
- What is the risk and ROI profile of the investment when a financier or potential stakeholder looks to back an oil/gas infrastructure project?
- What investors should find particularly appealing in becoming stakeholders of such projects in developing newly discovered reserves in the region
- Why invest now - what are the advantages and disadvantages to getting involved sooner rather than later?

*Panelists:* Terry Newendorp, CEO, Taylor-DeJongh Inc, Chris Faulkner, CEO, Breitling Oil & Gas Corporation, Khawar Qureshi, QC, Head of Chambers, McNair Chambers, Qatar & UK, William Stevens, Head of Oil & Gas Project Finance, HSBC, Holdings,\* Marc Partridge, Managing Director, Co-Head of Project Finance, GAZPROMBANK\*, Valerio Braccaccia, Vice President for Eastern Europe, ENI\*, Pierre Olinger, Vice President, TOTAL, Middle East\*, Dr. John Roberts, Energy Security Specialist, Platts,UK

**Networking Coffee Break in the Exhibition Lounge**  
*(Afternoon session details continued on the next page)*



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## E&P Offshore Financing, Licensing & Legal Forum (Part II)

16:00

### Overview of the Geopolitics in the MENA & EMEA: Market Entry & Overcoming the Risks of Investment

Mehmet Ogutcu, *Director - Global Resources Corporation & International Government & Corporate Affairs, BG Group*

### Standardizing Contractual Agreements in the Hydrocarbon Industry Within a Global Market & Different Legal Systems

Invited speakers: Guido, de Clercq, *General Counsel, GDF Suez\** & Gloria Valente, *Industrial Risk Management, ENI\**

### Europe's Offshore E&P Potential – Economics and Viability

- Project delays in northern European offshore oil plays
- Offshore production decline and oil supply potential – Europe and rest of the world compared
- Upcoming European regions for E&P
- Break-even cost compared to rest of the world (e.g. Gulf of Mexico, Middle East, Africa and Brazil)
- Future E&P investment requirements



*Confirmed:* Karina Garnes Reigstad, *Energy Analyst & Desk Editor Petrologica*

## Commencement of the E&P Offshore New Technologies Forums

### Drilling, Construction, Engineering Storage & Transport

### Global Shale Gas Experience From North America and its Impact on the EMEA Region

Chris Faulkner, *CEO, Breitling Oil & Gas Corporation\**



### Incorporating Emerging Subsea Technologies for Increased Productivity and Recovery of Deepwater Reserves

Ian Ball, *Technology Director, INTECSEA (UK)*



### New Production Controls Technology Applications for East Mediterranean Projects

Jan van den Akker, *Product Manager, Cameron*



### New & Unconventional Technologies and Techniques

### Hydraulic “Hh” Drilling Rigs: Performance, Safety and Minimal Environmental Impact

*Confirmed:* Marco, Cercato, *Business Development Manager, Drillmec S.p.A*



### Application of UBD/MPD Technologies for Reservoir and Drilling Performance in Deep Gas Formations

Paco Vieira, *MENA CPD & TS Engineering Manager, Weatherford International-UAE*



**Weatherford**

### Development of the Mediterranean Using Unmanned Production Buoys

Richard Selwa, *Chairman & Founder, Unmanned Production Buoy\**



## End of Day Drinks & Round Table Discussions – Informal private discussion groups on hot topic issues

17:00

### E&P Finance & Legal Round Table 1

**Political Risk and Legal Challenges Affecting Projects in the Mediterranean**

### E&P Finance & Legal Round Table 2

**Conducting E&P Tenders – How Governments Should Assess the Suitability of Bidding Operators**

### E&P Finance & Legal Round Table 3

**Effectively Establishing Subsidiaries and Offices in New Mediterranean E&P Hot Spots**

### E&P Finance & Legal Round Table 4

**Engaging Institutional Investors - Raising Private Capital for Global Major E&P Projects**

### New Technology Round Table 5

**Exploration Tech in Practice – Techniques and Technologies for Mediterranean E&P Activity**

### New Technology Round Table 6

**Mapping out the Local Oil & Gas E&P Industry**  
*(Hosted by the Cyprus Oil & Gas Association)*

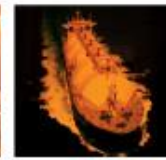


18:00

## Evening Networking Drinks & Canapés in the Exhibition Lounge – All Attendees Invited







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## EuroMed E&P 2014 - Detailed Agenda - Main Conference Day 1, Tuesday 7th October

### Delegate Registrations & Exhibition Open

#### Chairman's Opening Address & Welcome - Andre Jurres, CEO, NPG Energy

Official Welcome from the President of the Republic of Cyprus – Nicos Anastasiades\*



#### Strategies to Meet Future Energy Demand – The Role of Offshore E&P

Syrie Crouch, VP Hydrocarbon Maturation, Upstream International Exploration, SHELL\*



#### Meeting the Global Energy Demand During the Current Period of Economic Turbulence

Confirmed speaker:  
Keisuke Sadamori, Directorate of Energy Markets and Security  
International Energy Agency



#### The Successful Implementation of Petroleum Resources Management Systems – ENI's Experience

Confirmed speaker:  
Lorenzo Acquati, Manager Reserves Standards & Methodologies, Eni E&P



#### Operators Experience – Hydrocarbon Monetisation, Expectations & Challenges for E&P in Cyprus and the Eastern Mediterranean Region

Confirmed speaker: John Tomich, Cyprus Country Manager, Noble Energy



#### Game Changing Developments in Israel's E&P Sector

- The current status of oil & gas exploration and production from Mari-B, Tamar, Dalit, and Leviathan Off-shore installations
- The implications and consequences of Israel achieving its domestic energy requirements and export markets

Confirmed speaker: Uri Aldubi, Chairman, Association of Oil & Gas Exploration Industries in Israel and Founder and Director, Israel Opportunity Oil and Gas Exploration



#### Moving Forward with Israel's Offshore Oil & Gas – Alliances, Infrastructure & Investment Requirements

Confirmed speaker: Yossi Abu, CEO, Delek Drilling



09:00

11:00

Networking Coffee Break in the Exhibition Lounge



## Cyprus and the Eastern Mediterranean Hydrocarbons Resources: A Look Into The Future and Collaborations with the Energy Industry

Confirmed speaker: Dr. Charles Ellinas, CEO, Cyprus Natural Hydrocarbons Company



## An Update of the Current Status and Future Prospects for the Regional Offshore Oil & Gas Industry

Stelios Nicolaides, Acting Director of the Hydrocarbons Service, Ministry of Energy, Commerce, Industry and Tourism in Cyprus\*



## Future LNG Investments and Alliances for the Eastern Mediterranean

George Papanastasiou, Managing Director, VTT Vasiliko\*



## Fuels and Emissions: The Challenges for Offshore Power Generation

- Reducing CO2 emissions
- Reducing Combustion Emissions: Dry Low Emissions Combustion
- Utilising associated Gas as fuel
- Alternative Fuels to Associated Gas

Confirmed speaker:

Mike Welch, Industry Marketing Manager, Oil & Gas, Siemens Industrial Gas Turbines



Panel Discussion

## Bilateral & Multi-Lateral Agreements for Developing the EuroMed Region's Hydrocarbon Industry

- Managing the E&P development process across borders through the decades ahead
- What would the E&P industry would like to see in terms of multinational co-operation in the region
- Managing oil and gas revenues on a regional scale together with output and E&P initiatives

Panelists: Stelios Nicolaides, Acting Director of the Hydrocarbons Service, Ministry of Energy, Commerce, Industry and Tourism in Cyprus, Syrie Crouch, VP Hydrocarbon Maturation, Upstream International Exploration, SHELL, John Tomich, Cyprus Country Manager, Noble Energy, Keisuke Sadamori, Directorate of Energy Markets and Security, International Energy Agency, Sylvan Shalom, Minister, Ministry of Energy & Water, Israel, Dr. Charles Ellinas, CEO, Cyprus Natural Hydrocarbons Company Ltd, Solon Kassinis Special Advisor for Offshore Oil & Gas Development, Government of Greece

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## Networking Lunch in the Exhibition Lounge

### Licensing & Geopolitical Developments in the Region

### Procurement & Supply Chain Management

### Future Pricing Trends, Markets & Pipelines for Mediterranean Gas/LNG & FLNG

1 4 : 0 0

#### GREECE

#### Moving Forward with Greece's Offshore E&P Development Plans

Solon Kassinis, Special Advisor for Offshore Oil & Gas Development – Government of Greece \*



#### Procurement Management in Oil & Gas specifically related to J&P Energy Projects

Marios Patsalides, Procurement Manager Oil & Gas, J&P Energy & Industrial Projects\*



#### Floating LNG (FLNG) Technology Design and New Developments

- Safety and Minimal Environmental Impact
  - OPEX, CAPEX risks & technical issues
- Richard Whitehead, VP Gas & LNG Value Chain, DNV GL - UK & Southern Africa





### Hellenic Petroleum S.A.'s Vision for the Development of Greece and the Region's Oil and Gas Exploration and Production Sector

Foivos Symeonidis, *Operations Manager E&P, Hellenic Petroleum*



### EASTERN MEDITERRANEAN

#### Greece & Israel E&P Developments Geopolitical risks in East Mediterranean Upstream Oil and Gas

Confirmed: Dr. Theodore Tsakiris, *Member of the Board of Directors, Cyprus Hydrocarbons Company (CHC)*



#### SE Europe and Western Europe Under the Current and Proposed Gas Distribution Routes

Confirmed: Azfar Shaukat, *Director of Oil & Gas, Mott MacDonald*



### LEBANON



#### Update - Lebanon Offshore Licensing Rounds - New Developments, Infrastructure & Investment Opportunities

Confirmed: Dr. Naji Abi Aad, *Senior Advisor Petroleb (Lebanon)*



#### Effective Supply Chain Management in the Oil and Gas Industry

Yngve Berntsen, *Chief Procurement Officer, Seabed Geosolutions Company (CGG)*



#### Back-to-Back approach to Risk

- Management: pitfalls to avoid
- Valuation criteria pitfalls: size and segment matter
- Aiming at Risk Efficiency: choosing your positioning on the risk boundary
- Consequences of Contract Terms & Conditions

Carlo Muzzarelli, *MD, WeRISK*



#### An Update of the Oil and Gas Market

- A forecast of the near term and future Oil Price
- Supply and Demand outlook from 2014 and beyond
- The impact on capacity amid the current worsening security situation in the MENA region and/or OPEC countries

Thina Saltvedt, *Senior Macro Oil Analyst & Global Commodities Strategist, Nordea Markets*



#### Europe's Gas Supply Mix – Present and Future

- European gas demand vs rest of the world
  - Where is Europe's gas coming from (LNG and pipeline compared, including new gas projects from the Barents Sea)
  - How much could the Mediterranean contribute to Europe's gas supply
  - The economics of Mediterranean gas supply (likely costs compared to other gas projects, e.g. Egypt or Columbia)
  - What could be the required LNG shipping capacity to transport Mediterranean LNG
- Karina Garnes Reigstad, *Energy Analyst & Desk Editor, Petrologica*

#### Floating LNG (FLNG) Technology: An Update of Shell's FLNG Programme and New Developments

Invited speaker: Harry van der Velde, *Manager FLNG Development, SHELL\**

#### Innovation & New Technology: the Key to Increase the Gas Business, the Key to a Sustainable Future

Marc Florette, *Senior Vice President, Research & Innovation, GDF Suez\**  
Menno Bax, *LNG Innovation Manager, Upstream International, SHELL\**  
Tad Smith, *Technology Unit Leader, Apache Corporation\**  
Peter Shiner, *Technical Manager, Petroceltic*

#### Innovation & New Technology: the Key to Increase the Gas Business, the Key to a Sustainable Future

Invited speaker/panelists:  
Marc Florette, *Senior Vice President, Research & Innovation, GDF Suez\**  
Menno Bax, *LNG Innovation Manager, Upstream International, SHELL\**  
Peter Shiner, *Technical Manager, Petroceltic International PLC\**

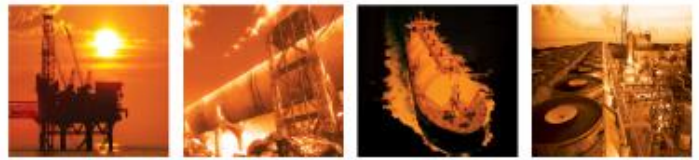
#### Panel Discussion

#### Regional Natural Gas Pipelines and Infrastructure Projects

- Which of the competing pipeline projects looking to transport recovered natural gas out of the Eastern Mediterranean stands the best chance of succeeding?
- How successful is Russia likely to be (through Gazprom Israel) in diverting Israel's natural gas reserves to Asia (rather than EU markets)?
- Will the complex geopolitics of the region ultimately accelerate or hamper the swift monetisation of offshore hydrocarbon reserves?
- What do panelists believe the natural gas transportation network of the Eastern Mediterranean will look like in 10 years time and the respective role of pipelines and LNG over the longer term?

Invited speaker/panelists:  
Foivos Symeonidis, *Operations Manager E&P, Hellenic Petroleum*  
Naji Abi Aad, *COO, Petroleb, Lebanon*  
Eric Jeanneau, *LNG Development Director, TOTAL\**  
Rafi Baghdjian, *Chief Operating Officer LNG, SHELL\**  
Hossam Ahmed, *Egyptian Natural Gas Holding Company (EGAS)\**

"The U.S. Geological Survey estimates the region holds about 122 trillion cubic feet of gas, enough to supply the world for a whole year"



(Tuesday 7<sup>th</sup> October – main conference day 1 continued)  
Networking Coffee Break in the Exhibition Lounge

1 5 : 3 0

## Licensing & Geopolitical Developments in the Region (continued)

### Lebanon E&P Developments - Funding Infrastructure Projects in the Mediterranean Through the Eurocrisis and the Arab Uprising

Confirmed: Roudi Baroudi, CEO, Energy and Environment Holding, Secretary (Lebanon)- World Energy Council



### CASPIAN, SYRIA, IRAN, IRAQ & TURKEY

#### Kurdistan, Iraq and the Caspian Region – Future Opportunities and Prospects Vice Versa Risks for E&P in the Region

Confirmed: Alisa Lockwood, Head of Eurasia Forecasting, IHS



### TUNISIA & LIBYA

#### Regional Offshore Hydrocarbon E&P Status & Developments

Douglas Gaither, President & General Manager, Atlas Petroleum Exploration Worldwide, Ltd (APEX)\*

## Managing Talent and Health & Safety Issues in the Region's E&P Sector

### Applying Latest Industry HSE Procedures & Practices to the Evolving Mediterranean Offshore Hydrocarbon E&P Sector

Case Study Kuwait Oil Company  
Abdullah Al Abdul Salam, Team Leader, Kuwait Oil Company



### Effective Training & Development of SCM Personnel

- Developing an oil & gas industry specific accredited training programme
- Attracting and retaining staff & realising ROI from employee training programmes

Steve Johnson, Head of Global Procurement & Supply Chain Management, Prosafe Offshore



## Future Pricing Trends, Markets & Pipelines for Mediterranean Gas/LNG & FLNG

Extended Panel Discussion

### The Changing Oil & Gas Supply Landscape in the Region & How it Will Affect Energy Pricing

- How significantly hydrocarbon discoveries in the eastern Mediterranean will affect the region's energy prices
- Is there scope for accessing even more gas utilising fracking techniques
- The medium-long term supply/demand dynamics for power and fuel in the region
- The longer-term effects on the economic structure of countries looking to become hydrocarbon exporters

Invited panelists: Francesco Gattei, Senior Vice President, Scenarios, Long Term Strategic Options and Economic Evaluations, ENI

Constantinos Babladimos, Commercial Director, M&M Gas Co S.A\*

Thina Saltvedt, Senior Macro Oil Analyst & Global Commodities Strategist, Nordea Markets (Norway)\*

Leda Gomez, Expert in Natural Gas Markets & Managing Director, ENERGIX STRATEGY LTD\*

Aldo Flores-Quiroga, Secretary General, International Energy Forum (IEF)\*

Aldo Flores-Quiroga, Secretary General, International Energy Forum (IEF)\*

1 7 : 0 0

## End of Day Round Table Discussions – Informal private discussion groups on hot topic issues

Round Table 1  
Israel E&P Developments

Round Table 2  
Lebanon E&P Developments

Round Table 3  
Cyprus & Greece E&P Developments

Round Table 4  
Egypt E&P Developments

Round Table 5  
Transporting New Eastern Mediterranean Gas - Production and Distribution Options

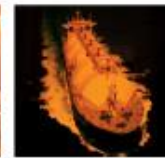
Round Table 6  
MENA's Expanding Oil and Gas Industry, Where we are now and What the Future Holds

Round Table 7  
Eastern Mediterranean - Mapping out Sources & Structures for Investment

Round Table 8  
Production of Unconventional Gas - Legal, Economic, & Political Constraints

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## End of Day Networking Drinks Reception



## EuroMed E&P 2014 -Detailed Agenda - Main Conference Day 2, Wednesday 8<sup>th</sup> October

### Delegate Registration and Exhibition Opening

09:00

#### Chairman's Opening Address

##### Accessing the New Gas Discoveries and Managing Current, Future and Potential Reserves in the EMEA Region

Chris Schenk, *Task Leader, World Energy Assessment Team, U.S. Geological Survey*



##### EuroMed Offshore E&P Developments and Middle East Instability – Implications for the Regional Energy Market

Francis Perrin, *Chairman, SPE, Stratégies et Politiques Energétiques (Energy Strategies and Policies)*



##### Cross-Border Energy Alliances Between Cyprus, Turkey, and Israel, the Keys to Mutual Hydrocarbon Monetisation Success

Despite decades of border and maritime disputes in the Eastern Mediterranean the economic potential that could be harnessed through synergies regarding the development of the region into an energy E&P hotspot and gateway are immense. Given the prospect of immense mutual economic benefit how could the region's neighboring nations forge a way toward to reap maximum mutual benefit from their hydrocarbon reserves, transit options and internal markets?

*This session will specifically address:*

- Overview of the status quo and potential improvements in regional relations
- Mutually beneficial monetization and commercialization possibilities
- Evaluating the economic opportunity costs of non-co-operation
- Enabling new bilateral and multilateral agreements to emerge

*Speakers and follow up discussion panelists:*

Sohbet Karbuz, *Director of Hydrocarbons, Observatoire Méditerranéen de l'Energie*

Mehmet Ogutchu, *Director, Global Resources Corporation*

*International Government & Corporate Affairs Director, BG Group\**

John Roberts, *Energy Security Specialist, Platts,UK\**



11:00

#### Networking Coffee Break in the Exhibition Lounge

*(Agenda continues on next page)*





09:00

## Panel Discussion

### Recent Developments in the Energy Landscape of the Middle East, Eastern Mediterranean & The Caspian Sea & Persian Gulf

- What are the most significant developments in 2014 that have affected the future prospects of the evolving offshore oil & gas sector in the Mediterranean?
- Will it be the projects that make most technical and financial sense that succeed or the ones with the strongest geopolitical motivations - how should investors view this?
- Should potential investors be confident that offshore oil & gas production assets will not be affected by future regional conflicts?
- Are the monetary incentives over oil & gas reserve exploitation great enough to encourage peace and co-operation in the region?

*panelists:* Gulmira Rzayeva, *Presidential Advisor, Center for Strategic Studies, Azerbaijan\**, Roudi Baroudi, *CEO, Energy and Environment Holding, Secretary (Lebanon) - World Energy Council*, Dr. Theodore Tsakiris, *Member of the Board of Directors, Cyprus Hydrocarbons Company*

### The Mediterranean and MENA Oil & Gas Sector – The Next 10 Years

- What established and interested market players need to do to escalate the rate of development
- Effectively managing geopolitical risk – quantifying the threats
- Formulating the right economic incentive structures between regional governments and the private sector
- The most noteworthy lessons from the 2014 EuroMed E&P Summit – What the industry media will be reporting

#### *Panellists:*

John Tomich, *Cyprus Country Manager, Noble Energy*, William Stevens, *Global Head of Strategic Energy Solutions Group, HSBC*, Dolan Hinch, *Director, Head of Infrastructure & Energy, Middle East & Africa, Deutsche Bank*, Keisuke Sadamori, *Directorate of Energy Markets and Security, International Energy Agency*, Yossi Abu, *CEO, Delek Drilling*, Francis Perrin, *Chairman, SPE, Stratégies et Politiques Énergétiques*, Chris Schenk, *U.S. Geological Survey*, Sohbet Karbuz, *Director of Hydrocarbons, Observatoire Méditerranéen de l'Énergie*

### Valuing Undeveloped Oil & Gas Reserves using the Real Options Approach

Lenos Trigeorgis, *Department of Public and Business Administration Faculty of Economics and Management, University of Cyprus*



### Upstream Reference Architecture

Consistency and technical integrity for upstream oil & gas  
Data solutions to maximize the productivity  
Real-time analytics for mining & discovery  
Detailed ad-hoc data analysis and intelligence

*Invited:* Paul Nguyen

**Microsoft / Accenture**

### Transforming Business through Technology Innovation

- Implementation in the Oil & Gas industry
- Database & Technology, Mobile, Analytics, Applications, Mohamed Kamal, *Technical Manager, EPROM, Egypt\**

### Downstream Implications and Developments of Locally Sourced Natural Gas

#### CERA's, Plans, Visions and Development of an Island Wide Gas Pipeline Network

George Shammass,  
*Chairman, Cyprus Energy Regulatory Authority\**



#### Hydrocarbon to Power Generation : Implementation and Challenges for the Integration of new Hydrocarbons to the Network Grid for Cyprus and the Region

Charalambos Tsouris, *Chairman, Electricity Authority of Cyprus, (EAC)\**



14:45

Networking Closing Lunch in the Exhibition Lounge & End of Summit

*“All sides are looking at the eastern Mediterranean in a new and positive light, but at the same time border disputes remain very important,”*

# EURO MED E&P

The European Mediterranean  
Oil & Gas Exploration & Production Summit



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## SUMMIT VENUE & LOCATION

### The Grand Resort - Limassol

Among the finest five star hotels in Cyprus, the GrandResort is set in beautifully landscaped tropical gardens, on a superb beach side location in the exclusive Amathus area of Limassol.

#### Venue Contact Details

Amathus Area, 3724 Limassol – Cyprus  
Tel.: +357-25634333, Fax.: +357-25634588  
e-mail: [grand@grandresort.com.cy](mailto:grand@grandresort.com.cy)  
Web: [www.grandresort.com.cy](http://www.grandresort.com.cy)



As the Eastern most country within the European Union Cyprus is becoming established as the location of choice for regional upstream E&P industry gatherings. Furthermore with the drastic development of its coastal cities to service the emerging regional oil and gas E&P sector Limassol is the ideal city of choice to host the European Mediterranean Offshore Oil and Gas Exploration and Production Summit.

*A Unique Blend of Formal Conference Sessions, Intimate Round Table Discussions, Exhibition & Social Networking Events*



*Offering up to three days of invaluable intelligence gathering and high-level networking EuroMed E&P is now the established annual meeting place for the region's evolving exploration and production industry*

For further details telephone: +357 99810833 | or email: [Info@EuromedOffshore.com](mailto:Info@EuromedOffshore.com)

(\*Indicates invited speaker)



## Delegate Booking Form for the 2014 EuroMed Offshore Oil & Gas E&P Summit

### 1. Delegate Details

Mr / Mrs... Last Name.....  
 First Name.....  
 Job Title.....  
 Department.....  
 Head of Department .....

Registration Contact.....

COMPANY.....  
 Address.....  
 City..... Post Code.....  
 Country .....

EMAIL (Required).....  
 Telephone.....  
 Fax.....

### 2. Registration Options

(Please tick your choice in the appropriate price box below)

Package	Booked by 30 <sup>th</sup> June	Booked by 31 <sup>st</sup> July	Booked by 31 <sup>st</sup> August	Booked After 1 <sup>st</sup> September
<b>GOLD Package</b> Full 3-day Summit, including the 2-day Main Conference (6-7 October) + Finance / Technology Forums (6 <sup>th</sup> Oct) 6th – 8th October	<input type="checkbox"/> €1495	<input type="checkbox"/> €1595	<input type="checkbox"/> €1795	<input type="checkbox"/> €1895
<b>SILVER Package</b> 2-day Main Conference only 7 <sup>th</sup> - 8 <sup>th</sup> October.	<input type="checkbox"/> €1295	<input type="checkbox"/> €1395	<input type="checkbox"/> €1495	<input type="checkbox"/> €1595
Financing / Technology Forum 6 <sup>th</sup> October only	<input type="checkbox"/> €495	<input type="checkbox"/> €595	<input type="checkbox"/> €695	<input type="checkbox"/> €795
CD ROM (Optional)	€200 for attendees <input type="checkbox"/>		€400 for non-attendees <input type="checkbox"/>	

All prices are subject to a €45 processing charge (for credit cards) & 19% Cyprus VAT

### Booking Terms and Conditions

Confirmation of your registration will be sent to you as soon as your complete application form is received by email. Payments for the conference must be received by the cut off dates for discount offers to apply. This booking form constitutes a legally binding contract.

### 3. Booking Code:

If you have been provided a booking code please quote here.....

### 4. Method of Payment

(Please tick your choice in the appropriate price box below)

#### DIRECT BANK TRANSFER

An invoice will be prepared and dispatched according to the details specified above upon receipt of the completed and scanned registration form by email. Please note that group bookings will be invoiced together.

Or

#### CREDIT CARD (Credit Card Payments carry an additional €45 processing charge)

Visa  MasterCard  American Express  Other

.Card No. ....

.Expiry. Date ..... .Security Code ... ..

Card Holders

Signature..... Date.....

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