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RAMADA PARC HOTEL
BUCHAREST, ROMANIA



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10th SEE 2018 UPSTREAM

Annual Conference
& Exhibition
Offshore and Onshore
Technology in the
Black Sea Region

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With a 10-year history in the marketplace, SEE UPSTREAM delivers a national and regional oil & gas show bringing together professionals with real buying power, enabling business to be conducted onsite at the event.

Context

Latest estimates by experts worldwide predict stronger oil prices in 2018 that will create more stability, supporting rebalancing in the market and new investment.

Interesting developments last year in the Black Sea Region include EBRD becoming a minority share-holder in Black Sea Oil & Gas (BSOG), that holds a 65% operating interest in the XV Midia Shallow block and XIII Pelican block in the Romanian sector of the Black Sea. BSOG also aims to develop the Ana and Doina discoveries in the Black Sea, as well as carry out further exploration and appraisal work, but recently has been locked in talks with Romania's government about the regulations and fiscal terms that would underpin the company's offshore Ana-Doina gas project.

Meanwhile US giant ExxonMobil issued bid documents for a \$1 billion contract to engineer, procure, construct and install a 154-kilometre gas export line and 10,000-tonne platform for its major Neptun Deep project in Romania's Black Sea. The contract is expected to be worth between \$975 million and almost \$1.3 billion, and represents the biggest Neptun Deep package on offer to the industry. A final investment decision is planned for the second half of 2018 with first gas due to flow in 2021 — and possibly 2020, with production rates for Neptun Deep unclear but may be 600 million to 800 million cubic feet per day.

On the other hand, OMV Petrom started drilling in the shallow waters of the Romanian Black Sea, where it was aiming to redevelop its Lebada Vest field, boosting production in the process.

In analysing the fiscal and legal framework, successive Romanian governments have planned to amend the Petroleum Law including the new royalties scheme, long overdue. It is expected that the National Agency for Mineral Resources (NAMR) would initiate the new bidding round (the 11th) in 2018, including 6 offshore and 22 onshore blocks.

SEE UPSTREAM 2018 is where oil & gas managers from Romania and the CEE & SEE regions, international and Romanian experts, officials from government regulatory bodies, consultants and various O&G businessmen meet to share ideas and debate advanced scientific and sustainable technical solutions for the energy sector.

Main focus

This unique upstream meeting of corporate and government interests focuses on critical exploration industry business issues, with emphasis on company strategies, technological, commercial and business development issues, and exploration and development ventures and opportunities for oil companies in South East Europe and the Black Sea region.

Benchmark: The event will provide insight into the SEE & the Black Sea region potential by showcasing the best examples of oil & gas development.

Exclusive: The conference will unite the high-level industry executives and will facilitate business development.

Expertise: The conference will bring together the senior level people from the boardroom and the ground for the latest insights into E&P and investment opportunities.

Uniting the entire value chain: We will bring regulators, policy makers, NOC's, IOCs, independent operators, service companies, technology providers, consultants, and financiers together to do business and shape the future of the market.

Why Exhibit?

With NOCs and IOCs looking to increase their crude production in the SEE region, and volumes expected soon in the Black Sea, upstream oil and gas production will remain at the top of the agenda for years to come. Exhibit to display your core strengths, innovations and expertise to win new business.

At SEE UPSTREAM 2018 new technologies and solutions will be presented on the focus-exhibition by the leading players and service providers of the market.

- **Outstanding value** – We price our exhibit space lower than other events in the country and the SEE region – in some cases by 70%.
- **Cost savings** – Given the table top display format in the exhibition hall you save money compared to a full exhibition metallic booth.
- **Local and regional attendance** – SEE UPSTREAM draws attendance from Romania and the neighbouring countries. This is the must-attend conference & exhibition in Romania each year.
- **Customer service** – Exhibitors describe SEE UPSTREAM as the oil & gas industry standard for national shows in Romania, due to our communication, organization, and customer service.

Who will speak at SEE Upstream 2018

Speakers at the conference include managers of the oil & gas companies from Romania and the region, international and Romanian experts of the oil & gas industry, officials from ANRE and NAMR, academia, technology providers, consultants and various businessmen from the O&G sector.

Who will be attending SEE Upstream 2018

In the last nine years we have attracted more than 1000 senior executives from more than 500 companies, many of whom come back year after year. Attending our conferences & exhibitions means becoming part of a community that shares the same interests, values, and challenges.

Why attend the SEE Upstream 2018

- Excellent opportunity to meet the officials who have a big say in the field
- Listen and learn from the front-line experts how to overcome technical and operational challenges in demanding plays
- Find out more about ground-breaking innovations and connect with leading providers of products and services
- Address business challenges, share best practices & unlock potential opportunities through collaboration and partnerships

Thought Leadership – Access critical information for your company to develop activity or initiate operations within the exploration of conventional & unconventional resources

Networking – Access to key political leaders, operators, contractors, consultants, investors and energy experts from South East Europe and the Black Sea Region

Marketing – Promote your companies' services through our popular sponsorship opportunities

Business development – Gain key contacts whilst obtaining key industry information to develop your business alongside forming alliances and partnerships.

Come to the SEE UPSTREAM 2018 to explore exciting opportunities and meet the key stakeholders from Romania and the region, at a conference & exhibition that will provide you with a unique platform to meet potential customers and partners!

Major Themes

- The prospects of oil & gas developments in Romania and the region
- Regulatory changes to stimulate investment in Oil & Gas sector
- Challenges and opportunities for exploring and producing oil & gas resources in Romania
- How Romania should act to capitalize on its favourable position on the regional geopolitical map
- Unlocking the Black Sea's deepwater potential
- Transporting the gas volumes from the Caspian Region and the Black Sea
- New oil and gas projects coming online by 2020
- Managing uncertainty and risks in Oil & Gas Industry.

Technical Programme

09:00 Registration and welcome coffee & refreshments

09:45 **CHAIRMAN'S WELCOMING REMARKS**
What has happened in the last year - industry highlights

SESSION 1 SETTING THE SCENE - Officials and experts on hot topics in the Oil & Gas Industry

10:45 **MORNING KEYNOTE SPEECH** - Available for sponsorship
Main drivers of the digitalization in the Upstream sector: Delivering benefits in the key areas

11:00 Networking coffee break

11:30 **SESSION 2** PRODUCTION, ENHANCED OIL RECOVERY (EOR) ACTIVITIES, ONSHORE & OFFSHORE OPERATIONS

13:00 Networking lunch

14:00 **AFTERNOON KEYNOTE SPEECH** - Available for sponsorship
Securing Europe's future energy supply - Connecting hydrocarbon production to markets

14:30 **SESSION 3** TOWARDS A COMPETITIVE UPSTREAM THROUGH INNOVATION - STATE-OF-THE-ART SOLUTIONS, BREAKTHROUGH TECHNOLOGIES AND EQUIPMENT (PART 1)

16:00 Networking coffee

16:30 **SESSION 4** TOWARDS A COMPETITIVE UPSTREAM THROUGH INNOVATION - STATE-OF-THE-ART SOLUTIONS, BREAKTHROUGH TECHNOLOGIES AND EQUIPMENT (PART 2)

18:00 Networking dinner

Among Speakers



IULIAN-ROBERT TUDORACHE
State Secretary, MINISTRY OF
ENERGY



IULIAN OFFENBERG
President, ACROPO



IULIAN IANCU
President, CNR-CME



DUMITRU CHIRITA
President, ANRE



SORIN GAL
General Director, NAMR



ANDREW COSTIN
President, PETROLEUM CLUB OF
ROMANIA



N.N. ANTONESCU
Honorary Rector, PETROLEUM-
GAS UNIVERSITY



MIHAIL MINESCU
Vice-Rector, PETROLEUM-GAS
UNIVERSITY



LEONARD TRIFU
Marketing Manager, INCDT
COMOTI



HARALD KRAFT
President, ROPEPCA



PANDELE NECULAE
WPC Programme Committee,
Romania Representative

Marketing Opportunities

MAIN PARTNER PACKAGE € 3500

- Inclusion of logo in (16) sixteen e-news blasts
- Free participation for (4) four delegates
- Welcoming speech during the opening panel
- 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

DINNER HOST SPONSOR € 1000

- Free participation for (2) two delegates
- Inclusion of logo in (16) sixteen 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.

PARTNER PACKAGE € 2500

- Inclusion of logo in (16) sixteen 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
- Exhibit space (2x2 m)
- 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

LUNCH HOST SPONSOR € 900

- Free participation for (1) one delegate
- Inclusion of logo in (16) sixteen e-news blasts
- Company name recognition as "Lunch Host Sponsor" in digital programme
- Company name recognition in sponsors section of website as "Lunch Host Sponsor"
- Logo on promotional conference materials
- Banner ups display in the lunch room
- As sponsor of the lunch you will have the opportunity to address the attendees.

EXHIBITION PACKAGE € 800

- Free participation for two delegates
- 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