

Under the High  
Patronage of the

MINISTRY OF ENERGY



In Partnership  
with



AGENTIA NAȚIONALĂ  
PENTRU RESURSE MINERALE



# #PETEC

**2018** POWER & ENERGY  
TECH | EXHIBITION AND  
CONFERENCE  
**Black Sea Region**  
*VISION 2030*

**7-8 November 2018**  
JW Marriott Bucharest Grand Hotel  
Bucharest, Romania

LINK | COOPERATE | EXPAND

Gold Sponsor



Silver Sponsors



ASSECO

Partner



Supporting Organizations



Host City



Knowledge Partner

**Deloitte.**

Official Publication

**ENERGY**  
INDUSTRY REVIEW

Organized by



# Speakers



**ANTON ANTON**  
Minister of Energy,  
THE GOVERNMENT OF  
ROMANIA



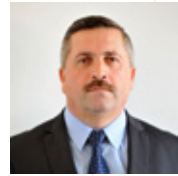
**IULIAN-ROBERT  
TUDORACHE**  
Secretary of State,  
ROMANIAN MINISTRY OF  
ENERGY



**NICULAE HAVRILET**  
Councillor to the Minister,  
ROMANIAN MINISTRY OF  
ENERGY



**ZOLTAN NAGY-BEGE**  
Vice President, ANRE



**VASILE CIOLPAN**  
Director Energy Trading  
Department, ROMGAZ



**VALENTIN  
SILIVESTRU**  
President General Director,  
INCDT COMOTI



**ELISABETA GHIDIU**  
Director Strategy & Corporate  
Management Division,  
TRANSGAZ



**SHOHRAT JUMAYEV**  
TURKMENISTAN AMBASSADOR  
IN ROMANIA



**HAMZA KARIMOV**  
Chief Executive Officer, SOCAR  
ROMANIA



**FLORINA SORA**  
Superior Adviser, NAMR



**COSMIN GHITA**  
Chief Executive Officer,  
NUCLEARELECTRICA



**SORIN BOZA**  
President & General Executive  
Manager, COMPLEXUL  
ENERGETIC OLTENIA



**SORIN ELISEI**  
Senior Manager Energy &  
Resources Industry Practice,  
DELOITTE CONSULTANTA



**NICUSOR NACU**  
Department Manager of  
Energy Efficiency Program,  
OMV PETROM



**VIOREL VASIU**  
Member of the Board of  
Directors, TRANSELECTRICA



**ION LUNGU**  
Director General, CEZ TRADE



**MARK BEACOM**  
Chief Executive Officer, BLACK  
SEA OIL & GAS



**SANIYA MELNICENCO**  
Vice President, ROPEPCA



**BOGDAN-NICOLAE  
BADEA**  
President of Management  
Board, HIDROELECTRICA



**LAVINIA IANCU**  
Publisher, ENERGY INDUSTRY  
REVIEW



**ADRIAN BOROTEA**  
Group Strategy & EU Agenda  
Division Director, CEZ  
ROMANIA



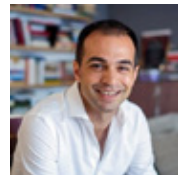
**MARIUS CRISTESCU**  
Country/Sales Manager Rental  
Division, ATLAS COPCO



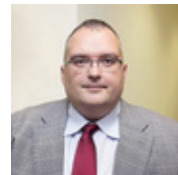
**ŁUKASZ BEDNAREK**  
Business Analyst and R&D  
Manager @Power & Natural  
Gas Division, ASSECO GROUP



**CLAUDIA BRANDUS**  
President, RWEA



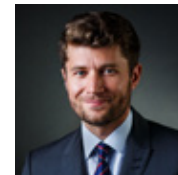
**STEFAN POPESCU**  
Deputy Director of Strategy,  
Regulation and Public Affairs,  
ENGIE ROMANIA



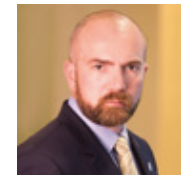
**DRAGOLJUB  
DAMLJANOVIĆ**  
Vice President Energy for  
South East Europe, SCHNEIDER  
ELECTRIC



**LUCIAN ANGHEL**  
Founder and CEO, TIMEPAL  
ROMANIA and FACILITIES  
MANAGEMENT SERVICES



**DANIEL  
VLASCEANU**  
Partner, VLASCEANU, ENE &  
PARTNERS



**ALEXANDRU VIDU**  
Chief Executive Officer,  
BUREAU VERITAS ROMANIA

## DAY 1 - WEDNESDAY, 7 NOVEMBER 2018

14:00-14:30 Registration and Welcome Coffee & Refreshments sponsored by 

14:30-14:40 Welcoming Address by **Anton Anton** – Minister of Energy, THE GOVERNMENT OF ROMANIA

### OPENING PANEL **Playing the field**

14:40-16:00 Chaired by **Iulian-Robert Tudorache** – State Secretary, MINISTRY OF ENERGY, ROMANIA & CHAIRMAN OF THE ENERGY CHARTER CONFERENCE

**Niculae Havrilet** – Councillor to the Minister, ROMANIAN MINISTRY OF ENERGY  
**Shohrat Jumayev** – TURKMENISTAN AMBASSADOR IN ROMANIA  
**Hamza Karimov** – Chief Executive Officer, SOCAR ROMANIA  
**Elisabeta Ghidui** – Director Strategy & Corporate Management Division, TRANSGAZ  
**Viorel Vasii** – Member of the Board of Directors, TRANSELECTRICA

16:00-16:30 Networking Coffee

16:30-18:30 **STRATEGIC SESSION**  
**Top leadership and management experts on emerging business models for a competitive market**

Chaired by **Lavinia Iancu** – Publisher, ENERGY INDUSTRY REVIEW

**Vasile Ciolpan** – Director Energy Trading Department, ROMGAZ  
**Valentin Silivestru** – President General Director, INCDT COMOTI  
**Sorin Boza** – President & General Executive Manager, COMPLEXUL ENERGETIC OLTENIA  
**Cosmin Ghita** – Chief Executive Officer, NUCLEARELECTRICA  
**Lucian Anghel** – Founder and CEO, TIMEPAL ROMANIA AND FACILITIES MANAGEMENT SERVICES  
**Alexandru Vidu** – Chief Executive Officer, BUREAU VERITAS ROMANIA

18:30-20:30 Networking Dinner

## DAY 2 - THURSDAY, 8 NOVEMBER 2018

9:00-9:30 Welcome Coffee & Refreshments

9:30-11:00 **PANEL DISCUSSION**  
**Providing critical insights into Romania's energy businesses**

Chaired by **Sorin Elisei** – Senior Manager Energy & Resources Industry Practice, DELOITTE CONSULTANTA  
**Zoltan Nagy-Bege** – Vice President, ANRE  
**Florina Sora** – Superior Adviser, NAMR  
**Saniya Melnicenco** – Vice President, ROPEPCA  
**Mark Beacom** – Chief Executive Officer, BLACK SEA OIL & GAS  
**Daniel Vlasceanu** – Partner, VLASCEANU, ENE & PARTNERS

11:00-11:30 Networking Coffee sponsored by



11:30-13:30 **TECHNICAL SESSION 1**  
**State-of-the-art technologies transforming the energy lifecycle**

Chaired by **Stefan Popescu** – Deputy Director of Strategy, Regulation and Public Affairs, ENGIE ROMANIA  
**Łukasz Bednarek** – Business Analyst and R&D Manager @Power & Natural Gas Division, ASSECO GROUP  
**Nicusor Nacu** – Department Manager of Energy Efficiency Program, OMV PETROM  
**Marius Cristescu** – Country/Sales Manager Rental Division, ATLAS COPCO  
**Adrian Borotea** – Group Strategy & EU Agenda Division Director, CEZ ROMANIA

13:30-14:30 Networking Lunch sponsored by



14:30-16:00 **TECHNICAL SESSION 2**  
**'Energy efficiency first' - Smart toolbox for sustainable growth and communities**

Chaired by **Claudia Brandus** – President, RWEA  
**Bogdan-Nicolae Badea** – President of Management Board, HIDROELECTRICA  
**Ion Lungu** – Director General, CEZ TRADE  
**Dragoljub Damljanović** – Vice President Energy for South East Europe, SCHNEIDER ELECTRIC

16:00-16:20 **End of the Conference – Key Takeaways**





## Horizon Europe: EUR 100 billion for research and innovation

The EU Clean Energy Package, designed to sustain the implementation of the Energy Union and the climate and energy framework for 2030, sets high-aimed targets on energy efficiency and renewable energy. Also, recently, the European Commission unveiled its proposal for the future programme – Horizon Europe. For the next EU research and innovation programme there have been allocated EUR 97.9 billion, thus creating the biggest research & innovation funding programme.

“This next phase of Horizon Europe has the potential to unlock so many benefits and make the Digital Transformation happen,” says Dr Heinz Seyringer, Photonics21 Executive Board Member.

Today, natural gas - considered an ideal partner for renewable energy generation in a future sustainable energy mix - provides one quarter of the EU's energy demand. According to most of forecasts, gas will continue to play a key role alongside renewables in helping to meet future energy requirements. In this context, technology seems to be the right ally in fighting climate change and not only.

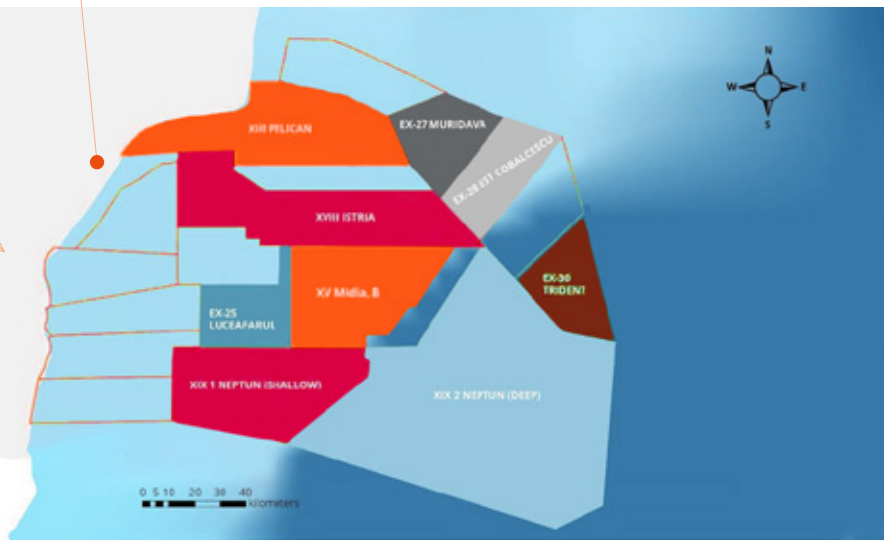
*The role of natural gas and renewables in a fast-evolving energy market towards achieving the 2030 Agenda and the Sustainable Development Goals* represents the main theme for the **Power & Energy Tech Exhibition and Conference Vision 2030 - PETEC 2018**.

**PETEC 2018** also takes a leadership role with the introduction of a dedicated conference and exhibition that covers a range of new technologies, including Artificial Intelligence, Machine Learning, IoT, Big Data Analytics, Edge Computing, Blockchain across the energy sector.

In its 2017 Digitalization & Energy report, the International Energy Agency estimates that digital technologies could cut production costs by as much as 20 percent.

# Romania's Black Sea offshore gas to bring USD 26bln to the state budget

Source: **Deloitte.**



**Black Sea exploration, development and exploitation perimeters**

<b>XIX PELICAN</b> 65% BLACK SEA OIL & GAS S.R.L. 20% PETRO VENTURES RESOURCES S.R.L. 15% GAS PLUS INTERNATIONAL B.V.	<b>EX-25 LUCAFARUL</b> 50% PETRO VENTURES EUROPE B.V. 50% BLACK SEA OIL & GAS S.R.L.	<b>XIX 1 NEPTUN (SHALLOW)</b> 100% OMV PETROM S.A.	<b>EX-27 MURIDAVA</b> 80% S.C. PETROMAR RESOURCES B.V. 20% S.C. PETROMAR RESOURCES S.A.
<b>XVIII ISTRIA</b> 100% OMV PETROM S.A.	<b>XV Mida, B</b> 45% BLACK SEA OIL & GAS S.R.L. 20% PETRO VENTURES RESOURCES S.R.L. 15% GAS PLUS INTERNATIONAL B.V.	<b>XIX 2 NEPTUN (DEEP)</b> 50% EXXONMOBIL EXPLORATION & PRODUCTION ROMANIA LTD. 50% OMV PETROM S.A.	<b>EX-28 EST CORALCESCU</b> 70% S.C. PETROMAR RESOURCES B.V. 30% S.C. PETROMAR RESOURCES S.A.
			<b>EX-30 TRIDENT</b> 88% LUKOIL OVERSEAS ATASHI B.V. 12% SNGN ROMGAZ S.A.

According to the recently released report by Deloitte Central Europe, investments in the Black Sea oil and gas sector will generate revenues of over 26 billion USD to the state budget by 2040, representing an additional 40 billion USD to the country's GDP. Moreover, the impact on the labour market translates into creating and annually maintaining an average of over 30,000 jobs.

The study, entitled 'The contribution of Black Sea oil and gas projects to the development of the Romanian economy', was performed at the request of the Romanian Black Sea Titleholders Association (RBSTA) and covers a period of 40 years, starting with 2000. The forecast is based on Deloitte Central Europe assumptions regarding the evolution of the Romanian economy, in general, and of the offshore industry, in particular.

The report also presents the strategic value of the Black Sea projects; these will enhance Romania's position in ensuring the regional energy security, after firstly securing the domestic

natural gas consumption (35% of the production from the analysed period could be exported, while the difference would cover the decline in the onshore production, in the context of increasing domestic consumption).

Moreover, the potential of Romania's onshore hydrocarbon reserves exceeds the potential of hydrocarbon reserves in the Black Sea, affirms Sorin Gal, Director general of the General Directorate for Management, Assessment and Concession of Resources/Oil Reserves of the National Agency for Mineral Resources (NAMR).

Join us at **PETEC 2018** to hear from the international and local officials and experts on their perspectives and insights on the recent hydrocarbon developments and prospects in Romania and the Black Sea Region.

## Why exhibit & attend

PETEC 2018 brings a fresh approach with an exhibition zone along with high level conference panels that provide the essential building blocks for the energy industry's smooth transition towards a low-carbon economy. The exhibition & conference is a specialized gathering platform that attracts energy experts from across the full value chain.

- Unparalleled networking opportunities
- Excellent chance to meet the officials who have a big say in the field
- Boost your company visibility – good time to engage with the right clients, potential partners, lucrative investors
- By booking a stand you get connected with people interested in smart energy solutions shaping the future
- A must-see line-up of speakers will share current insights on transforming technology, processes and people to drive sustainable value

## Who should exhibit & attend

Utility companies | Oil & gas companies | Automation and engineering companies

Green technologies players | Cyber security companies | Offshore equipment and services

Operators and suppliers | IT decision makers | Heads of innovation | Brand managers | Tech providers

### Exhibitors





# How will the digital revolution transform the energy sector

## Key topics in focus

- Defining Romania's place on the European energy market
- The Black Sea – How to capitalize on its favourable position on the regional geopolitical map
- Unlocking Romania's onshore and offshore hydrocarbon potential
- Securing Europe's future energy supply - connecting production to markets
- Electricity and gas interconnections around the Black Sea Region
- Renewable energy policies and markets in the European Union
- Clean Energy Package challenges and opportunities
- The disruptive 3D's impact on the energy transition to a low carbon economy
- Smart solutions to maximize efficiency, reduce costs and CO2 emissions
- Regulatory framework to stimulate innovation and investment
- Financing energy projects

The speed and scale of the digital transformation is impacting multiple industries. The digital agenda is being driven by a combination of technologies from cloud, analytics, mobile, to cheap sensors. Together, these technologies are putting data and intelligence at the centre of new business models. Industries, companies and business leaders are grappling with a world that is more volatile and more complex, yet demands greater agility, more speed, and more digital competence.

Energy is known for being an industry with a long-term capital trajectory, an industry where it takes time for change to be felt.

The supply side of the industry is impacted by the ability to implement real time, remote control asset management and predictive maintenance to extend the operational efficiency of assets. This is becoming even more important as the portfolio mix becomes ever more diversified with the growth of renewables.

On the demand side, changing patterns of consumption will not dent the long-term upward demand for energy as populations rise, but it will change patterns of demand. Digital represents both an opportunity and a challenge. It can improve capital and labour efficiency, capital productivity, upskill workers and create societal benefits through more predictability and greater energy security. But there will be challenges: new skills will be required and data security will become even more important. Energy industry dynamics will continue to be shaped by demand and supply. But digital represents a powerful catalyst for those companies that can harness its capabilities.



**8 POWER & ENERGY  
2018 TECH | EXHIBITION AND  
CONFERENCE**  
**Black Sea Region**  
**VISION 2030**

**7-8 November 2018**

JW Marriott Bucharest Grand Hotel  
Bucharest, Romania



**VENUE**

JW Marriott Bucharest Grand Hotel  
Calea 13 Septembrie 90,  
050726 Bucharest, Romania  
Tel: +40 21 403 0000

**DISCOUNT ACCOMMODATIONS**

Your conference registration does not include accommodation. A limited number of rooms have been reserved for the conference attendees at the JW Marriott Bucharest Grand Hotel at the preferential rate of €209.00 (inclusive of VAT). Please note that these discounted rates will apply for the nights of November 7 and 8, 2018 only. These rates will be honored until August 25, 2018 and are subject to availability.

**REGISTRATION FEE\***

Standard Commercial Rate	€ 400 + VAT
Energy Industry Review Subscriber Rate	€ 300 + VAT
Group Rate per person (for groups of 3 or more delegates)	€350 + VAT

**BOOK NOW OR REQUEST  
A REGISTRATION FORM**

<b>Visit:</b>	<a href="http://petec.energyindustryreview.com">petec.energyindustryreview.com</a>
<b>Email:</b>	<a href="mailto:marius@energyindustryreview.com">marius@energyindustryreview.com</a>
<b>Call:</b>	+40 (0)749 220 636

\*Discount rates are also available for academic and non-profit organizations. These rates are not available online, to find out more or to apply please email [marius@energyindustryreview.com](mailto:marius@energyindustryreview.com) or call +44 (0) 749 220 636. The conference registration fee is payable in advance and includes documentation, coffee breaks, luncheon, dinner and refreshments. Discount offers cannot be combined unless otherwise stated by Industry Media Vector.  
Romanian VAT charged at 19%. VAT registration number RO24187063





### EXHIBITION PACKAGE € 700

A manned stand where you can showcase and demonstrate your products.

- Exhibition space (2x2 m): display table with two chairs
- Promotional items display, corporate literature display
- AC options
- Banner up display
- Company logo on the official conference website (with hyperlink)

### COFFEE BREAK SPONSOR € 500

- Company name recognition as "Coffee Break Sponsor" in digital programme
- Banner up display in the coffee break room
- Company logo on the official conference website (with hyperlink)
- Promotional material/corporate literature on the coffee break tables

### GOLD SPONSOR € 3500

- Inclusion of logo in (8) eight e-news blasts
- Free participation for (4) four delegates
- One presentation in any session of the conference
- Promotional material/corporate literature on the conference tables
- Premium exhibit space (3x3 m)
- Company logo on the main stage backdrop
- Company logo on promotional conference materials
- Company logo on the official conference website (with hyperlink)
- Company logo on the delegate badge
- Banner up display in the conference hall
- One full page Advert in Energy Industry Review

### SILVER SPONSOR € 2500

- Inclusion of logo in (8) eight e-news blasts
- Free participation for (2) two delegates
- One presentation in any session of the conference
- Promotional material/corporate literature on the conference tables
- Company logo on the main stage backdrop
- Company logo on promotional conference materials
- Company logo on the official conference website (with hyperlink)
- Banner up display in the conference hall

### DINNER HOST SPONSOR € 1500

- Free participation for (2) two delegates
- Inclusion of logo in (8) eight e-news blasts
- Company name recognition as "Dinner Host Sponsor" in digital programme
- Company name recognition in sponsors section of website as "Dinner Host Sponsor"
- Logo on promotional conference materials
- Banner ups display in the dinner room
- As sponsor of the dinner you will have the opportunity to address the attendees during the evening.