

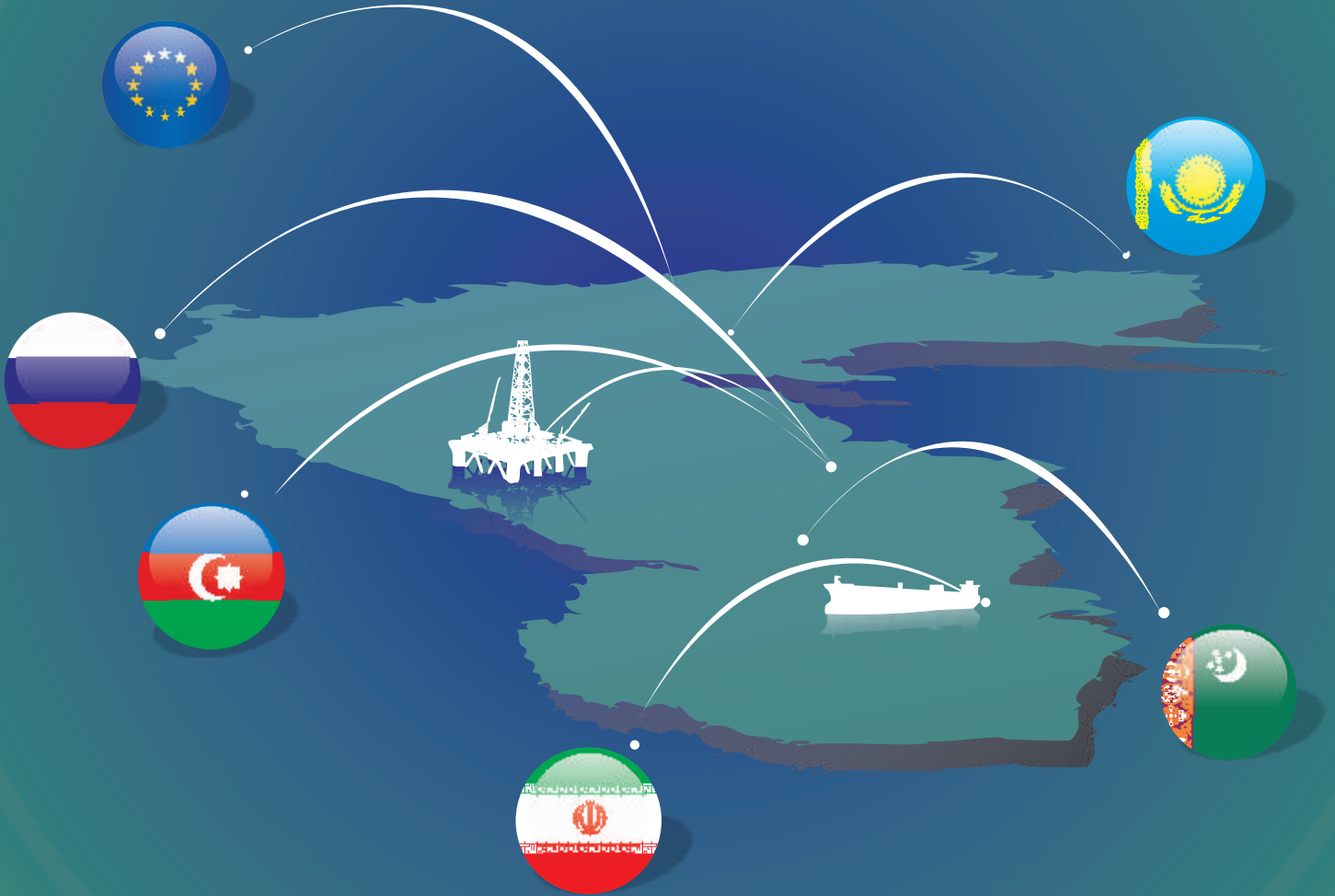


V INTERNATIONAL

CASPIAN OIL&GAS  
TRADING AND TRANSPORTATION  
CONFERENCE

V

18-19 APRIL 2011, BAKU, AZERBAIJAN



ORGANISERS:



Confidence Capital

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Azerbaijan State  
Oil Academy



# V CASPIAN OIL&GAS TRADING AND TRANSPORTATION CONFERENCE

18 - 19 April 2011  
Baku, Azerbaijan



## ABOUT THE CONFERENCE:

V Caspian Oil and Gas Trading and Transportation Conference will take place in Baku on 18 - 19<sup>th</sup> of April 2011. The Conference is supported by Azerbaijan State Oil Academy.

Each and every conference is highly favoured and supported by the Azerbaijan Ministry of Energy and Industry and Azerbaijan Ministry of Transport, the State Oil Company of Azerbaijan Republic (SOCAR), Ministry of Transport and Communications of the Republic of Kazakhstan, Administration of Mangistau Region and the American Chamber of Commerce in Azerbaijan.

Given the constantly changing geopolitical backdrop caused by the need to diversify supplies of oil and gas and the continual growth of global demand, the ability to understand market trends is of particular importance.

The conference aims to give participants the latest information on the state of the oil and gas industry in the Caspian region, to analyse trends and possible scenarios for the development of individual hydrocarbon transportation projects, the industry and the region as a whole. How will the Far East influence regional policies for oil and gas supply volumes? Does the region have enough resources to fill competing pipelines? How might key projects develop, and what investment opportunities do they offer? These and other topical questions will be considered during the conference.

V Caspian Oil and Gas Trading and Transportation Conference aims to provide a comprehensive analysis of the developing economic trends and geopolitical processes in the Caspian Region. The topics for discussion will include the development of transport infrastructure; regional cooperation; crude, gas and oil products trading; logistics solutions; analysis of existing and planned oil and gas projects; and other aspects of the region's energy sector.

More than 500 delegates from 25 countries have attended the conference. Traditionally among the conference attendees - representatives of biggest oil and gas companies, international banks, service companies: BP, GOGC, ExxonMobil, Statoil, Total, ENI, Deutsche Bank, Litasco, Neste Oil, TOTSА, Trafigura, BNP Paribas, SGS, Transbunker, Shell, Vitol, Lukoil, RussNeft, Gazprom, Gunvor, NIORDC, LITASCO etc.

This event will bring together over 150 industry professionals from the Caspian Region itself – Azerbaijan, Kazakhstan, Turkmenistan, Russia and Iran – as well as from their long-standing partners such as Turkey, Georgia, Ukraine, Romania, Bulgaria, and other European, North American and Asia-Pacific countries.

## ORGANISERS

### Confidence Capital Ltd.

Confidence Capital Ltd. is actively involved in the oil and gas markets - trading, transportation, consulting. This enables us to feel the pulse of the industry, know the priorities, react quickly and cover them in our events. Our Conferences and Trainings Department specialises in organising conferences covering all aspects of oil and gas trading and transportation – operation and evolution of oil and gas markets, supply and demand, pricing principles, risk management, trade routes, logistics, storage and transshipment, and financing of the oil and gas industry. We conduct a number of professional development programmes focusing on international oil and gas trading and related disciplines.



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### Azerbaijan State Oil Academy (ASOA)

Azerbaijan State Oil Academy (ASOA) was founded in 1920. It was the first petroleum-focused higher technical education institution of its kind in Europe and Asia. For more than 82 years of its existence, it has made invaluable contributions to scientific and technical thought in Azerbaijan, the former Soviet Union and in many foreign countries, whose citizens graduated from ASOA.



## PRELIMINARY PROGRAMME:

### Conference opening

#### Plenary Session. Trends in the development of the oil and gas sector in the Caspian region. The Caspian's role in European energy security.

- The Caspian region's role in the global energy market. Energy potential and export trends
- Azerbaijan's Oil and Gas Strategy: Planning and Implementation
- Balancing geopolitical interests and relations between producer, transit and consumer countries
- Market access for new players: Caspian oil and gas explorers in the European market
- Georgia's Role as Transit Country in Transporting Caspian Energy Resources to Europe and Security of Supply
- The growing role of national oil companies: unlocking transportation bottlenecks and attracting new investment into the Caspian hydrocarbon sector
- Supply prospects in the Asian direction. The growing role of China in the balance of Caspian export routes



#### Session 1. Development of Transport Infrastructure and Logistics in the Caspian Region

- Scenarios for the development of the Caspian oil-transport system
- Key projects in the Caspian region. Are there enough oil resources to fill the Caspian pipelines?
- Kazakhstan's Caspian Transportation System. Securing long-term supplies of Caspian oil from Kashagan to Baku-Tbilisi-Ceyhan, Iran, etc.
- Diversification of energy transportation routes via Azerbaijan
- Current oil transit situation and plans to develop shipping capacities in the Caspian and Black seas. The role of transit countries (Azerbaijan, Russia, Georgia, Turkey, Bulgaria, Romania, etc)
- Securing investment to build, upgrade and reconstruct major oil and gas pipelines and terminals
- Railway corridor for exports from Kazakhstan and the North Caspian region
- PEO Project: Investing in the Future
- Prospects for a Europe-Central Asia trans-continental shipping canal
- Alternative Transport Routes for Oil from the Caspian Region. The Trans-Balkan Pipeline Project
- Choosing means of transportation to export hydrocarbons from the Caspian region

#### Session 2. Maritime Transport. Development Of Terminal Capacities



- The Caspian-Black Sea Transshipment Corridor: Recent Developments
- The growing role of Caspian ports in exports of crude and refined products
- The Caspian freight market
- Development of oil terminal capacities in the region
- Offshore PSA Contracts in Azerbaijan: current status and prospects



## Session 3. Gas Section. Advancing the Export of Caspian Gas and Transit Countries Role

- The South Stream Project – transporting gas from Turkmenistan to Azerbaijan in compressed form. New technologies
- Current State of and Prospects for Exports of Azerbaijani Gas
- Caspian Gas Production Potential and the Southern Corridors: an Update on Concepts and Market Realities
- Implications of a spot market for gas supplies from the Caspian region to Europe
- The Nabucco Project and its Role in Diversifying Gas Supplies to Europe
- Turkey's Role in Exporting Caspian gas to Europe
- Diversification of gas supply. Building new gas pipelines. The Trans-Asian Turkmenistan-Uzbekistan-Kazakhstan-China gas pipeline, the Turkmenistan-Iran pipeline, Turkmenistan-Afghanistan-Pakistan-India (TAPI), Central Asia-Center gas pipeline system, etc.
- New ways to resolve export issues – alternatives to Russian gas infrastructure. LNG and CNG production as one of the solutions
- Competitive advantage of Caspian/Russian LNG in European markets. Transportation, storage and LNG supply routes from Caspian countries
- Turkmenistan's position in transporting gas to Europe
- Kulevi Oil Terminal development prospects and LPG transport routes
- Export of landlocked gas: technical barriers and commercial risks

## Session 4. Export and Trading Crude and Products In The Caspian

- The Development of Azerbaijan's Potential to Meet the Needs of Oil Markets
- Oil refining potential in the Caspian
- Central Asian oil products market
- Russian Policy on Oil and Gas Exports from the Caspian Region to Europe
- Exports from Caspian - crude oil or oil products?
- Caspian Pipelines: the Asian Angle
- Impact of the Customs Union on transportation of hydrocarbons. Possible creation of a Customs Union in the Caspian
- Pricing, tariffs and legal aspects of hydrocarbon transportation in the Region
- Tax regulations in Kazakhstan

Technical visits to oil exploration, production and refining sites are planned on the 20th of April 2011

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