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Hear from



Maria das Gracas Silva Foster
Director for Gas and Power
Petrobras



Oscar Felizzola Souza
Senior Consultant
Petrobras



Francois Ravel
Vice President, LNG Marketing
Total



Marcelo Magalhaes
Chief Executive Operator
Petroreconcavo



Max Brouwers
Exploration Manager
Shell International E&P



Kurt McCaslin
President
Anadarko Exploracao e Producao

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Full program Page 4 - 6 >>

Oil & Gas OUTLOOK BRASIL 2009

May 11-13, 2009, Sheraton Rio Hotel & Resort, Rio de Janeiro, Brazil

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Development and investment for oil companies, financiers and investors

Partner with Petrobras

Petrobras will invest \$174 billion from 2009-2013. Hear their plans and partner with them.

New techniques in drilling, exploration and production

Hear E&P leaders' plans to tap deepwater reserves and maximize profits from shallow water and onshore projects.

Securing financing and development blocks

Meet industry insiders and navigate the Brazilian regulatory regime.

Pre-conference workshop

Monday, May 11, 2009

Doing business in Brazil: technical standards for the oil and gas sector

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"The speakers were qualified professionals and CEOs who presented some interesting insights on the oil and gas sectors in Latin America. The idea of 'Speed Networking' was an intelligent way of dealing with the necessity of people getting to know each other."

- Vitor Pimentel
Pereira, Oil Regulation Specialist, ANP

Profit from Brazil's oil reserves with local partners and advanced technologies

Sitting upon **12.2 billion gallons of oil reserves**, Brazil is one of the world's fastest growing oil producers. Last year's discovery of vast offshore reserves made Brazil the stage for the **most current open ocean deepwater extraction strategies**.

To profit from Brazil's rich reserves, oil executives need a thorough understanding of the local regulatory regime. Companies are lining up to bid for **onshore and shallow water development blocks**.

Oil & Gas Outlook Brasil provides two full conference days on Brazilian upstream operations, with keynote presentations and panels on the current regulations, conditions and strategies for exploration and production and options for financing your operation. It is the only conference with an **international speaker staff exclusively focused on Brazil**.



Network with Brazilian oil and gas investors

Oil & Gas Outlook Brasil is designed to address how oil companies can successfully finance, plan and execute these projects. Delegates will learn how to profit from difficult-to-reach deepwater oil fields as well as shallow water and onshore fields using new equipment and techniques.

Brazil has shown that it will take a leading role in the future of oil production. *Oil & Gas Outlook Brasil* will introduce you to the strategies and people who will allow you to successfully operate as part of this new stage.

8 REASONS

Why you can't afford to miss this event

Navigate the market

Learn about the Brazilian oil and gas industry from local officials and companies

Form local partnerships

Meet the exploration and production managers who know Brazil's oil fields

The technological edge

Current and future techniques for accessing Brazil's eight billion gallons of deepwater oil reserves

The most important issues

Our speakers are experts in planning, financing and executing upstream operations

Unparalleled networking opportunities

Over six hours of Speed Networking, roundtable discussions, lunches and refreshment breaks

A global leader

Terrapinn's oil and gas conferences set the standard for oil industry events

Seize the future

Learn what equipment and techniques will make you money in up or down markets

Brazil focus

The only South American oil and gas event focusing exclusively on Brazil



**Monday, May 11, 2009:
Pre-conference workshop**

DOING BUSINESS IN BRAZIL: TECHNICAL STANDARDS FOR THE OIL AND GAS SECTOR

8:15 Registration and coffee

9:00 Overview of technical standardizations for the worldwide oil and gas sector

- The ISO and IEC subcommittees which relate to oil and gas
- Industry standardization bodies: API, ASTM, ASME and ISA
- Regional and national standardization bodies: CEN, CENELEC, AMN, COPANT, ANSI, ABNT, DIN and BSI
- The role of company specifications from the oil and gas companies: Petrobras, Shell, PDVSA and BP
- Conventions and regulations from the International Maritime Organization and classified societies such as DNV, Bureau Veritas, ABS and Lloyd

Oscar Felizzola Souza, Senior Consultant, Petrobras

10:30 Morning refreshment break

11:00 Technical standards and regulations used for oil and gas activity in Brazil

- The role of the Brazilian National Agency for Petroleum Natural Gas and Biofuels (ANP)
- The technical standards from the Brazilian National Technical Standardization Body (ABNT) for oil and gas activity in Brazil
- The adoption of international and industry technical standards
- The impact of Petrobras's internal specifications on product and supplier service organizations for the Brazilian oil and gas sector

Oscar Felizzola Souza, Senior Consultant, Petrobras

12:30 End of workshop

Your event contact is Michelle Noyes
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michelle.noyes@terrappinn.com

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Oil & Gas Outlook Brasil offers the unique opportunity to interact with the people at the forefront of the private equity industry in the region. We offer **'talk show' style sessions** where you can ask the questions and get the answers you need. You will not get a better chance than this to question those who have been there, done it and learned your lessons for you. Consider it a head start.

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"An excellent overview of the challenges and opportunities investors have in Latin America's petroleum upstream industry... the right balance of private companies, investment banks and government institutions providing a complete picture of the issues."

- Roger Tissot,
Independent Energy Consultant

More than 12 oil company senior executives

Day One: Tuesday, May 12, 2009

8:00 Registration and coffee

8:50 Chairman's opening remarks
Bob Fryklund, Vice President of Industry Relations, IHS

ESTABLISHING SUCCESSFUL OPERATIONS - THE UPSTREAM LIFECYCLE

9:00 **Presentation: Key elements to building thriving operations in the Brazilian market**

- Recent strikes in deep and shallow water, and onshore
- Benchmarking globally and locally
- Local solutions to challenges facing the global upstream market

Roberta Camuffo, Regional Exploration Manager, **Repsol YPF Brazil**

9:30 **Presentation: Using technology and oil field services in effective project development**

- Choosing between owning and leasing rigs and other heavy equipment
- Working with partners and regulators in planning and execution
- Creating downstream and mid-stream relationships

Caio Macedo Carvalho, Investor Relations and Financial Planning Manager, **Norse Energy do Brasil**

10:00 Question and answer session

10:30 Morning refreshment break

GROWTH OF BRAZILIAN NATURAL GAS

11:00 **Keynote presentation: Ascent of Brazil in the global natural gas market**



- Growth of the use of LNG in the domestic Brazilian market
- Understanding the size and scope of new natural gas discoveries on the global scale
- Developing and taking Brazilian natural gas to market

Maria das Gracas Silva Foster, Director for Gas and Power, **Petrobras**

11:30 **Presentation: Opportunities in liquefied natural gas (LNG) and floating liquefied natural gas (FLNG)**

- Technological advances in LNG extraction
- Efficiency of FLNG platforms versus pipelines
- Industry case study for LNG/FLNG

Francois Ravel, Vice President, LNG Marketing, **Total E&P do Brasil**

12:00 Networking lunch

NAVIGATING THE LOCAL OIL AND GAS REGULATORY REGIME

1:30 **Keynote presentation: Qualifying, bidding and winning: the first steps in Brazilian E&P**

- Knowing the organizations involved in regulating the oil and gas industry

- Is the regulatory environment moving towards a new structure of oil companies?
- Are international and local companies subject to different regulation?
- After the auction: ANP's role in regulating the market beyond the bidding rounds

Nelson Narciso, Director, **ANP**

INVESTING IN BRAZILIAN OIL & GAS

2:00 **Panel: Considerations for international investors in the Brazilian upstream market**

- What are oil and gas investors looking for from local firms?
- Project extraction costs versus industry average
- Local and global partnerships necessary to attract investor funds
- Anticipating the consequences of oversupply on contracting for rigs and services and other disputes that may arise in a falling market
- Adding the correct service and technology providers

Emerson Leite, Analyst, **Credit Suisse Garantia**
Alberto Camoes, Managing Partners, **Stratus Group**
Andre Lima, Director, **Energy Trends Consultores**

2:45 **SPEED NETWORKING** Fun, high-speed networking

3:15 Afternoon refreshment break

4:00 **Case study: Investing in companies that drill in the Amazon**

- Structuring a successful deal
- Environmental concerns
- Contract terms in Brazil versus Peru

Juan Pablo Palodret, Director, **Citigroup Venture Capital International**
James Dean, Chief Executive Officer, **Subandean E&P**

4:30 **Keynote presentation: Lessons learned from investing in Brazilian E&P**



- Benefits of investing in local markets
- Overcoming investment challenges specific to the Brazilian E&P market
- Investing in multi-party partnership projects
- Exiting investments from local markets: comparing public and private equity

Eduardo Farhat, Principal, Head of Infrastructure, **Darby Stratus Administradora de Investimentos**

5:00 End of day one



Meet hundreds of oil & gas professionals

Day Two: Wednesday, May 13, 2009

8:30 **Registration and coffee**

8:50 **Chairman's opening remarks**
Bob Fryklund, Vice President of Industry Relations, **IHS**

CHANGES IN INTERNATIONAL SUPPLY & DEMAND

9:00 **Panel: Causes and consequences of global supply and demand**

- Addressing concerns about weakening global demand
- Growth of emerging market consumption as a key driver of long-term growth for the global oil industry
- Effect of short term supply shocks on the price of oil

Paula Kovarsky, Analyst, **Itau Corretora de Valores**
Frank McGann, Analyst, **Merrill Lynch**
Gianna Bern, President, **Brookshire Advisory and Research**
Nepoleone Warne, Head of Oil and Gas, **CMS Cameron McKenna**

9:45  **Round TABLE** **Interactive roundtable discussions**
 Informal, interactive discussions, between 15 to 25 participants, moderated by an industry expert. High level brainstorming and networking.

Table 1: Building human capital for Brazilian operations
Gianna Bern, President, **Brookshire Advisory and Research**

Table 2: Selecting solution providers to match your local and global operations

Oscar Felizzola Souza, Senior Consultant, **Petrobras**

Table 3: Mitigating risk in Brazilian oil and gas ventures
Paula Kovarsky, Analyst, **Itau Corretora de Valores**

10:30 **Morning refreshment break**

11:00 **Panel: The future of oil and gas in Brasil**

- The role of government in the oil and gas industry
- Understanding MME mandated changes to new bidding rounds and revenue agreements
- Facilitating and financing the development of Brazilian discoveries
- Possible adjustments to the Brazilian regulatory framework based on international experiences
- Challenges for the unitization process in the pre-salt areas
- Direct state participation in the concession areas
- Growing domestic ownership, knowledge and human capital in new projects
- Possibilities for the future of Petrobras

Christopher Garman, Director for Latin America, **Eurasia Group**
Luiz Antonio Maia Espinola de Lemos, Partner, **Tozzini Freire Advogados**

SECURING AND FINANCING PROJECTS IN BRAZIL

11:30 **Case study: Capital funding options in the Brazilian market**

- Changes in the funding environment during a global credit crisis
- Tapping new and non-traditional avenues of capital for oil and gas projects
- The role of government and multilateral organization in

providing funding alternatives

- Importance of investments from other developed and emerging market NOCs and IOCs in Brazil
- The relationship between deal size and the types of financing partners
- Utilizing financing options to stay competitive in a crowded environment

Cassio Marx Rabello da Costa, Instrumentos Financeiros, **Agencia Brasileira de Desenvolvimento Industrial - ABDI**

12:15 **Networking lunch**

EXECUTING NEW E&P PROJECTS

1:45 **Keynote presentation: Best practices in developing offshore E&P blocks**

- Identifying oil fields in explorations blocks within the mandated time windows
- Leasing, buying and renting exploration equipment in a lower cost environment
- Conducting appraisals on newly discovered fields
- Estimating accurate recovery numbers and their importance in valuation and taxation
- Building a cost-effective and viable extraction plan
- Factoring the price of oil into continuing E&P activities

Max Brouwers, Exploration Manager, **Shell International E&P**

2:15 **Presentation: Shallow water drilling in Brazil**

- Technological advances in shallow water equipment
- Availability of vessels and pipelines
- The state of shallow water oil fields in Brazil

Michael Hoffman, President of Exploration and Production, **El Paso Corp**

2:45 **Afternoon refreshment break**

3:15 **Panel session: Challenges of deep sea drilling and extraction**

- Understanding the implications of water depth on E&P operations
- Deepwater infrastructure – the challenges of pipelines and platforms in ultra deepwater drilling
- Trends in deepwater development technology

Kurt McCaslin, President, **Anadarko Exploracao e Producao**
Ricardo Peixoto, Managing Director, **Petrogal**

4:00 **Panel session: Driving new onshore projects**

- Growth of onshore E&P activity post round 10
- Developing secondary recovery in onshore mature fields
- Differences between financing offshore and onshore projects
- Analyzing the potential of remaining onshore areas

Marcelo Magalhaes, Chief Executive Officer, **Petroreconcavo**
Renato Darros de Matos, Exploration and Production Director, **Aurizonia**

4:45 **End of conference**



Meet and do business with industry decision makers

Get the most from your conference



Fun, high-speed breaks in the conference day for making new contacts and exchanging details.

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Arrange meetings online before you arrive. Access event resources, such as white papers and presentations, after you've left.



Meet and talk about the business issues on your brain.

Seize new opportunities in the Brazilian oil and gas industry

Despite the global economic downturn and the rapid decent of crude oil prices, Brazilian oil officials and Petrobras are still preparing for major capital intensive projects. Equipment, capital and advisory services will be required to realize the potential of discoveries that could make Brazil one of the top oil exporters in the world. **Brazil is positioned to become the next Saudi Arabia** in terms of oil reserves only ten years after its fields have opened to independent operators.

In its recent rise as a global oil superpower, Brazil now holds tremendous opportunities for service companies looking to grow their business and profit. While the global economy sputters, the Brazilian oil and gas sector moves ahead, offering promising **concessions to IOC's and attracting billions of dollars in foreign direct investment.** Oil & Gas Outlook Brasil 2009 is the perfect opportunity for your organization to raise its profile, interact directly with your customers and prospects and demonstrate your commitment to the Brazilian oil and gas industry.

Who should sponsor?

- Oil and gas operators
- Oil service companies
- Drilling companies
- Investment banks
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Exchange ideas, grow your business

Why you should sponsor:

- **Branding and positioning** – being seen as a leading solutions and provider to the industry space
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