

London, UK  
May  
19-20, 2015

8<sup>th</sup> annual

# Global Crude Oil Summit

## *Exchanging value in the oil markets*

The 8th annual Platts Global Crude Oil Summit sets a unique global agenda, inviting industry leaders to share their views on the critical developments affecting both the oil upstream and trading communities with 2 full days of sessions and networking.

Sponsored by:



## WHY ATTEND?

- › **A unique and comprehensive international upstream outlook from those at the forefront**  
Join 250 Influential market leaders and foremost experts from the international oil community as they evaluate and debate the industry's evolving landscape and strength while tackling the key questions impacting you now and in the future.
- › **The impact of market volatility on trading and risk management**  
Hear experts from the international trading community discuss oil price movements, benchmarks evolution, regulation changes and risk practice development in this volatile time.
- › **New connections, new ideas, new business**  
Over two full days, interactive panel discussions and speaker sessions combine with a variety of social functions and new event app, all specifically developed to increase the exchange of value.



## ***Transforming crude flows and evolving oil markets***

Returning to London on May 19-20 this year, the 8th annual Platts Global Crude Oil Summit will once again set a unique global agenda, inviting industry leaders to share their views on the critical developments affecting both the oil upstream and trading communities with 2 full days of sessions and networking.

Join speakers and senior executives from across the international oil community in a comprehensive look at upstream developments and key market changes affecting trading and risk management.

*Specifically structured to stimulate debate and interaction with the speakers, 2015's summit will enable you to develop the knowledge, insights and new relationships you need for the year ahead.*

### **NEW! Pre-Summit Workshop – 18<sup>th</sup> May: A guide to oil trading, risk management and pricing\***

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- Introduction oil trading and exchanges
- OTC markets and hedging
- Pricing features in the oil market
- The 30 day Brent market

*\*Additional fee applies*

### **Day 1 – 19<sup>th</sup> May: International upstream development day**

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- Session 1: Keynotes
- Session 2: Oil market outlook from those at the forefront
- Session 3: North America Role in Crude Markets - The Future of Oil Sands in Canada, Upstream Reforms in Mexico, and US Shale Exports
- Session 4: Middle East Demand, Supply and Geopolitics
- Session 5: Flow changers - Transforming oil flows
- Session 6: Barrels moving to Asia

### **Day 2 – 20<sup>th</sup> May: Oil markets, trading and risk management day**

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- Session 7: Keynotes
- Session 8: Leader Discussion- Capitalizing on regional and global crude imbalances
- Session 9: Examining current oil price trends and volatility
- Session 10: Status, performance and liquidity of established and emerging oil benchmarks
- Session 11: Oil and energy risk management in an evolving regulatory environment

## Who attends?

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- Senior strategic upstream executives from the world's IOCs, NOCs and Independents
- Senior oil traders, brokers and analysts
- Regulators and government officials
- Private banks, investment banks and financial advisors
- Risk managers, product controllers and finance managers
- Energy trading and risk management technology (ETRM) solution providers
- Law firms
- Consultant

## Location

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Hilton London Tower Bridge hotel, 5 More London Place, Tooley Street, London SE1 2BY, United Kingdom

## Organized by Platts – a global leader in energy information

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Platts is a leading global provider of energy, petrochemicals, metals and agriculture information, and a premier source of benchmark price assessments for those commodity markets. Since 1909, Platts has provided information and insights that help customers make sound trading and business decisions and enable the markets to perform with greater transparency and efficiency – [www.platts.com](http://www.platts.com).

I hope to see you in London this May.

Kind regards,



**Daniel Lawson,**  
Head of EMEA Conference Production  
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## CONFIRMED SPEAKERS:

- *Mike Muller, Vice President, Global Crude Oil Trading & Supply, Shell*
- *Didier Casimiro, Vice President, Rosneft*
- *Chris Faulkner, Founder, Chairman and CEO, Breitling Energy Corporation*
- *Spencer Dale, Group Chief Economist, BP*
- *Chris Bake, Executive Director, Vitol*
- *Jonathan Kollek, President, Trafigura Eurasia*
- *Eirik Wærness, Chief Economist, Statoil*
- *Jeff Currie, Global Head of Commodities Research, Goldman Sachs*
- *Jacob Dweck, Partner, Sutherland Asbill & Brennan LLP*
- *Harry Tchilinguirian, Global Head, Commodity Markets Strategy, Commodity Derivatives, BNP Paribas*
- *David Port, Chief Risk Officer and Member of the Board, E.ON Global Commodities*
- *Jean-Michel Six, Chief European Economist, Standard & Poor's*
- *Johannes Benigni, Chairman and Founder, JBC Energy*
- *Rakesh Mehra, Executive Director - International Trade and Risk Management, Bharat Petroleum*
- *Sami Habbab, CEO, Delta Rubis*
- *Marco Schiavetti, Director Supply & Trading, SARAS*
- *Dave Ernsberger, Global Director, Oil, Platts*
- *Suzanne Minter, Manager, Energy Analysis, Bentek*
- *John Kingston, President, McGraw Hill Financial Global Institute*
- *Luay J. al-Khatteeb, Executive Director, Iraq Energy Institute (IEI); Senior Advisor, The Federal Parliament of Iraq*
- *Peter Keavey, Executive Director, Energy Products, CME Group*
- *Paul Young, Head of Energy Products, DME*
- *Abdulaziz Al-Attar, Team Leader, International Market, Crude Oil Department, Kuwait Petroleum Corporation*
- *Dr Abhishek Deshpande, Lead Oil Markets Analyst, Commodities Research, Natixis*
- *Dinara Millington, Vice President, Research, Canadian Energy Research Institute*
- *Bill Chalker, Business Development Manager, Unipet UK*
- *Alessandro Mauro, former Head of Risk Management, Litasco*
- *Dr. Michal Meidan, Director, China Matters*
- *Amrita Sen, Chief Oil Analyst, Energy Aspects*
- *Adi Imsirovic, General Manager, Clearsource Commodity Services*
- *Mike Davis, Director Market Development, ICE*
- *Jorge Montepeque, Global Editorial Director, Market Reporting, Platts*

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## SUMMIT DAY 1 | TUESDAY 19<sup>TH</sup> MAY 2015

### INTERNATIONAL UPSTREAM DEVELOPMENT DAY

08:00 *Registration and continental breakfast – Sponsorship Available*

08:50 *Platts welcoming remarks*

*David Ernsberger, Global Director, Oil, Platts*

09:00 *Chairman's welcoming remarks*

*Johannes Benigni, Chairman and Founder, JBC Energy*

09:10 **Opening address**  
**Economic outlook for the oil industry**

*Jean-Michel Six, Chief European Economist, Standard & Poor's*

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### Session 1: Keynotes

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09:30 **Keynote address**  
**Outlook for Russia's upstream industry, infrastructure development  
and evolving export strategy**

*Didier Casimiro, Vice President, Rosneft*



09:55 **Keynote address**  
**The new economics of oil**

*Eirik Wærness, Chief Economist, Statoil*



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**To register – [www.platts.com/crudesummit](http://www.platts.com/crudesummit)**

10:20 *Networking and refreshment break – Sponsorship Available*

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## Session 2: Oil market outlook from those at the forefront

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10:50 **Global crude market outlook**

*Jeff Currie, Global Head of Commodities Research, Goldman Sachs*

11:10 **Downstream developments per region**

*Amrita Sen, Chief Oil Analyst, Energy Aspects*

11:30 **Long-term global energy outlook**

*Spencer Dale, Group Chief Economist, BP*

11:50 **Group Q&A**

*Spencer Dale, Group Chief Economist, BP*

*Amrita Sen, Chief Oil Analyst, Energy Aspects*

*Jeff Currie, Global Head of Commodities Research, Goldman Sachs*

12:00 *Networking Lunch – Sponsored by*  **CME Group**

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## Session 3: North America Role in Crude Markets: *The Future of Oil Sands in Canada, Upstream Reforms in Mexico, and US Shale Exports*

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13:15 **Special address**

**Out of North America: Government policies affecting crude production and exports**

- US crude oil and condensate export policy
- Prospects for US fracking regulations
- Market access for Canadian crude
- Provincial and first nation challenges in Canada
- Mexican upstream reforms
- Private investment in Mexico
- Impact of climate change initiatives

*Jacob Dweck, Partner, Sutherland Asbill & Brennan LLP*

13:40 **State of play - capitalising on domestic shale oil production**

- Financing the new revolution of shale plays
- Pace of growth set to change?
- Condensate discussion
- How do you clear the light sweet overhang in the Atlantic basin?

*Suzanne Minter, Manager, Energy Analysis, Bentek*

14:05 **US oil infrastructure developments, exports to Canada and Mexico elsewhere, and what that means to the spreads and basis risks**

*Dr Abhishek Deshpande, Lead Oil Markets Analyst, Commodities Research, Natixis*

14:30 **Newsmaker session**

**The state of USA shale development and its future**  
– An on stage interview with:

*Chris Faulkner, Founder, Chairman and CEO, Breitling Energy Corporation*

**Interviewer:**

*John Kingston, President, McGraw Hill Financial Global Institute*



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## Session 4: Middle East Demand, Supply and Geopolitics

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15:00 **The Middle East and its evolving role on the world stage**

*Abdulaziz Al-Attar, Team Leader, International Market, Crude Oil Department, Kuwait Petroleum Corporation*

15:25 **Iran and the possible removal of sanctions**

- The current outlook and potential growth post EU sanctions
- How soon it will take Iran to return to normal production?
- Will we see more crude supply going to Europe and less to Asia?
- Impact of increased Iranian crude production on OPEC capacity and regional producers

15:50 **Iraq and its unstable crude production - assessing the current state of play**

- What does the current conflict mean for upstream production and marketing strategies in Iraq?
- Can Iraq improve export stability and continue expanding market share in light of current infrastructure constraints and security risks?
- The role of Iraq in future OPEC supply

*Luay J. al-Khatteeb, Executive Director, Iraq Energy Institute (IEI); Senior Advisor, The Federal Parliament of Iraq*

16:15 *Networking and refreshment break – Sponsorship Available*

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## Session 5: Barrels moving to Asia

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16:45 **Special address**  
**International crude oil markets - a view from Unipek/Sinopec**

*Bill Chalker, Business Development Manager, Unipek UK*



17:35 **Opportunities and challenges of Indian refiners in the light of changing crude oil flows and the resulting trading dynamics**

*Rakesh Mehra, Executive Director - International Trade and Risk Management, Bharat Petroleum*

18:00 **Panel discussion**  
**Asia's shift from price-taker to price-maker and the race for market share**

- Are we seeing an end to Middle Eastern supply dominance to Asia with Russia, Latin America and Africa sending increasing volumes east?
- How will rising and discounted Iraqi output and the return of Iran over the longer term change output to Asia?
- Will competition bring down oil prices over the medium-term or will we see shifts in differentials as less light oil is no longer needed in the U.S. and freed up from Africa?
- Over the longer-term, to what extent will US crude/product exports penetrate Asia?
- What needs to happen to pricing in Asia to push Asia to clear the Atlantic basin light sweet surplus?

*Bill Chalker, Business Development Manager, Unipek UK*

*Dr. Michal Meidan, Director, China Matters*

*Amrita Sen, Chief Oil Analyst, Energy Aspects*

*Rakesh Mehra, Executive Director - International Trade and Risk Management, Bharat Petroleum*

*Adi Imsirovic, General Manager, Clearsource Commodity Services*

**Moderated by:** *David Ernsberger, Global Director, Oil, Platts*

18:30 **Summit gala reception**

- *Join us immediately after the conference for a selection of drinks and canapés from around the world – Sponsorship Available*





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## SUMMIT DAY 2 | WEDNESDAY 20<sup>TH</sup> MAY 2015

### OIL MARKETS, TRADING AND RISK MANAGEMENT DAY

08:30 Registration and continental breakfast – *Sponsorship Available*

08:50 Chairman's welcoming remarks

*Johannes Benigni, Chairman and Founder, JBC Energy*

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#### Session 6: Keynotes

09:00 **Keynote address**  
**Global oil market dynamics – a view from Shell**  
  
*Mike Muller, Vice President, Global Crude Oil Trading & Supply, Shell*



09:25 **Newsmaker session**  
**Understanding the critical factors driving oil prices**  
**– An on stage interview with:**  
  
*Chris Bake, Executive Director, Vitol*  
  
**Interviewer:**  
*John Kingston, President, McGraw Hill Financial Global Institute*



09:50 **Keynote address**  
**Russian oil markets in the context of international crude dynamics**  
  
*Jonathan Kollek, President, Trafigura Eurasia*



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## Session 7: Leader Discussion - Capitalizing on regional and global crude imbalances

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### 11:10 Leaders discussion

#### **Global oil markets - A return to volatility?**

- The new volatility of OPEC supply
- Potential Impact of U.S exports on global markets
- Will we see renewed oil demand or is it too early to tell?
- How will falling prices across energy commodities impact oil prices moving forward?
- Fuel efficiency and fuel substitution outlook

*Jonathan Kollek, President, Trafigura Eurasia*

*Marco Schiavetti, Director Supply & Trading, SARAS*

*Harry Tchilinguirian, Global Head, Commodity Markets Strategy, Commodity Derivatives, BNP Paribas*

*David Port, Chief Risk Officer and Member of the Board, E.ON Global Commodities*

**Moderated by:** *Johannes Benigni, Chairman and Founder, JBC Energy*

10:40 *Networking and refreshment break – Sponsorship Available*

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## Session 8: Flow changers - Transforming oil flows

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### 11:10 **Crude flows and emerging crude oil hub in Ceyhan**

*Sami Habbab, CEO, Delta Rubis*

### 11:35 **Canada - Infrastructure developments and capacity growth**

*Dinara Millington, Vice President, Research, Canadian Energy Research Institute*

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## Session 9: Examining current oil price trends and volatility

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### 12:00 **Examining current oil price trends and volatility**

- Oil prices – analysing price and volatility trends
- Assessing oil price drivers
- Expectations for the future

*Harry Tchilinguirian, Global Head, Commodity Markets Strategy, Commodity Derivatives, BNP Paribas*

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## Session 10: Status, performance and liquidity of established and emerging oil benchmarks

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14:00 **Brent evolution as a global benchmark**

*Mike Davis, Director Market Development, ICE*

14:25 **Global Crude Oil Markets**

*Peter Keavey, Executive Director, Energy Products, CME Group*

14:50 **Dubai as the Asian crude benchmark**

*Paul Young, Head of Energy Products, DME*

15:15 **A look into the future for benchmarks**

*Jorge Montepeque, Global Editorial Director, Market Reporting, Platts*

15:40 **Panel discussion**

**What is the role of NOC's in future price formation?**

*Mike Davis, Director, Market Development, ICE*

*Martin Fraenkel, Managing Director, Energy Products, CME Group*

*Paul Young, Head of Energy Products, DME*

*Jorge Montepeque, Global Editorial Director, Market Reporting, Platts*

**Moderated by:** *Johannes Benigni, Chairman and Founder, JBC Energy*

16:00 *Networking and refreshment break – Sponsorship Available*

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## Session 11: Oil and energy risk management in an evolving regulatory environment

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16:30 **Special address**

**Oil and energy risk management in this volatile time**

*David Port, Chief Risk Officer and Member of the Board,  
E.ON Global Commodities*



16:55 **Oil risk measurement with Value-at-Risk**

- The Value-at-risk general framework
- One-to-one hedging: a false myth
- The Brent vs WTI disconnection in terms of VaR.

*Alessandro Mauro, former Head of Risk Management, Litasco*

17:20 **Case-study**

**Risk management technology and process automation**

18:00 *End of conference*

## **PRE-SUMMIT WORKSHOP | MONDAY 18<sup>TH</sup> MAY 2015**

### **A GUIDE TO OIL TRADING, RISK MANAGEMENT & PRICING\***

The workshop program is designed to enable participants to identify measure and manage risk in its many forms, applying proper tools through disciplined evaluation and decision making. Emphasizing both physical and paper trading, the course is ideal for marketers, junior traders, risk managers, trade finance executives, market analysts, operators and back office personnel, whether their aim is to better understand oil trading, develop additional job skills or enhance their professional career growth.

*Course Trainer: Johannes Benigni, Chairman and Founder, JBC Energy*

#### **Program elements**

08:30 *Registration and welcome breakfast*

09:00 **Introduction to oil trading and exchanges**

10:30 *Networking and refreshment break*

11:00 **OTC markets and hedging**

12:30 *Networking lunch*

13:30 **Pricing features in the oil market**

15:00 *Networking and refreshment break*

15:30 **The 30 day Brent market**

17:00 *End of workshop*

Hosted by:



**\*Additional fee applies. Please visit the website for more information.**

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**To register – [www.platts.com/crudesummit](http://www.platts.com/crudesummit)**