



# THE OFFICIAL CUBAN EVENT FOR CUBA'S ROADSHOW

## 3RD ANNUAL CUBA ENERGY OIL AND GAS



26-29 November 2019 | Hotel Melia Cohiba | Havana



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# INTRODUCTION

With an estimated seven billion barrels of oil in place, and highly prospective yet underdeveloped fields; CUPET is leading a new drive to boost the oil and gas sector crucial to the country. The unique investment opportunities are presented throughout its rapidly developing vibrant energy, oil and gas sectors and the Cuba Energy, Oil and Gas Conference has been devised by the organizing committee to include the following essential areas:

- Extensive licensing round held during 2019
- Cuba Energy – the official first licensing round event for Cuba
- Update on existing exploration and production activities - onshore, shallow water, deep water and the Gulf of Mexico
- Positioning of the Caribbean as a growing oil and gas hub
- Overview of service and supply technologies that can make a difference to Cuba
- Enhanced oil recovery on existing fields
- Midstream and downstream projects
- Cuba's exclusive economic zone
- An insight into the Helms-Burton Act and it's likely impact for business

The timing of the 3<sup>rd</sup> Cuba Energy, Oil and Gas Conference is incredibly important as a central point for CUPET's 2019 licensing round activity; invaluable to all potential investors and companies with an interest in Cuba. The Cuba Energy programme sets out to provide an in-depth insight into the many opportunities and the priorities facing Cuba for domestic and international investors, partners and suppliers.

The structure of Cuba Energy Cuba Energy, Oil and Gas 2019 enables all delegates to attend the full two-day conference programme complete with extensive networking and business matching and concluding with the highly popular site visit on 29<sup>th</sup> November.

Cuba Energy Cuba Energy, Oil and Gas provides dual translation in Spanish and English for the presentations and contributions from 50 oil and gas leaders and experts; attracting more than 350 business leaders and delegates from all major stakeholders, public and private sectors with an interest in growing their business in Cuba.

The organizers are honoured to recognize the endeavours of CUPET as the conference hosts in creating this important event for everyone involved in developing Cuba's energy, oil and gas sectors, in addition to the invaluable contributions of CUPET in shaping this conference programme.

The following programme is being developed in collaboration and under guidance from CUPET.

# Wednesday 27<sup>th</sup> November 2019

## Agenda Day One

08:00 – 09:00	Registration and Welcome Coffee
09:00 – 09:05	<b>Welcome and Opening Remarks: Alex Moulds, Director, Global Event Partners</b>
09:05 – 10:00	<b>Opening Keynote: Mr Juan Torres Naranjo, Director General, Unión Cuba-Petróleo</b> <ul style="list-style-type: none"><li>• <b>Mr Roberto Suárez Sotolongo, Joint Director , Union Cuba-Petróleo, Republic of Cuba</b></li><li>• <b>Keynote Address: H.E Mr. Antony Stokes LVO, United Kingdom, Ambassador to Cuba</b></li><li>• <b>Keynote Address: H.E. Mr. Namir Nouredine, Lebanon, Ambassador to Cuba</b></li></ul>
10:00 – 11:30	<b>Session One: Cuba’s role in the context of the Caribbean</b> <p>With new licensing rounds, new discoveries through the Latin America and Caribbean, how can this region work together as a major global hub and attract the best investment and resources?</p> <p>Cuba’s position and role in the region</p> <ul style="list-style-type: none"><li>• <b>Mr Pedro Sorzano Urquiza, General Manager, Commercial CUPET S.A, Republic of Cuba</b></li><li>• <b>M.Sc. Jude Carasquero, Manager of Trinidad and Tobago Trade Facilitation Office in Havana, Cuba</b></li></ul> <p>Followed by country focus on their regional opportunities and impact from:</p> <ul style="list-style-type: none"><li>• <b>Mr Timmys Baksh, Director of Research and Planning, Ministry of Energy and Energy Industries, Trinidad and Tobago</b></li></ul> <p>Questions &amp; Answers</p>
11:30 – 12:00	Morning Coffee Break and Business Matching
12:00 – 13:00	<b>Session Two: Focus on Cuba -Presentation of The Cuba Licensing Round</b> <p>What is on Offer?</p> <p>Petroleum potential identified from seismic data In Cuba offshore</p> <ul style="list-style-type: none"><li>• <b>Mr Juan Cristobal Hernández Reyes, Exploration-Production Director, Union Cuba-Petróleo, Republic of Cuba</b></li><li>• <b>Mr Osvaldo López Corso, Head of Exploration Group, Union Cuba-Petróleo, Republic of Cuba</b></li></ul> <p>Questions &amp; Answers</p>
13:00 – 14:00	Lunch and Business Matching

14:00 – 15:30	<p><b>Session Three: Focus on Cuba</b></p> <p>The legal framework, qualification procedure and commercial terms for the Licensing Round</p> <p>Commercial Consideration</p> <ul style="list-style-type: none"> <li>• <b>Ms Damar Maceo, Specialist, PROCUBA, Republic of Cuba</b></li> <li>• <b>Mrs. Mercedes Valdés Mesa, Director of Register, Control and Legal Counselling, Cuban National Office for Mineral Resources (ONRM), Republic of Cuba</b></li> <li>• <b>Mr Juan Andrés Barrizonte Ballestero, Exploration-Production Manager, Commercial CUPET S.A, Republic of Cuba</b></li> </ul> <p>Questions &amp; Answers</p>
15:30 -16:00	Coffee Break and Business Matching
16:00 – 17:30	<p><b>Session Four: An international perspective of working in Cuba and the region.</b></p> <ul style="list-style-type: none"> <li>• <b>Mr Andrew Purcell, Chairman, Melbana, Australia</b></li> <li>• <b>Mr. Anthony E. Paul, Managing Director of the Association of Caribbean Energy</b></li> </ul> <p><b>Trinidad and Tobago Experience: Lessons Learnt from Bid Rounds and Caribbean Comparative Review of Bid Rounds</b></p> <p>An international perspective of the licensing round</p> <p>Featuring Cuba’s international partners.</p> <p>Questions &amp; Answers</p>
17:30 – 18:00	Business Matching Networking
18:00 – 20:00	Cocktail Reception hosted at the Melia Cohiba Hotel

# Thursday 28<sup>th</sup> November 2019


## Agenda Day Two

08:30 – 09:00	Coffee and Welcome
09:00 – 10:30	<p><b>Session Five: Natural Gas in the Energy Matrix - Gas to Power</b></p> <p>What measures are being enacted across Cuba and the wider region Caribbean to gas integration into the energy mix?</p> <p>Power generation opportunities by CUPET/UNE linked to LNG import Potential of LNG and its incorporation into the Cuban energy matrix Leveraging success to attract scalable investment to achieve energy resilience?</p> <ul style="list-style-type: none"><li>• <b>Mr Néstor Pérez Franco, Commercial and Supply Director, Union Cuba-Petróleo , Republic of Cuba</b></li><li>• <b>Mr Vicente de la Cruz Santell, Director General, Oficina ONRM, Republic of Cuba</b></li><li>• <b>Mr Angel Antonio Delgado Nunez, Joint Director, Union Electrica (UNE), Republic of Cuba</b></li><li>• <b>Mr Greg Denton, Business Development Manager, GTT North America</b></li></ul> <p>Questions &amp; Answers</p>
10:30 – 11:00	Morning Coffee Break and Business Matching
11:00 – 13:00	<p><b>Session Six: Technology</b></p> <p><i>Session Six and Seven will focus on the latest trends and technologies on offer in the region and the requirements to develop Cuba's existing and future fields</i></p> <p>Infrastructure and technology services available for oil and gas operations How to be part of the system of suppliers in the oil and gas sector in Cuba How can Cuba ensure that it has access to best practice solutions, HSE and what does Cuba require?</p> <ul style="list-style-type: none"><li>• <b>Mrs María Yodalis Hernández Bernal, Head of Business Group, EPEP Centro, Republic of Cuba</b></li><li>• <b>Mr Juan J Alfonso López, Director of Refining, Union Cuba-Petroleo, Republic of Cuba</b></li><li>• <b>Mr Fidel Ilizastigui Pérez, ORASEN Specialist, Republic of Cuba</b></li><li>• <b>Mr Asbjorn Vagle, Business Development Manager, Ennox Technology, Norway</b> <b>Ennox EGX: Game Changing Technology for Treatment of Oil Contaminated Solids</b></li><li>• <b>Mr Helmut Arias, Consultant, Colombia</b></li><li>• <b>Mr Silvestro Gallucio, National Sales Director, Redline Communications/Axera, Canada</b></li></ul> <p>Questions &amp; Answers</p>

13:00 – 14:00	Lunch and Business Matching
14:00 – 15:15	<p><b>Session Seven: Training</b> This session identifies the plethora of opportunities and the need for regular long term views, ensuring that education is continuous in this ever changing oil and gas landscape.</p> <ul style="list-style-type: none"> <li>• <b>Mr Iain Hutchinson CEng FIMechE, Executive Chairman, Merlin ERD Ltd, United Kingdom</b></li> </ul>
15:45 – 16:30	<p><b>Session Eight: Panel discussion on the The Helms-Burton Act</b> Following the lifting of the long-standing suspension; what does the panel view as the impact for Cuba.</p> <ul style="list-style-type: none"> <li>• <b>Mr Hermenegildo Altozano, Partner, Bird &amp; Bird, Spain</b></li> <li>• <b>Mr Robert Muse, Managing Director, Muse Law Firm, USA</b></li> </ul> <p>Questions &amp; Answers Conference Summary and Recommendations</p>
16:00 – 17:00	Afternoon Coffee Break and Business Matching

## Friday 29<sup>th</sup> November 2019

### Field Trip

<p>08:00 – 15:00</p> <p>Sponsored by:</p> 	<p>As part of the Cuba Energy, Oil and Gas Conference 2019, all delegates are invited to participate in the official site visit, details of which will be announced in due course by the hosts CUPET</p>
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## Confirmed Speakers:

- Mr Juan Torres Naranjo, Director General, Unión Cuba-Petróleo, Republic of Cuba
- Mr Roberto Suárez Sotolongo, Deputy Director General, Unión Cuba-Petróleo, Republic of Cuba
- Ms Damar Maceo, PROCUBA Specialist , Republic of Cuba
- Mr Néstor Pérez Franco, Commercial and Supply Director, Unión Cuba-Petróleo, Republic of Cuba
- H.E Mr. Antony Stokes LVO, United Kingdom, Ambassador to Cuba
- H.E. Mr. Namir Noureddine, Lebanon, Ambassador to Cuba
- M.Sc. Jude Carasquero, Manager of Trinidad and Tobago Trade Facilitation Office in Havana, Cuba
- Mr Pedro Arturo Sorzano Urquiza, General Manager, Commercial CUPET S.A, Republic of Cuba
- Mr Timmys Baksh, Director of Research and Planning, Ministry of Energy and Energy Industries, Trinidad and Tobago
- Mr Juan Carlos Bermeo, Hydrocarbon Vice Minister, Ministry of Hydrocarbons, Ecuador
- Mr. Anthony E. Paul, Managing Director of the Association of Caribbean Energy
- Mr Juan Cristobal Hernández Reyes, Exploration Director, Unión Cuba-Petróleo, Republic of Cuba
- Mr Osvaldo López Corso, Head of Exploration Group, Unión Cuba-Petróleo, Republic of Cuba
- Mr Juan Andrés Barrizonte Ballesteros, Exploration and Production Manager, Commercial CUPET S.A, Republic of Cuba
- Mr Andrew Purcell, Chairman, Melbana, Australia
- Mrs. Mercedes Valdés Mesa, Director of Register, Control and Legal Counselling, Cuban National Office for Mineral Resources (ONRM), Republic of Cuba
- Mr Asbjorn Vagle, Business Development Manager, Ennox Technology, Norway
- Mr Helmut Arias, Consultant, Colombia
- Mr Silvestro Gallucio, National Sales Director, Redline Communications/Axera, Canada
- Mr Vicente de la Cruz Santell, Director General, Oficina ONRM, Republic of Cuba
- Mr Angel Antonio Delgado Núñez, Joint Director, Union Nacional Electrica (UNE), Republic of Cuba
- Mr Mr Iain Hutchinson CEng FIMEchE, Executive Chairman, Merlin ERD Ltd, United Kingdom
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- Mr Juan J Alfonso López, Director of Refining, Unión Cuba-Petróleo, Republic of Cuba
- Mr Hermenegildo Altozano, Partner, Bird & Bird, Spain
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