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Jacques de Jong  
Senior Adviser  
CIEP

# Sparks & Flames

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Opening Address



Christian Guéritte  
Managing Director  
TOTAL GROUP NEDERLAND

Critical Developments In European Energy Markets Including:

- The Third Directive • Gas, Power And Emissions Trading
- Security Of Supply And The Future Fuel Mix

## EXECUTIVE SPEAKER FACULTY



Ulco Vermeulen  
CEO  
GATE TERMINAL



Jan Von Drathen  
Managing Director  
EON D-GAS



Hans Jensen  
Head of Research &  
Development  
RWE NPOWER



Stéphane Caudron  
Director  
RBS SEMPRA  
COMMODITIES



Peter Plug  
Director  
DUTCH OFFICE FOR  
ENERGY REGULATION



Paolo Coghe  
Head of Analysis,  
European Natural Gas,  
Power & Emissions  
KOCH SUPPLY & TRADING

## STORAGE & TRADING SUMMIT



Rick Lorio  
Managing Director – CEO  
CONTINENTAL  
GAS STORAGE



Klaus Hammer  
Chairman Of The Board  
E.ON FÖLDGÁZ  
STORAGE ZRT



Roger Pearson  
Director & MD  
STAR ENERGY



Sonia Youd  
Commercial Director  
CENTRICA



Andreas Kost  
Head of Transport &  
Storage Marketing & Sales  
BEB



Jean Marc Leroy  
Vice-President, Major  
Infrastructures Division  
GAZ DE FRANCE

PLUS:

Enrico Cingolani, Chairman & CEO, STOGIT

NEW

## THIRD PACKAGE

Exclusive presentation from  
Mark Van Stiphout, Policy Officer, EC

NEW

## Quick Fire Storage Showcase

NEW

## Pricing Summit

10 October 2008

Developing Price Scenarios And  
Understanding Price Drivers In The  
Gas And Power Pricing Industries

NEW

## REGULATORY STRATEGY LAB

Gas Business In The EU: Maintaining A  
Strategic Business Direction In Light Of  
Regulatory Trends By

Erik Rakhou, Programme Manager, Natural Gas,  
NETHERLANDS COMPETITION AUTHORITY

PLUS

## Storage And Trading Summit

7 October 2008

## OVER 70 SPEAKERS INCLUDING

- EON D-Gas
- MOL
- ERGEG
- Statkraft Energy Markets
- London Business School
- RBS Sempra Commodities
- Stogit
- Koch Supply & Trading Co
- Clingendael Institute
- Maycroft Consulting
- Centre For Global Energy Studies
- Mercuria
- GRTGAZ
- Institute Of Energy And Finance
- EDF Direction Gaz
- German Federal Network Agency
- Advanced Power
- Gas Transport Services
- BKW Italia S.p.A.
- Total E&P Nederland
- Centrica Energy
- E.On Földgáz Storage ZRT
- Pöyry Energy Consulting
- Max Planck Institute
- Gasunie
- Oxford Institute For Energy Studies
- Commission De Régulation De L'Énergie
- RWE NPower
- Qeshm Energy
- BEB
- GDF
- Continental Gas Storage BV
- Statoil Hydro
- The Oil Drum
- Star Energy
- Dutch Office Of Energy Regulation
- Nuon
- Netherlands Competition Authority
- Dong Energy
- Gapminder Foundation
- BERR
- Redpoint Energy
- CEZ
- TAQA
- European Commission
- GATE Terminal
- Centrica Storage
- Poten And Partners
- Energy Markets
- Navita
- Total
- Ofgem

## NEW INSPIRATIONAL SPEAKERS



Hans Rosling  
Founder  
THE GAPMINDER  
FOUNDATION



Leo Drollas  
Deputy Executive  
Director/Chief Economist  
CENTRE FOR GLOBAL  
ENERGY STUDIES

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- Storage And Trading Summit: 7 October 2008
- Main Conference: 8 - 9 October 2008
- Pricing Summit: 10 October 2008

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# Tuesday 7th October 2008 STORAGE & TRADING SUMMIT

08.15 Registration & Coffee

09.00

## Chairman's Welcome

09.10

### Clarifying The Market Need For Storage In An Increasingly Transparent Environment: Is More Storage Required, Who Will Build It And What Are The Alternatives?



**Sonia Youd**,  
Commercial Director, **CENTRICA**  
Sonia Youd has been in her current role since 2003. She has responsibility for all commercial aspects of the Centrica Storage business including sales and marketing, valuation, upstream commercial negotiations, commercial operations, business development and the regulatory relationship with Ofgem and the DTI. Sonia previously worked within the Centrica Energy Management Group and Accord, where she held a number of roles in Oil and Gas Trading, Risk and Commercial Operations.

## IMPACT OF 3RD PACKAGE ON STORAGE

09.50

### European Gas Storage, Security Of Supply And The Third Energy Package: Assessing The Impact Of Market Mechanisms, Transparency And Regulation



**Klaus Hammer**,  
Chairman of the Board,  
**E.ON FÖLDGÁZ STORAGE ZRT**  
Klaus joined the E.ON Group in 2005 from Shell. In 2006 he became Chairman of the Board for E.ON Földgáz Storage and in 2007 he became Chairman of the Board, E.ON Földgáz Trade.



**Dr Andreas Kost**,  
Head of Transport And Storage  
Marketing & Sales,  
**BEB**  
Dr. Andreas Kost joined BEB in 1994 after his Ph.D. in mechanical engineering. He has held various positions in BEB's transport and storage marketing (including project lead for development of BEB's Entry/Exit system in 2003/04). In his current job as Head of Transport and Storage Marketing & Sales is responsible for the marketing of BEB's transport and storage assets.



**Sonia Youd**,  
Commercial Director,  
**CENTRICA**  
(see biographical details previously)

10.35

### Developing Strategic Storage For North West Europe: Managing Development Risks



**Roger Pearson**,  
Director & M.D. Gas Storage Division,  
**STAR ENERGY**  
Roger is a main board director of Star Energy plc (a wholly owned subsidiary of Petronas) and Managing Director of Star's Gas Storage Division. With a background of project management and operations of oil and gas projects in the UKCS, Roger is responsible for the Humbly Grove Gas Store in Southern England and Star's portfolio of gas store assets currently in the planning process.

11.15 Morning Coffee

11.45

### Current Challenges In The Storage Market: Achieving A Storage-Transmission Equilibrium, Combating The Growing Storage Gap And Potential Pitfalls In Establishing New Storage Projects

- How does the storage market work in relation to transportation access?
- Combating the growing storage gap
- Challenges and pitfalls in establishing new storage projects



**Rick Lorio**,  
Managing Director – CEO,  
**CONTINENTAL GAS STORAGE**  
Mr. Lorio has over 25 years' experience in the energy industry and has worked primarily in the European energy sector since 1996. He has experience in commodity trading, business development, commercial optimization, acquisitions and green field development. He and his team were actively involved with the transformation of Nuon over the past five years. During that time, his team was involved with acquiring 3500 mw of gas and coal fired power plants from the US energy company Reliant and developing 2 gas storage projects which entailed a capital development commitment of 300 million euros. Mr. Lorio graduated with a BS in Petroleum Engineering from Louisiana State University. Currently, Mr. Lorio is leading Continental Gas Storage's efforts to develop infrastructure projects (gas storage) in the European market.

12.15

### Case Study: Successfully Developing A Storage Asset

Understand each of the stages to develop a storage asset in this 15 minute show case by Jan Willem Van Hoogstraten – Project Director at Bergermeer Gas Storage

**Jan Willem Van Hoogstraten**,  
Project Director Bergermeer Gas Storage,  
**TAQA EUROPE**

TAQA is a global energy investment company with strategic and financial investments in Oil & Gas, Power, Water, Infrastructure and Mining sectors across Middle East, Asia, Europe and Africa. TAQA is listed on the Abu Dhabi Stock Exchange

CASE STUDY

12.45 Lunch

13.45

### Storage Quick Fire Showcase

This quick-fire showcase gives you, as the delegate, the opportunity to talk about your storage for 2 minutes to an audience of fellow storage operators and gas and power traders. The purpose is to focus on what makes your storage asset particularly new, exciting or interesting in the European Gas Market Place. The winner will be invited to speak at Sparks and Flames 2009!

#### How it works:

- Sign up for your delegate quick-fire slot either by emailing Katy McDonnell at kmcdonnell@icbi.co.uk or by signing up on the day. Places are limited, so please do email in advance!
- Each slot is 3 minutes long (2 minutes of your time plus 1 minute for comments from our Trading Panel of judges) There are 8 slots available in total.
- If you secure a slot, it is your responsibility to be there on time or the timekeeper will move immediately to the next storage operator.

#### What is not permitted:

- No PowerPoint, or projection
- No statistics or hard-core data
- No overt comparisons to other storage assets

Storage Valuation

14.15

### Storage Valuation In Practice: Examining Different Valuation Methodologies For Pricing Gas Storage

- Comparing the value of seasonal versus high-cycle storage for trading and investment analysis
- Finding the optimal forward and spot trading strategies to capture the value of gas storage
- The impact of forward curve shifts, winter-summer spread movements and volatility dynamics



**Dr Cyriel de Jong**, Managing Director,  
**MAYCROFT CONSULTING**

& Professor, **ERASMUS UNIVERSITY**  
Dr Cyriel de Jong is owner-director at Maycroft Consulting and affiliated to Erasmus University, the Netherlands. He completed his Ph.D. on financial derivatives and has had work published on energy market topics in various international journals, including Journal of Business and Journal of Derivatives. With Maycroft he provides consulting, modelling and training services on energy trading and risk management issues to a wide range of international customers. The most successful models include MayStore and MaySwing.

14.45

### Maximising Flexibility And Dispatch Optimisation In European Storage Portfolios

SPEAKER TBC

15.15

### Driving The Development Of Wholesale Gas Trading In Europe: Challenges And Opportunities In Gas Capacity



Chaired by **Jean Marc Leroy**,  
Vice-President, Major Infrastructures  
Division, **GAZ DE FRANCE**  
President, **GAS STORAGE EUROPE**

Jean-Marc Leroy has been in charge of storage infrastructure and LNG terminals of GAZ de France since 2005. From 1997 to 2004, he has been active at Gaz de France head office in several key positions: Manager of the President's Office, secretary of the Board, Deputy Vice president of the Strategy Division, Vice President in charge of Exterior Relations and Internal Communication. Jean-Marc Leroy started his career in Electricité de France (EDF). In 1994, he moved to Gaz de France as Deputy Vice President of Gaz de France Transmission Division. Jean-Marc Leroy is also President of GSE – Gas Storage Europe, representing gas storage operators in Europe.



**Roger Pearson**,  
Director & M.D. Gas Storage Division,  
**STAR ENERGY**  
(See biographical details previously)



**Rick Lorio**,  
Managing Director,  
**CONTINENTAL GAS STORAGE**  
(See biographical details previously)

**Jan Willem Van Hoogstraten**,  
Project Director Bergermeer Gas Storage,  
**TAQA EUROPE**

(See biographical details previously)

16.00 Afternoon Tea

16.30

### Seasonal Storage Strategies: Maximising Flexibility For Dispatch Optimisation



**Leendert Florusse**,  
VP Business Development Mid and  
Downstream,  
**EDF**

Leendert's current responsibilities include the development of midstream and downstream positions for EDF's gas business in Europe. Prior to this he worked for Essent as Director of Asset Development. One of the main results there was the development of the first independent gas storage in the Netherlands. Leendert also worked at Aquila with responsibility for gas and power origination in Europe

17.00

### A Market Approach To Investing In Storage

**Enrico Cingolani**,  
Chairman and CEO,  
**STOGIT**

Enrico was appointed CEO and Chairman of Stogit in 2008. Stogit has eight storage fields distributed throughout Italy which provide the market with an integrated system to ensure flexibility. Stogit stands out for its technical skills, quality of service and constant pursuit of efficiency.

17.30

### Analysing The Future Of Storage In Europe: Security Of Supply, New Projects And Gaining Access To Capacity

Chaired by **Dr Felix Höffler**,  
Senior Research Fellow,  
**MAX PLANCK INSTITUTE**

Felix Höffler is professor of regulatory economics at the WHU, Otto-Beisheim-School of Management, Vallendar, Germany. His research focuses on competition policy and regulatory issues of network industries, in particular electricity, gas, and telecommunications. His work has been published in journals like the European Economic Review, International Journal of Industrial Organization, and the Energy Journal. Felix has six years of industry experience working for the German Monopolies Commission, as a business consultant in the utilities practice of Arthur D. Little International, Inc., and in the strategy department of Deutsche Telekom AG. He frequently collaborates with Team Consult to offer consulting services in the international gas industry.

**Aliaksandra Kautaniuk**,  
Senior Risk Analyst Sales and Operations,,  
**EON D-GAS**

Aliaksandra has been in her current role since April 2006 where she is responsible for analysing risks related to gas storage, trading, sales activities and trading activity optimisation. Previous to this, she worked as a Research Fellow at the Delft University Of Technology.

**Leendert Florusse**,  
VP Business Development Mid and Downstream,  
**EDF**

(See biographical details previously)

**Enrico Cingolani**,  
Chairman and CEO,  
**STOGIT**

(See biographical details previously)

18.00


### End Of Storage & Trading Summit



18.00

### Welcome Drinks

Are you interested in speaking or raising your profile at this prestigious event?

If so, contact Anita Richards on:  
arichards@icbi.co.uk or  
Tel +44 (0) 207 017 7217

08.15	Registration & Coffee		
09.00	Chairman's Opening Address & Welcome <b>David Cox, President, PÖYRY ENERGY CONSULTING</b>		
09.15	Where Is Gas Coming From And At What Price? <b>Christian Guéritte, MD Netherlands, TOTAL E &amp; P NEDERLAND</b>		
09.45	CEO Discussion Panel: The Good, The Bad And The Ugly In European Gas And Power Markets <b>Geert Graaf, CEO, GAS TRANSPORT SERVICES</b> <b>Martin Giesen, CEO, ADVANCED POWER</b> <b>Ulco Vermeulen, CEO, GATE TERMINAL</b> <b>CEO</b>		
10.15	<b>3rd PACKAGE</b>	Progress Towards A Third Directive: Driving Transparency And Competition In European Energy Markets <b>Mark Van Stiphout, Policy Officer, EUROPEAN COMMISSION</b>	
10.45	Morning Coffee and Speed Networking		
11.15	Managing The European Supply-Demand Balance: Achieving Energy Security In Light Of The Third Package <b>Jacques de Jong, Senior Fellow, CLINGENDAEL INSTITUTE</b>		
11.45	What Is The Most Effective Way To Regulate Europe's Energy Markets In Light Of The Third Package? <i>Chaired by</i> <b>Walter Boltz, Chairman, E CONTROL and Vice President, ERGEG &amp; CEER</b> <b>Jacques de Jong, Senior Fellow, CLINGENDAEL INSTITUTE</b> <b>Mark Van Stiphout, Policy Officer, EUROPEAN COMMISSION</b> <b>Jens Rasmussen, Vice President, DONG ENERGY</b> <b>Paul Hallas, Director Of Gas Supplies, CENTRICA ENERGY</b>		
12.30	Is There Life For Gas In A Green Future? <b>Phil Hare, Managing Director, PÖYRY ENERGY CONSULTING</b>		
13.00	Lunch		
14.30		Forecasting Oil Prices: Examining The Relationship Between The Oil And Gas Markets And The Implications Of A Future Decoupling <b>Leo Drollas, Deputy Executive Director and Chief Economist, CENTRE FOR GLOBAL ENERGY STUDIES</b> <b>OIL PRICE</b>	
15.30	Afternoon Coffee		
16.00	<b>Pricing And Risk Management Industry Hub</b> <i>Chaired by NAVITA</i>	<b>LNG And Coal Industry Hub</b> <i>Chaired by PÖYRY ENERGY CONSULTING</i>	<b>Gas And Power In The Netherlands Industry Hub</b> <i>Chaired by DUTCH OFFICE FOR ENERGY REGULATION</i>
	16.00 Cross Commodities: The Role Of Market Forces On Price Indexation And Possible Future Price Dependencies <b>EON D-GAS</b>	16.00 Cost Effective Carbon Capture? Examining The Latest Progress In European CCS And What Are The Implications For Competition With Gas? <b>NUON</b>	16.00 What Can Market Players Expect From Dutch Gas And Power Markets In 2009? <b>DUTCH OFFICE FOR ENERGY REGULATION</b>
	16.15 Price Levels And Price Changes In The CO <sub>2</sub> Arena: Who Is On The Driving Seat? <b>KOCH SUPPLY &amp; TRADING CO</b>	16.00 <b>NUON</b>	16.15 Dutch Power Asset Developments: Pipeline Deals & Future Opportunities <b>SPEAKER TBC</b>
	16.30 Risk Measurement For Cross Commodity Portfolios <b>NAVITA</b>	16.10 <b>RWE NPOWER</b>	16.30 Flexibility In The Netherlands: Understanding Future Market Needs And Sources Of Supply <b>NUON</b>
	16.45 A 15 Minute Consideration Of Risk Replication In Power Price Modelling <b>STATOIL HYDRO</b>	16.20 <b>VATTENFALL*</b>	16.45 The Netherlands As The Roundabout For The Northwest European Gas Marketplace: Current Truth Or Future Possibility? <b>GASUNIE</b>
	17.00 <b>DISCUSSION</b> Gas In Power: What Does The Power Sector Mean In The Short Term For The Gas Sector? • <b>EON D GAS</b> • <b>KOCH SUPPLY &amp; TRADING CO LTD</b> • <b>NAVITA</b> • <b>STATOIL HYDRO</b>	16.30 How Is LNG Optimised Within Large Scale, Flexible Energy Portfolios? <b>POTEN &amp; PARTNERS</b>	17.00 <b>DISCUSSION</b> Gas In The Netherlands: Storage, Regulation And Transmission • <b>DUTCH OFFICE FOR ENERGY REGULATION</b> • <b>NUON</b> • <b>GASUNIE</b>
17.00 <b>DISCUSSION</b> What Is The Optimal Future Fuel Mix? • <b>NUON</b> • <b>RWE</b> • <b>VATTENFALL*</b> • <b>POTEN AND PARTNERS</b> • <b>OXFORD INSTITUTE FOR ENERGY STUDIES</b>	16.45 Coal In The UK And The LCPD: What Will The Impact Be On Gas Supply And Price? <b>OXFORD INSTITUTE FOR ENERGY STUDIES</b>		
17.30	<b>GAS NEW YEAR PARTY</b>		
19.00	End of Conference Day 1		

08.30	Morning Coffee		
09.00	Chairman's Address		
09.15	LNG Trading, Pricing And Contracts: How Does LNG Impact European Gas And Power Trading? <b>Stéphane Caudron, Head of LNG, RBS SEMPRA COMMODITIES</b>		
09.45	What Is The Optimal Future Fuel Mix? Examining The Impact Of Nuclear, Carbon, Geopolitics And Alternatives To Gas As The Oil Price Reaches All-Time Highs <b>David Fabri, Managing Director, MERCURIA</b> <b>Graham Hartnell, Manager, LNG &amp; Gas Consulting, POTEN &amp; PARTNERS</b> <b>Mark Gyetvay, CFO &amp; Deputy Chairman of the Board, OAO NOVATEK</b>		
10.15	Oil, Gas, Carbon And Power: How Liquid Are Trading Hubs And What Are The Current Major Drivers Behind Energy Prices? <b>SPEAKER TBC</b>		
10.45	Oil & Gas: Have Russian And Norwegian Supplies Peaked? <i>Chaired By</i> <b>Euan Mearns, Editor, THE OIL DRUM</b> <b>Rembrandt Koppelaar, President, ASSOCIATION FOR THE STUDY OF PEAK OIL &amp; GAS</b> <b>Rune Likvern, PETROVALUE NORWAY</b> <b>Vladimir Feigin, Director, RUSSIAN INSTITUTE OF ENERGY &amp; FINANCE</b>		
11.15	Morning Coffee		
11.45	Renewables Targets For Europe: How Will The Targets Be Achieved By 2020? What Are The Barriers To Achieving These Targets And How Will National Energy Policies Need To Change? <i>Chaired By</i> <b>Duncan Sinclair, Director, REDPOINT ENERGY</b> <b>Erich Scherer, Assistant Director Renewable Energy Strategy, BERR</b> <b>Martin Crouch, Director European Strategy and Environment, OFGEM</b> 		
12.30	A Fact Based World View Of Energy And The Environment <b>Dr Hans Rosling, Founder, THE GAPMINDER FOUNDATION</b> 		
13.30	Lunch		
14.45	<b>Infrastructure Industry Hub</b>	<b>Asset Investment Industry Hub</b> <i>Chaired by PETER TAFF</i>	<b>Gas Supply Industry Hub</b> <i>Chaired by ENERGY MARKETS</i>
	14.45 Examining Recently Proposed Changes To French Infrastructure And Transmission Access <b>CRE</b>	14.45 Investment, Long Term Contracts And Security Of Supply <b>ADVANCED POWER</b>	14.45 Russian Gas To Europe: To What Extent Is There A Genuine Threat Of A Lack Of Supply? <b>RUSSIAN INSTITUTE OF ENERGY AND FINANCE</b>
	15.00 Cross Border Transportation, Transmission And TSOs: Examining Rules For Access And Proposed Changes <b>GTE</b>	15.00 'Going East': Identifying The Business Opportunities For European Utilities In Central And Eastern Europe <b>MOL</b>	15.00 'The End Of Oil': Apocalyptic Melodrama Or Headline News? <b>THE OIL DRUM</b>
	15.15 GRT GAZ' Initiatives To Boost Liquidity On The French Gas Market <b>GRT GAZ</b>	15.15 Conditions For Investment And The Plant Mix In Central And Eastern Europe <b>CEZ</b>	15.15 Iranian Gas Supply Prospects For Europe: How Will The Political Hurdles Be Overcome? <b>QESHM ENERGY</b>
	15.30 <b>DISCUSSION</b> To What Extent Will New Infrastructure Boost Liquidity On The Gas Market In 2009? • <b>CRE</b> • <b>GTE</b> • <b>GRT GAZ</b>	15.30 <b>DISCUSSION</b> How Can Europe Attract Investors And Guarantee Future Gas Supplies? • <b>ADVANCED POWER</b> • <b>MOL</b> • <b>CEZ</b>	15.30 <b>DISCUSSION</b> Are We In A Seller's Market Facing A Shortage Of Gas? • <b>RUSSIAN INSTITUTE OF ENERGY AND FINANCE</b> • <b>THE OIL DRUM</b> • <b>QESHM ENERGY</b>
	16.00	Afternoon Tea	
16.30	<b>Gas And Power Industry Hub</b> <i>Chaired by REDPOINT ENERGY</i>	<b>REGULATORY STRATEGY LAB</b>	
	<b>GERMANY ROUNDTABLE DISCUSSION</b> Analysing The Impact Of The Recent Reduction In German Balancing Zones On Speed Of Trade, Cross-Border Transmission And Storage <b>GERMAN FEDERAL NETWORK AGENCY</b>	<i>Due to the interactive nature of this session, spaces are limited to 25 people. Please book your place with kmcdonnell@icbi.co.uk</i>	
	16.45 What Is The Appetite Of Financial Institutions For Infrastructure Assets? <b>LIME ROCK PARTNERS</b>	16.30-18.00 <b>REGULATORY STRATEGY LAB:</b> Gas Business In The EU: Maintaining A Strategic Business Direction In Light Of Regulatory Trends  <b>Erik Rakhou,</b> <i>Programme Manager, Natural Gas, NETHERLANDS COMPETITION AUTHORITY</i>	
17.00 Carbon, Spark & Dark Spreads And The Need For New Generation Capacity <b>STATKRAFT MARKETS</b>			
17.15 Power Project Development In North-Western Europe: The Challenges Of Sustainable And "Grey" Energy Asset Investments <b>NUON</b>			
17.30 <b>DISCUSSION</b> Will There Be A Second Dash To Gas? • <b>GERMAN FEDERAL NETWORK AGENCY</b> • <b>LIME ROCK PARTNERS</b> • <b>STATKRAFT MARKETS</b> • <b>NUON</b>			
18.00	End Of Conference Day 2		

\*to be confirmed

"A Comprehensive Event - Brings Together Unparalleled Opportunities To Discuss The Latest Energy Developments"

Brian Bjordal, CEO, GASSCO

**PRICING WORKSHOP:**  
Developing Price Scenarios And Understanding Price Drivers In The Gas And Power Pricing Industries

10 October 2008

see page 7

**Day 1: Wednesday 8th October 2008**

08.15 Registration & Coffee

09.00

**Chairman's Opening Address & Welcome**



**David Cox,**  
President,  
**PÖYRY ENERGY CONSULTING**

David has responsibility for all European offices of Pöyry Management Consulting comprising around 250 energy experts. He has worked in the energy industry for over 25 years and has expertise in the regulation of utilities, strategy, market entry, valuation, security of supply, gas storage, gas contracts and gas transportation issues. David is an acknowledged expert and has worked right across the energy value chain for clients including governments, regulators, banks, producers/generators, utilities, shippers, suppliers, large energy users and system operators. He is widely known in the gas industry and respected for having independent views.

09.15

**Where Is Gas Coming From And At What Price?**



**Christian Guéritte,**  
MD Netherlands,  
**TOTAL E & P NEDERLAND**

Christian has held a variety of positions in Total since joining the company in 1975. From 2000 – 2004, Christian worked as Managing Director of Total E & P France. Prior to this he held the position of Managing Director of Total Oil and Gas Nederland. He has also held a selection of other positions including VP Business Development Division in Paris, Vice President of Russia/CIS and Head of Economics.

**CEO DISCUSSION PANEL**

09.45

**The Good, The Bad And The Ugly In European Gas And Power Markets**

**Geert Graaf,**  
CEO,  
**GAS TRANSPORT SERVICES**

Dr Geert Graaf was assigned his current role on 1 April 2007. Prior to this, Dr Graaf was Director of Gas Exports at the European trading company GasTerra, an appointment he held since 2004. In his new post as CEO of GTS, he reports to Marcel Kramer, Chief Executive Officer and Chairman of the Executive Board of Gasunie. Dr Graaf is a familiar figure in Gasunie, having held various management posts within both the technical (transport) and commercial (trade & supply) sectors since 1986.



**Martin Giesen,**  
CEO and Executive Board Member,  
**ADVANCED POWER**

Martin became CEO of Advanced Power AG when 3i invested in the company in May 2007. He is a founding shareholder of the company. Dr. Giesen joined Advanced Power AG in 2001 as Chief Operating Officer. Dr. Giesen was primarily responsible for the development of the Malzenice Power project which was successfully sold to E.ON in 2006. Prior to his involvement with Advanced Power Dr. Giesen provided development and consulting services with respect to power generation and gas procurement to companies such as RWEE, NUON and InterGen. Until 2001, Dr. Giesen worked for InterGen as Vice President with regional responsibility for Germany, the Benelux countries and Scandinavia and as Regional Development Coordinator for all of InterGen's development activities in Europe, Africa, the Middle-East and South-Asia. Prior to his involvement with InterGen, Dr. Giesen worked for TransCanada PipeLines.



**Ulco Vermeulen,**  
CEO,  
**GATE TERMINAL**

Ulco has been in his current position since 1 January 2007, where he is responsible for the development of the Gate LNG import terminal in the Port of Rotterdam. This LNG terminal will make a significant contribution to the security of future natural gas supplies in both the Netherlands and the rest of northwest Europe. Between 1984 and 1990, Ulco Vermeulen was Senior Policy Officer at the Energy Policy and Natural Gas Departments at the Dutch Ministry of Economic Affairs.

10.15

**Progress Towards A Third Directive: Driving Transparency And Competition In European Energy Markets**

- An overview of recent regulatory progress
- Is a transparent marketplace truly achievable and how?
- Who is going to be affected and how?

**Mark Van Stiphout,**  
Policy Officer,  
**EUROPEAN COMMISSION**

Mark is responsible for the liberalisation of the internal market for natural gas and interoperability of gas networks for the Netherlands. Previous roles include Project Assistant at Ecofys.

10.45 Morning Coffee

**Third Package**

11.15

**Managing The European Supply-Demand Balance: Achieving Energy Security In Light Of The Third Package**

- The Kyoto/Lisbon/Moscow triangle; where is Moscow?
- What does energy security really mean?
- Is an EU external energy supply policy possible?



**Jacques de Jong,**  
Senior Fellow,  
**CLINGENDAEL INSTITUTE**

In 2003, Jacques de Jong joined CIEP as a senior fellow, after a distinguished career in government energy policy making. Since 1971 he has been working for the Dutch ministry of Economic Affairs, where he was involved in oil and international energy policy issues. In 1981 he was appointed as deputy director for electricity, with responsibility for nuclear energy and coal. He held several international positions as (vice-) chairman in EU- and OECD fora. During the 1990s he was account manager for the energy utility sector and heavily involved in the liberalisation process. In 1998 he was appointed as the first director of the Office for Energy Regulation (DTE). He was also co-founder of the Council of European Energy Regulators (CEER) and heavily involved in the Florence and Madrid Fora. Next to his career at CIEP, he will remain advisor for the Dutch government on energy policy issues.

**Industry Comment**

**IMPACT OF THE THIRD PACKAGE**

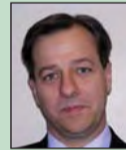
11.45

**What Is The Most Effective Way To Regulate Europe's Energy Markets In Light Of The Third Package?**



Chaired By  
**Walter Boltz,**  
Chairman,  
**E CONTROL**  
and Vice President,  
**ERGEG & CEER**

Mr Boltz has been Chairman of the Electricity Regulatory Authority in Austria since March 2001. He came from PwC where he was a member of the board, responsible for the Energy and Utility sector & involved with the liberalization of the markets in Austria and Western Europe. During this time he was also an advisor to the Federal Ministry of Economic Affairs and Labour. Since 2006 he has also been Gas Working Group Chair for CEER/ERGEG as well as the Vice President.



**Paul Hallas,**  
Director of Gas Supplies,  
**CENTRICA ENERGY**

Paul has been in his current role since 1st January 2008 where he is responsible for the procurement of gas supplies, gas transportation capacity and gas storage services, both in the UK and in continental NW Europe. Prior to this he has worked as Director of Transportation & Storage and Head of Upstream Regulatory Affairs, both within Centrica. Paul has also spent 2 years working in Malawi.

**Jens Rasmussen,**  
Vice President,  
**DONG ENERGY**

DONG Energy was founded in 2006 as the result of a merger involving six Danish energy companies – DONG, Elsam, ENERGI E2, Nesa, Copenhagen Energy's power activities and Frederiksberg Forsyning.



**Jacques de Jong,**  
Senior Fellow,  
**CLINGENDAEL INSTITUTE**  
(See biographical details previously)

**Mark Van Stiphout,**  
Policy Officer, **EC**  
(See biographical details previously)

12.30

**Is There Life For Gas In A Green Future?**

- 2020 Renewables obligation
- Wind intermittency
- Investment in CCGTs and networks



**Phil Hare,**  
Managing Director,  
**PÖYRY ENERGY CONSULTING**

Phil Hare joined Pöyry in 2004 and has over twenty years' experience in the energy industry. He specialises in corporate strategy, especially helping energy companies enter different geographic markets and move into new businesses. Other consulting areas include M&A, electricity and gas retail strategies, and complex commercial appraisals. Phil leads the company's carbon capture and storage practice. His clients include major international electricity and gas companies, government departments and business start ups.

13.00 Lunch

**OIL PRICE**

14.30

**Forecasting Oil Prices: Examining The Relationship Between The Oil And Gas Markets And The Implications Of A Future Decoupling**



**Leo Drollas,**  
Deputy Executive Director & Chief Economist,  
**CENTRE FOR GLOBAL ENERGY STUDIES**

The Centre for Global Energy Studies is a leading authority on oil market analysis and oil price forecasting, and the economics and politics of energy. Leo is in charge of all the publications and most of the studies produced by the Centre. He also contributes papers on subjects such as future oil prices, oil export tariffs, production & capacity utilisation, OPEC's oil-quota policies & Asian tiger oil demand. Prior to this he managed BP's energy and economic modelling team.

15.30 Afternoon Coffee

**INDUSTRY HUB A:  
Pricing & Risk Management Industry Hub**



Chaired by **Henrik Saetness,**  
EVP, Head of Products & Consulting,  
**NAVITA**

Before coming to Navita in 2006, Henrik held positions as analyst, risk manager, structuring manager, and finally Shogun of structuring and applications at Norsk Hydro. His experience encompasses every aspect of trading power, gas, oil, and CO2/Green Certificates. Henrik received a Master of Science degree in Industrial Economics from the Norwegian University of Science and Technology in Trondheim. This prepared him well for the career he has followed in quantitative analysis, risk calculations/evaluations, portfolio management, structured deal negotiation and trading, IT/IS and project management. In his first six years of management experience, he has held line and staff positions, and has had P&L responsibility. He is now part of Navita's Executive Management Team.

16.00

**Cross Commodities: The Role Of Market Forces On Price Indexation And Possible Future Price Dependencies**

- Indexation in different markets
- Benefits of indexation considering market conditions and risk management
- Future trends in price mechanism



**Dr Jan Von Drathen,**  
Managing Director,  
**EON D-GAS**

Jan joined EON D-GAS in Jan '06 as Managing Director responsible for Trading and Operations. Before that he worked for E.ON Sales & Trading as a Portfolio Manager analysing, pricing, and selling electricity load profiles and standard products. In addition, he managed portfolios for E.ON's customers in Europe.

16.15

**Price Levels And Price Changes In The CO<sub>2</sub> Arena: Who Is On The Driving Seat?**

- What are the drivers of the carbon price?
- Does carbon lead power or power lead carbon ... or both?
- What other factors interact with these?



**Paolo Coghe,**  
Head of Analysis, European Natural Gas,  
Power & Emissions,  
**KOCH SUPPLY & TRADING CO**

Paolo Coghe has recently joined Koch Supply & Trading Ltd as Head of Analysis for European Natural Gas, Power & Emissions, based in London. Paolo was previously employed by Centrica Plc (the owner of British Gas) and The Brattle Group, an international economic consultancy. While at The Brattle Group he worked both in the U.S. and Europe, specializing in the electricity and natural gas industries, covering issues such as competitive analysis, asset valuation, market liberalization and dynamics. More recently, at Centrica, he led an analytical team which provided thought leadership on power and carbon fundamentals for use in strategy development, business planning, M&A, hedging and procurement activities

16.30

**Risk Measurement For Cross Commodity Portfolios**

- Strengths and weaknesses of VaR
- Strengths and weaknesses of EaR/CFaR
- Applicability of the risk measures



**Henrik Saetness,**  
EVP, Head of Products & Consulting,  
**NAVITA**  
(see biographical details previously)

16.45

**A 15 Minute Consideration Of Risk Replication In Power Price Modelling**

**Robert Manicke,**  
Corporate Director of Quantitative Analyses,  
**STATOIL HYDRO**

Dr. Manicke is the Corporate Director of Quantitative Analyses for Statoil. He performs and directs studies on risk measures, option valuations, and global, natural gas market strategies.

**GAS IN POWER  
DISCUSSION**

17.00

**What Does The Power Sector Mean In The Short Term For The Gas Sector?**

**Henrik Saetness**, EVP, Head of Products & Consulting, NAVITA

**Paolo Coghe**, Head of Analysis, European Natural Gas, Power & Emissions, KOCH SUPPLY & TRADING CO

**Jan Von Drathen**, Managing Director, EON D-GAS

**Robert Manicke**, Corporate Director of Quantitative Analyses, STATOIL HYDRO

**INDUSTRY HUB B:  
LNG & Coal Industry Hub**



Chaired by **Auke Lont**, Managing Director, PÖYRY ENERGY CONSULTING

Auke Lont has more than 20 years' experience from the oil and gas industry. His experience reaches from pioneering gas agreements in the 80s to managing Statoil's energy activities in the Nordic region from 2000 until 2005. He also served as MD for a gas fired power project company, Naturkraft. Management, international negotiations and the politics of energy issues are his core competencies.

16.00-16.10

**CCS  
Developments**

**Cost Effective Carbon Capture?  
Examining The Latest Progress In European CCS And What Are The Implications For Competition With Gas?**

Will CCS bring about a coal renaissance? This session allows speakers just 10 minutes each to bring the audience up to date on their company's coal projects with time for audience Q and A at the end.



**Leon Pulles**, Senior Development Manager, NUON BUSINESS DEVELOPMENT & PROJECTS

Leon is developing power project opportunities in North-Western Europe. Leon has been working in the energy industry for 20 years. In the first ten years of his career he managed realisation projects. He is now developing investment projects (Multi fuel IGCC, natural gas fired combined cycles, sustainable assets) within the electricity sector from a business point of view. Based on his recent experiences he created Power Project Development thought leadership based on three key-elements: People, Approach and Knowledge.

16.10-16.20



**Hans Jensen**, Head Of Research And Development, RWE NPOWER

Hans began his career as a geophysicist and a materials engineer. After becoming Station Chemist and Environment Manager at Tilbury power station, he spent three years as National Power's negotiator with the environmental regulators dealing with all aspects of commercial and regulatory constraints. He spent a period of time in international project development, trading, environment and is now responsible for research and development across RWE npower.

16.20-16.30

**VATTENFALL TBC**

16.30

**How Is LNG Optimised Within Large Scale, Flexible Energy Portfolios?**

**John Sattar**, Consultant, LNG & Gas Consulting, POTEN & PARTNERS

John joined Poten in 2005 as a Consultant in the LNG & Gas Consulting group. He has 9 years of experience in the gas industry. Previously he spent 6 years with PEL in London, where he specialised in downstream European natural gas markets. During this time he worked for over a dozen of Europe's largest gas and power companies. Prior to this John worked for 2 years in the United States at Merrill Lynch. At Poten John serves clients in the Europe, Middle East and Africa region as a Consultant and Assignment Manager. He conducts analysis and provides recommendations on economic and commercial aspects across the full LNG value chain.

16.45

**Coal In The UK And The LCPD: What Will The Impact Be On Gas Supply And Price?**



**Anouk Honore**, Research Fellow, OXFORD INSTITUTE FOR ENERGY STUDIES

Ms. Anouk Honore is a Research Fellow at the Oxford Institute for Energy Studies. She works in their Natural Gas Research Programme. Ms Honore's current work focuses on natural gas demand and supply balances in Europe, on the power generation sector and the Liquefied Natural Gas (LNG) market. Her last main publication was "Future Natural Gas Demand in Europe: the importance of the power sector". Her on-going study "European Gas Demand, Supply & Pricing: cycles, seasons and the impact of LNG price arbitrage" will be published by the Oxford University Press in late 2008.

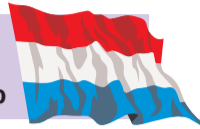
**FUEL MIX DISCUSSION**

17.00

**What Is The Optimal Future Fuel Mix?**

**Leon Pulles**, Senior Development Manager, NUON  
**Hans Jensen**, Director Of Research And Development, RWE  
**John Sattar**, Consultant, LNG & Gas Consulting, POTEN & PARTNERS  
**Anouk Honore**, Research Fellow, OXFORD INSTITUTE FOR ENERGY STUDIES

**INDUSTRY HUB C  
Gas And Power In  
The Netherlands Industry Hub**



Chaired by **Peter Plug**, Director, DUTCH OFFICE FOR ENERGY REGULATION

Peter Plug started working as a senior advisor for several years at Berenschot Public Management. In 2003 he commenced as Deputy Director of the Office of Energy Regulation (the Dutch regulator in the energy market) and embarked on the task of implementing organisational change. In 2005 he was appointed as Director. He represents the NMa in international meetings and decision fora. Furthermore, he chairs the Gas Regional Initiative North-West Europe, set up by the European Regulators Group for Electricity and Gas (ERGEG).

16.00

**What Can Market Players Expect From Dutch Gas And Power Markets In 2009?**

**Peter Plug**, Director, DUTCH OFFICE FOR ENERGY REGULATION (see biographical details previously)

16.15

**Dutch Power Asset Developments: Pipeline Deals & Future Opportunities**

16.30

**Flexibility In The Netherlands: Understanding Future Market Needs And Sources Of Supply**

- Developments in local production
- Buy or build?
- Regulatory landscape



**Ivo Verdonkschot**, Director of Gas Asset Development, NUON

Ivo joined Nuon mid 2005 where he is responsible for the development of Nuon's mid-stream gas asset portfolio. Prior to this, he headed the regulation practice of DTe, the Dutch energy regulator

16.45

**The Netherlands As The Roundabout For The Northwest European Gas Marketplace: Current Truth Or Future Possibility?**

**Erich Jurdik**, Strategy Manager, GASUNIE

Gasunie transports natural gas through a vast network in the Netherlands. Their head office is in Groningen, in the north of the country. Construction and maintenance of the network are the main tasks of the company. In addition to this, services are offered in the field of engineering and research.

**DUTCH GAS & POWER  
DISCUSSION**



17.00

**Storage, Regulation And Transmission**

**Erich Jurdik**, Strategy Manager, GASUNIE



**Ivo Verdonkschot**, Director of Gas Asset Development, NUON



**Peter Plug**, Director, DUTCH OFFICE FOR ENERGY REGULATION

17.30

**Gas New Year Party**

What better way to celebrate the end of the 2007-2008 gas year, discuss the forthcoming challenges of the 2008-2009 gas year and to catch up with old friends? Relax with colleagues over a cool glass of beer or wine at the Sparks & Flames Gas New Year Party. A new feature for this year taking place in central Amsterdam. Why not tie in a meeting with clients to make the most of your stay?

19.00

**End Of Day 1 Main Conference**

**Day 2: Thursday 9th October 2008**

08.30 Morning Coffee

09.00

**Chairman's Address**

09.15

**LNG Trading, Pricing And Contracts: How Does LNG Impact European Gas And Power Trading?**

- Is LNG spot trading a possibility, and if so, by when?
- Price indexing and price drivers of LNG
- The forward curve perspective for LNG
- What will the effect of LNG be on price levels and volatility?



**Stéphane Caudron**, Head of LNG, RBS SEMPRA COMMODITIES

Stéphane Caudron joined Semptra Commodities - now RBS Semptra Commodities - in April 2007, to develop LNG trading and to further expand natural gas trading and marketing in Continental Europe.

09.45

**What Is The Optimal Future Fuel Mix? Examining The Impact Of Nuclear, Carbon, Geopolitics And Alternatives To Gas As The Oil Price Reaches All-Time Highs**

**Mark Gyetvay**, CFO & Deputy Chairman of the Board, OAO NOVATEK

**Graham Hartnell**, Manager, LNG & Gas Consulting, POTEN & PARTNERS

Graham joined Poten in 2008 as Manager of LNG & Gas Consulting in London. He has 25 years of experience in the oil and gas industries. Previously he was Vice President with Nexant with responsibility for the global Upstream and Gas practice. He has extensive experience in the development of oil and gas projects, both upstream and downstream, and has advised on commercial and financial issues and supported commercial negotiations on numerous gas and LNG projects.

**David Fabri**, Managing Director, MERCURIA

David joined Geneva-based Mercuria Energy Trading in 2007 to help establish a gas, power, emissions and coal desk to build on Mercuria's existing strength in trading oil and petroleum products. Prior to this position, David was Head of Power Trading at Electrabel.

10.15

**Oil, Gas, Carbon And Power: How Liquid Are Trading Hubs And What Are The Current Major Drivers Behind Energy Prices?**

TBC



**Industry  
Interview**

10.45

**Oil & Gas: Have Russian And Norwegian Supplies Peaked?**

Have we reached Peak Oil? Join Euan Mearns (the Oil Drum) as he interviews this selection of energy representatives from around the globe



**Euan Mearns**, Editor, THE OIL DRUM

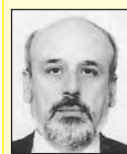
Following 8 years working in research at the University of Oslo, Euan Mearns returned to Aberdeen in 1991 and established a geochemistry analysis and consulting company which he ran until 2002. Since then he has worked as an independent energy analyst and for the last 2 years has written articles on energy for The Oil Drum Europe where he is now an editor.



**Rembrandt Koppelaar**, President, ASSOCIATION FOR THE STUDY OF PEAK OIL & GAS

ASPO Netherland is the Dutch cluster of the Association for the study of peak oil & gas. An international organisation founded to study and increase awareness about the finiteness of non-renewable energy resources. Rembrandt's activities are mainly concerned with research on the outlook for future oil, gas and coal supplies and valorising the gained knowledge by means of public lectures, debates, interviews, press releases, larger events such as conferences and informal communications with politicians, business and citizens

**Rune Likvern**, PETROVALUE NORWAY



**Vladimir Feigin**, Director, RUSSIAN INSTITUTE OF ENERGY & FINANCE

11.15 Morning Coffee

11.45

**Renewables Targets For Europe: How Will The Targets Be Achieved By 2020? What Are The Barriers To Achieving These Targets And How Will National Energy Policies Need To Change?**



Chaired By **Duncan Sinclair**, Director, **REDPOINT ENERGY**

Duncan Sinclair is one of the three original founders of Redpoint Energy. Since forming the company in 2004, he has advised a number of energy companies on asset investments and portfolio optimisation and hedging strategies. He led the Redpoint studies on the Dynamics of GB Generation Investment for the UK Government's 2006 Energy Review, and subsequent 2007 Energy White Paper. He has also recently advised the UK energy regulator, Ofgem, on its 2007 review of the electricity trading arrangements, and is currently advising the UK Government on future renewables policy in light of the EU2020 targets.

**Erich Scherer**, Assistant Director, Renewable Energy Strategy, **BERR**

Mr Erich Scherer works at the UK Department for Business, Enterprise and Regulatory Reform, where he is currently a member of the Renewable Energy Strategy Team. In 2007 he was seconded to the European Commission to assist with the development of the Renewable Energy Directive, which was published in January this year.



**Martin Crouch**, Director European Strategy and Environment, **OFGEM**

Martin Crouch leads the team which provides Ofgem's input into developing genuinely competitive and sustainable European gas and electricity markets and facilitating the transition to a low carbon energy sector.

12.30

**A Fact Based World View Of Energy And The Environment**

'astounding... it's a shame that more people don't have the opportunity to watch Professor Rosling's presentations in person' – Shane Richmond, the Telegraph 3 July 2007



**Hans Rosling**, Founder, **THE GAPMINDER FOUNDATION** and Professor Of International Health, **KAROLINSKA INSTITUET**

Hans is responsible for a multitude of humanitarian feats including his role as co-founder of Médecines sans Frontiers in Sweden, for discovering a formerly unrecognized paralytic disease prevalent in Mozambique that his research team named Konzo, for writing a book on International Health and for founding the Gapminder Foundation with his son and daughter-in-law. He has also acted as adviser to WHO and UNICEF and is a sword swallower.

13.30 Lunch

**INDUSTRY HUB A:  
Infrastructure Industry Hub**

14.45

**Examining Recently Proposed Changes To French Infrastructure And Transmission Access**

**Dominique Jamme**, Director Gas Infrastructure and Networks, **CRE**

Dominique Jamme has been in his current role since Jan '07. He joined CRE in 2001 and was previously in charge of the Economics and tariffs department in the Directorate of gas infrastructure and networks. He began his career as an armament engineer at Nexter, then held various positions at the French Ministry of Defence and Ministry of Industry.

15.00

**Cross Border Transportation, Transmission And TSOs: Examining Rules For Access And Proposed Changes**



**Jacques Laurel**, President, **GTE**

Jacques has held his current position since January 1st 2005. He has been in charge of the Gaz de France gas transport activities since 2004. He has been advisor to the CEOs of EDF and Gaz de France for IT and telecommunications from 1996 to 2000. From 2000 till 2004, he was in charge of the Gaz de France Gas Supply Contracts and the Trading activities (through Gaselys - joint branch with Société Générale).

15.15

**GRTGAZ' Initiatives To Boost Liquidity On The French Gas Market**

**Guy Fasanino**, Vice President, Gas Marketing & Sales, **GRT GAZ**

Guy worked for Gaz de France for 29 years in several infrastructure divisions of the group. He has held managing positions in underground gas storage, transmission, and distribution.

**INFRASTRUCTURE DISCUSSION**

15.30-16.00

**To What Extent Will New Infrastructure Boost Liquidity On The Gas Market In 2009?**

**Jacques Laurel**, President, **GTE**

**Dominique Jamme**, Director Gas Infrastructure and Networks, **CRE**

**Guy Fasanino**, VP, Gas Marketing & Sales, **GRT GAZ**

**INDUSTRY HUB B:  
Asset Investment Industry Hub**

Chaired by **Peter Taff**, **INDEPENDENT CONSULTANT**  
In recent years Peter has been Head of European Operations at Centrica; was a co-founder of and active participant in EASEE-gas & is a member of the EFET Hub Development Group. He is now an independent consultant using his past experience in a wide variety of applications.

14.45



**Investment, Long Term Contracts And Security Of Supply**

**Martin Giesen**, CEO, **ADVANCED POWER**

(See biographical details previously)

15.00

**'Going East': Identifying The Business Opportunities For European Utilities In Central And Eastern Europe**



**Lajos Alacs**, Executive Vice President, **MOL**

Lajos Alacs is currently Executive Vice President of MOL Group, responsible for Strategy & BD. Prior positions include Vice President of Commercial, Director of Supply Chain Management and Director of Crude Oil Purchase and Fuel Sales for MOL. He started his career in MOLTRADE-Mineralimpex. He is a Member of the Board at Hungarian Hydrocarbon Stockpiling Association.

15.15

**Conditions For Investment And The Plant Mix In Central And Eastern Europe**



**Petr Stulc**, Head of Strategy Department, **CEZ**

Petr Stulc has been in his current position since 2004. He is also involved in Eurelectric (coordinates regional activities in Central East and congestion management issues). Prior to joining CEZ, he worked as a consultant in McKinsey & Company for five years.

**INVESTMENT DISCUSSION**

15.30

**How Can Europe Attract Investors And Guarantee Future Gas Supplies?**

**Martin Giesen**, CEO, **ADVANCED POWER**

**Lajos Alacs**, Executive Vice President, **MOL**

**Petr Stulc**, Head Of Strategy Department, **CEZ**

**INDUSTRY HUB C:  
Gas Supply Industry Hub**

Chaired by **Mike Fulwood**, Chief Executive, **ENERGY MARKETS**

Mike has almost 30 years of experience in the energy industry. Prior to forming Energy Markets in 1997, Mike worked as a Director at British Gas Transco. His key responsibility was presenting the revised price control regime with the UK regulatory authorities on behalf of Transco, the gas transportation business unit of British Gas

14.45

**RUSSIA**



**Russian Gas To Europe: To What Extent Is There A Genuine Threat Of A Lack Of Supply?**

**Vladimir Feigin**, Director, **RUSSIAN INSTITUTE OF ENERGY AND FINANCE**

15.00



**'The End Of Oil': Apocalyptic Melodrama Or Headline News?**

**Euan Mearns**, Editor, **THE OIL DRUM**  
(see biographical details previously)

15.15

**IRAN**

**Iranian Gas Supply Prospects For Europe: How Will The Political Hurdles Be Overcome?**

**Bijan Khajepour**, Managing Director, **QESHM ENERGY**  
Bijan Khajepour is Chairman and co-founder, the Atieh Group of Companies, Tehran, Iran. He is also a Senior Associate of Menas Associates, U.K., a member of the Board of Azar Energy, as well as of Atieh Dadeh Pardaz. Mr. Khajepour is also an editorial board member of the Farsi Review, Gofogou, and a member of the International Institute of Strategic Studies.

**GAS SUPPLY DISCUSSION**

15.30

**Are We In A Seller's Market Facing a Shortage Of Gas?**

**Euan Mearns**, Editor, **THE OIL DRUM**

**Bijan Khajepour**, Managing Director, **QESHM ENERGY**

**Vladimir Feigin**, Director, **RUSSIAN INSTITUTE OF ENERGY AND FINANCE**

16.00 Afternoon Coffee

**INDUSTRY HUB A:  
Gas And Power Industry Hub**

Chaired by **Phil Grant**, Director, **REDPOINT ENERGY**  
Phil Grant is a Director of Redpoint Energy. Over the last decade he has undertaken extensive electricity market modelling and asset valuation exercises across European energy markets. He has been at the forefront of developing Redpoint's innovative modelling approaches, and has worked with numerous clients in analysing complex investment-related issues. He is currently working with a range of project developers and financiers seeking to develop conventional and renewable projects in European markets.

16.30

**GERMANY ROUNDTABLE DISCUSSION Analysing The Impact Of The Recent Reduction In German Balancing Zones On Speed Of Trade, Cross-Border Transmission And Storage**

**Joachim Gewehr**,

Deputy Head Of Section, **BUNDESNETZAGENTUR**

(**GERMAN FEDERAL NETWORK AGENCY**)  
Joachim has been working with Bundesnetzagentur since April 2005. As a legal advisor, his work focuses on third party access to gas transmission networks and competition in the national and European context. He is one of the Agency's representatives to several Task Forces within ERGEG and CEER as well as to ERGEG's Gas Market Regional Initiatives programme.

16.45

**What Is The Appetite Of Financial Institutions For Infrastructure Assets?**

- The role and types of private equity in the infrastructure business
- The growth capital model
- The opportunity for small businesses / start-upse



**Rob Willings**, Director, **LIME ROCK PARTNERS**

Rob Willings has 15 years' experience in energy company operations and finance, and is a graduate of the University of Cambridge (M.A.). He joined Simmons & Company's Aberdeen office in 2001 where he was involved in numerous energy service transactions. He joined the Lime Rock Partners team as a Director in 2005 and currently serves on the Board of Directors of KRI and TWMA. He is based in Aberdeen.

17.00

**Carbon, Spark & Dark Spreads And The Need For New Generation Capacity**

- Need for new power generation in Europe
- Long term carbon price signals and the choice of technology
- Comparative economics, uncertainty and investment decision

**Emmanuel Soetaert**,

Business Development Manager, **STATKRAFT MARKETS**

The Statkraft Group is a leading player in Europe within renewable energy. The Group generates hydropower, wind power and district heating and recently opened gas power plants in Norway and Germany. Statkraft is a major player on the European energy exchanges.

17.15

**Power Project Development In North-Western Europe: The Challenges Of Sustainable And "Grey" Energy Asset Investments**

- Need of sustainable and "grey" asset investments
- How to create a competitive advantage
- Power Project Development thought leadership

**Leon Pulles**, Senior Development Manager, **NUON**  
(see biographical details previously)

17.30-18.00

**DISCUSSION Will There Be A Second Dash To Gas?**

**Joachim Gewehr**, Deputy Head Of Section, **GERMAN FEDERAL NETWORK AGENCY**

**Emmanuel Soetaert**, Business Development Manager, **STATKRAFT MARKETS**

**Leon Pulles**, Senior Development Manager, **NUON**

**STRATEGY LAB**

16.30 – 18.00

**REGULATORY STRATEGY LAB: Gas Business In The EU: Maintaining A Strategic Business Direction In Light Of Regulatory Trends**

Due to the interactive nature of this session, spaces are limited to 25 people. Please book your place in advance by emailing kmcdonnell@icbi.co.uk with your proof of conference registration



**Erik Rakhou**, Programme Manager, Natural Gas, **NETHERLANDS COMPETITION AUTHORITY**

Under his current responsibilities for the Dutch Energy Regulator and ERGEG, Erik has successfully chaired the Secondary Gas Markets TF of ERGEG and led the Day Ahead pilot of the Gas Regional Initiative of ERGEG to its launch in the North-West region. For the Dutch gas market Erik has led various projects focused at delivering access to storage and flexibility services.

18.00

**End of Conference Day 2**

PRICING SUMMIT

Developing Price Scenarios And Understanding Price Drivers  
In The Gas And Power Pricing Industries

Friday 10th October 2008

This interactive pricing summit is ideal for those working in energy trading with all experience levels. With the opportunity for in depth discussion and a chance for one on one discussions with our speakers and summit leaders, this interactive and intimate learning environment is the perfect way to round off your visit to Amsterdam and the Sparks & Flames conference.

PROGRAMME OF EVENTS

09.30 Registration & Morning Coffee

10.15 **Chairman's Intro**  
**Derek Bunn**, Professor of Decision Sciences, **LONDON BUSINESS SCHOOL**

10.30 Identifying The Driving Factors Behind Energy Price Dynamics For The 2008 – 2009 Gas Year

11.00 How Far Forward Is The Forward Curve And Can We Trust It? What Will Set The Gas Price For 2008 – 2009? The Strategic Interplay Of Oil, Gas, Carbon And Power

11.30 Coffee Break

12.00 Weather Derivatives

13.00 Lunch for Speakers & Delegates

14.00 **WORKSHOP**  
**New Concepts In Cross Commodity Risk**  
**Robert Manicke**, Corporate Director Of Quantitative Analysis, **STATOIL HYDRO**

- Part 1: Energy risk inter-relationships
- Part 2: Analyzing the physical vs financial risk in cross-commodity markets.
- Part 3: Key differences and similarities in modelling power prices with other storable energy commodities.
- Part 4: Valuation of power prices and spark-spread options.

15.30 Coffee Break

16.00 **WORKSHOP CONTINUED**

17.30 End of Post-Conference Pricing Summit

MEET YOUR SPEAKERS



**Derek Bunn**,  
Professor of Decision Sciences,  
**LONDON BUSINESS SCHOOL**  
Derek has led research in energy markets for over 25 years. Author of ten books and over 200 research papers he has also acted as advisor to many electricity companies and governments worldwide.



**Hélyette Geman**,  
Professor,  
**BIRKBECK, UNIVERSITY OF LONDON**  
Hélyette is also Professor of Finance at ESSEC Graduate Business School. She has been a scientific advisor to a number of major energy companies, covering the spectrum of oil, natural gas and electricity as well as agricultural commodities origination and trading.

**Dr Robert Manicke**,  
Corporate Director of Quantitative Analyses,  
**STATOIL**  
Dr. Manicke is the Corporate Director of Quantitative Analyses for Statoil. He performs and directs studies on risk measures, option valuations, and global, natural gas market strategies.

Are you interested in speaking or raising your profile at this prestigious event?

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### DATES

- Storage & Trading Summit  
7 October 2008
  - Main Conference  
8 & 9 October 2008
  - Pricing Summit  
10 October 2008
- [www.icbi-sparksandflames.com](http://www.icbi-sparksandflames.com)

### VENUE DETAILS

Amsterdam Marriott  
 Stadhouderskade 12  
 1054 ES Amsterdam, Netherlands  
 +31 20 6075555

Download hotel booking form at  
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#### 1st Delegate:

Name \_\_\_\_\_  
 Job title \_\_\_\_\_ Department \_\_\_\_\_  
 Direct Tel \_\_\_\_\_ Mobile Tel \_\_\_\_\_  
 Email Address \_\_\_\_\_ Direct Fax \_\_\_\_\_

I would like to receive information on future events & services via email. By giving you my email address I am giving ONLY IIR companies the permission to contact me by email.

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Signature \_\_\_\_\_

Hd of Dept: Name \_\_\_\_\_

Job title \_\_\_\_\_ Department \_\_\_\_\_  
 Direct Tel \_\_\_\_\_ Mobile Tel \_\_\_\_\_  
 Email Address \_\_\_\_\_ Direct Fax \_\_\_\_\_

Booking Contact: Name \_\_\_\_\_

Job title \_\_\_\_\_ Department \_\_\_\_\_  
 Direct Tel \_\_\_\_\_ Mobile Tel \_\_\_\_\_  
 Email Address \_\_\_\_\_ Direct Fax \_\_\_\_\_

Person who will attend if I have to cancel:

Name \_\_\_\_\_  
 Job title \_\_\_\_\_ Department \_\_\_\_\_  
 Direct Tel \_\_\_\_\_ Mobile Tel \_\_\_\_\_  
 Email Address \_\_\_\_\_ Direct Fax \_\_\_\_\_

#### 2nd Delegate:

Name \_\_\_\_\_  
 Job title \_\_\_\_\_ Department \_\_\_\_\_  
 Direct Tel \_\_\_\_\_ Mobile Tel \_\_\_\_\_  
 Email Address \_\_\_\_\_ Direct Fax \_\_\_\_\_

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#### 3rd Delegate:

Name \_\_\_\_\_  
 Job title \_\_\_\_\_ Department \_\_\_\_\_  
 Direct Tel \_\_\_\_\_ Mobile Tel \_\_\_\_\_  
 Email Address \_\_\_\_\_ Direct Fax \_\_\_\_\_

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### YOUR COMPANY DETAILS

Company Name: \_\_\_\_\_ Nature of Company's business: \_\_\_\_\_  
 Address: \_\_\_\_\_ Postcode: \_\_\_\_\_

Sparks & Flames 2008	Please select your choice of conference package	Dates	Bookings Received By 15th August 2008		Bookings Received By 12th September 2008		Bookings Received After 12th September 2008	
			Fee	SAVE	Fee	SAVE	Fee	SAVE
<input type="checkbox"/>	<b>4 Day Option</b> Storage & Trading Summit + Conference + Pricing Summit	7-10 Oct 08	£3,397+ VAT @19% = £4,042.43	<b>£600</b>	£3,497 + VAT @19% = £4,161.43	<b>£500</b>	£3,697 + VAT @19% = £4,399.43	<b>£300</b>
<input type="checkbox"/>	<b>3 Day Option</b> Storage & Trading Summit + Conference	7-9 Oct 08	£2,598 + VAT @19% = £3,091.62	<b>£400</b>	£2,698 + VAT @19% = £3,210.62	<b>£300</b>	£2,898 + VAT @19% = £3,448.62	<b>£100</b>
<input type="checkbox"/>	<b>3 Day Option</b> Conference + Pricing Summit	8-10 Oct 08	£2,498 + VAT @19% = £2,972.62	<b>£400</b>	£2,598 + VAT @19% = £3,091.62	<b>£300</b>	£2,798 + VAT @19% = £3,229.62	<b>£100</b>
<input type="checkbox"/>	<b>2 Day Option</b> Conference Only	8-9 Oct 08	£1,599 + VAT @19% = £1,902.81	<b>£300</b>	£1,699 + VAT @19% = £2,021.81	<b>£200</b>	£1,899 + VAT @19% = £2,259.81	
<input type="checkbox"/>	<b>1 Day Option</b> Storage & Trading Summit only	7 Oct 08	£1,099 + VAT @19% = £1,307.81		£1,099 + VAT @19% = £1,307.81		£1,099 + VAT @19% = £1,307.81	
<input type="checkbox"/>	<b>1 Day Option</b> Pricing Summit only	10 Oct 08	£999 + VAT @19% = £1,188.81		£999 + VAT @19% = £1,188.81		£999 + VAT @19% = £1,188.81	

Savings include Multiple Booking & Early Booking Discounts. All discounts can only be applied at the time of registration and discounts cannot be combined. All discounts are subject to approval. Please note the conference fee does not include travel or hotel accommodation costs. **£200 discount for 3rd and subsequent delegates.**

### PAYMENT DETAILS

Please use this form as our request for payment. Fax and phone bookings should be made with a credit card number, or followed up by a posted registration form. Places are only guaranteed by full payment, which must be received before the conference.

I will pay by:

- Cheque/bankers draft made payable to ICBI for £.....  
 Invoice to be sent to my company  
 Bank transfer - full details of bank transfer options will be given with your invoice on registration.

Please debit my Mastercard  Visa  Eurocard  American Express  CWV

Card Number

Expiry Date / with the sum of £

Signature \_\_\_\_\_

### PERSONAL DATA

The personal information shown on this form, and/or provided by you, will be held on a database and may be shared with other companies in the Informa Group in the UK and internationally. If you do not wish your details to be available to other companies in the Informa Group please contact the Database Manager at the above address, Tel +44 (0)20 7017 7077, Fax +44 (0)20 7017 7828 or email: [integrity@irtd.co.uk](mailto:integrity@irtd.co.uk).

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### CANCELLATION POLICY

**CANCELLATION POLICY:** Should you be unable to attend, a substitute delegate is always welcome at no extra charge. Alternatively, we will make a prompt refund less a service charge of 10% of the fee for cancellations received in writing (letter or facsimile) no later than 5 September 2008. Where notice is given between this date and 19 September 2008, refunds will be 50% of the fee, thereafter we regret that no refunds can be made.