



# CASPIAN OIL & GAS, INCORPORATING REFINING AND PETROCHEMICALS EXHIBITION&CONFERENCE 2008 POST SHOW REPORT

*The 15<sup>th</sup> Anniversary International "Caspian Oil and Gas, Refining and Petrochemicals 2008" Exhibition  
June 3-6, 2008, Sports and Concert Complex named after Heydar Aliyev*

This year, the event will celebrate 15 years gathering leading professionals in the oil industry and focussing the attention of the world on Azerbaijan. As usual the exhibition was held under the patronage of the President of the Azerbaijan Republic, HE Ilham Aliyev who personally participated in the opening ceremony on June 3. After his welcoming speech, the President of Azerbaijan said: The first exhibition was held in 1994 to tell the world more about Azerbaijan. I can say that the exhibition has played a very important role in the development of the oil and gas sector in Azerbaijan and attraction of large-scaled investment. Not without a reason, the "Contract of the Century" which nowadays largely determines the capacity for Azerbaijan's long-term development was signed after the first exhibition. Signing of the contract of the century was a historical event. For the first time the Caspian sea was opened for foreign investors, large-scaled investments were made and Azerbaijan started cooperation with international companies of global scale.



Owing to this contract we are nowadays witnessing the dynamic development of the oil and gas sector in Azerbaijan. However, the significance of the contract and future steps is not confined to economic indicators only. It helped Azerbaijan and domestic companies to establish relations with companies distinguished at the global level and world scale. This helped us to work productively with international financial structures and increase Azerbaijan's credit rating.

We have three oil pipelines, two of which lead to the Black sea and one – to the Mediterranean. We have four gas pipelines: one of them is Baku–Tbilisi–Erzurum, while the others link Azerbaijan to the neighboring countries. All the pipelines are operating. Azerbaijan is capable of exporting oil and gas in every direction.

This year oil production in Azerbaijan will exceed 50 million tons. Next year the figure will exceed 60 million. The oil and gas fields discovered in Azerbaijan will continue for many years, at least for a century, to provide our country with hydrocarbons and ensure our exporting capacity. Azerbaijan is ready to participate on acceptable terms in different gas projects which are the topic of discussions today.

The exhibition and conference was held with official support of the Ministry of Industry and Energy and the State Oil Company of the Azerbaijan Republic. The organisers of the event are the International Exhibition company ITE Group PLC, its partners Iteca Caspian LLC (Azerbaijan), ITE Moscow LLC (Russia), GIMA (Germany), EUF (Turkey) and Iteca Caspian Iran Branch Office (Iran). The co-organizers of the event are the Chamber of Commerce and Industry of the Azerbaijan Republic.

The sponsors of the exhibition and conference are the : *BP, Cameron, Cross Caspian Oil & Gas Logistics, Edison, EGL, ING, Nobel Oil, OMV,RWE, Salans, Shell, StatoilHydro, Winteshall* companies.

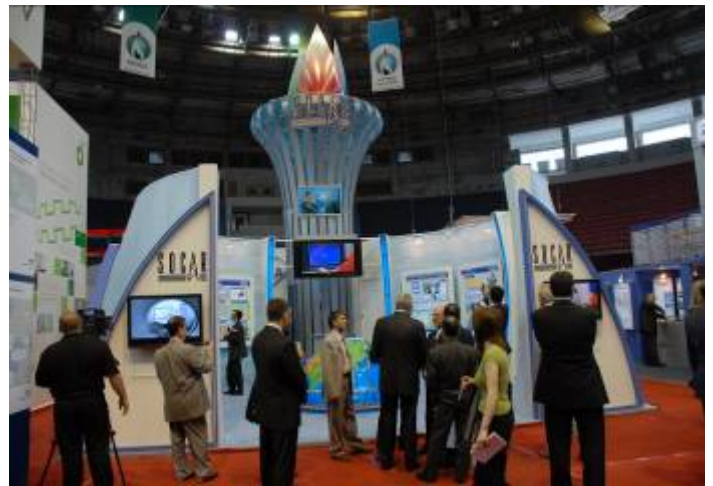
The increase in the exposition area speaks about increased interest of the whole world to the developing oil and gas sector of Azerbaijan. This year the Sports–Exhibition complex named after Heydar Aliyev has attracted 380 companies from 32 countries. This result has exceeded the last year's respective figure by 12%. Interestingly, 21% of the participants were taking part in the exhibition for the first time and have made their first steps in the Azerbaijan market through this event. The pavilions for national groups were reserved by Germany and Russia. 85% of the participants were the world's famous companies. Among the participants of the of the exhibition were Turkiye Petrolleri A.O., Georgian International Oil Corporation (GOGC), Japan Oil, Gas and Metals National Corporation and etc. The number of Azerbaijan companies participating in the exhibition increased as well. 30% of the exhibitors were local companies and producers from Azerbaijan, where 25% were debutants; 25% of exhibitors were from CIS countries and 50% were companies from the far abroad and their local representatives in Azerbaijan.

"Caspian Oil and Gas, Refining and Petrochemicals 2008" has attracted such companies as *BP; EDISON; OMV GAS INTERNATIONAL GMBH; WINTERSHALL HOLDING AG; RWE; TEKFEN-AZFEN; TECHNIP MARITIME OVERSEAS LTD; AZERI MI DRILLING FLUIDS LTD; STATOILHYDRO; FACET DEUTSCHLAND GMBH;CROSS CASPIAN OIL AND GAS LOGISTICS LLC; TMK; CASPIAN GEOPHYSICAL JV LLC; CASPIAN WIRELINE SERVICES INC; LUKOIL; ITOCHU; INPEX; TOTAL and many others.* Among those present also were representatives of state structures such as SOCAR, Azerkimya, Azneftkimyamash, Azerigas, Azerbaijan State Oil Academy, Azerbaijan State Academy of Sciences, Georgian Oil and Gas Corporation and Azerbaijan Republic National Confederation of Entrepreneur Organizations. The exhibition occupied the three pavilions of the complex and the area outside the building. The sectors of the exhibition included: Development of oil and gas fields; Geophysics and geology; Construction of and production from oil and gas fields; Platforms and floating drilling rigs; Design, production and technical maintenance of equipment for gas fields; Processing of oil and gas products and petrochemicals; Transportation of hydrocarbons; Construction and assembly of operators in the energy sector; Provision of oil storing systems; Production of special machinery, general active and backing elements and spare parts for technical maintenance; Energy, etc.

The 15<sup>th</sup> Anniversary International “Caspian Oil and Gas, Refining and Petrochemicals 2008” Conference was held in the framework of the exhibition in the Conference Center of the HYATT Regency Hotel on June 4–5, 2008.

The two–day conference was dedicated to the results of energy security and transportation of Caspian oil to the world market. The conference touched upon many important problems such as Strategic development of Caspian Sea Region; The Outlook of Exploration & Production of Azerbaijan’s share of Caspian Sea; International Cooperation and Investment in the Region; Transportation of the Caspian Oil and Gas Resources: Regional outlook; Transportation of the Caspian Oil and Gas Resources: Azerbaijan’s role; Panel discussion: Caspian in the Global Content. Approximately 500 delegates from 30 world countries have taken part in the conference. About 40 speakers including VIP persons spoke at the conference with report.

Most of the official publication was published for the exhibition and conference including the official exhibition catalogue, official conference materials and daily newspapers of the Caspian Oil and Gas Exhibition “Daily News” which interactively reflected the events of the exhibition and conference.



## **PRESS CONFERENCE**

The Press Conference dedicated to the 15<sup>th</sup> Anniversary International “Caspian Oil and Gas, Refining and Petrochemicals 2008” Exhibition and Conference was held in the International Press Center.

The press conference was held with participation of:

Mr. Mehman Ahmadov	Vice president of the AR Chamber of Commerce and Industry
Mr. Edward Strachan	Regional Director for Caucasus and Middle Asia of ITE Group PLC
Mrs. Samira Teymurova	Caspian Oil and Gas Project Manager
Ms. Nigar Muradkhanli	Caspian Oil and Gas Conference Manager
Ms. Mehriban Bakhshiyeva	Advertisement Manager

The Press–Conference was attended by over 59 correspondents from 58 Mass Media



### Newspapers and Magazines:

1	525-ci gazet, newspaper	Azerbaijan
2	Ari gazetı	Azerbaijan
3	Azerbaijan Neft Tesserufati, newspaper	Azerbaijan
4	Azerbaijan, newspaper	Azerbaijan
5	Azerbajjanskiye Izvestiya	Azerbaijan
6	Azerbaijan Business, magazine	Azerbaijan
7	Borchali, newspaper	Azerbaijan
8	Caspian Business News, newspaper	Azerbaijan
9	Hafta ichi	Azerbaijan
10	Igtisadiyyat, newspaper	Azerbaijan
11	Echo, newspaper	Azerbaijan
12	Express, newspaper	Azerbaijan
13	Ganjliyın Simasi	Azerbaijan
13	Ictimai gazetı, newspaper	Azerbaijan
15	Iki Sahil, newspaper	Azerbaijan
16	Kaspi, newspaper	Azerbaijan
17	Konul, newspaper	Azerbaijan
18	Khalg gazetı, newspaper	Azerbaijan
19	Khalg Jebhesi, newspaper	Azerbaijan
20	Merkez, newspaper	Azerbaijan
21	Neft Rossii	Russia
22	Oil & Gas Magazine	Azerbaijan
23	Olaylar, newspaper	Azerbaijan
24	Pilleler, newspaper	Azerbaijan
25	Paritet, newspaper	Azerbaijan
26	Palitra, newspaper	Azerbaijan
27	Titan Energy, jurnal	Azerbaijan
27	Uch Nogta, newspaper	Azerbaijan
28	Vishka, newspaper	Azerbaijan
29	The Business Times	Azerbaijan
30	Vesti Baku	Azerbaijan
31	Zaman	Azerbaijan
32	Zerkalo, newspaper	Azerbaijan

## Information Agencies and Portals

1	Associated Press	Azerbaijan
2	Azeri-Press Information Agency (APA)	Azerbaijan
3	AzerTaj	Azerbaijan
4	AzerTaj, photo chronicle	Azerbaijan
5	Fineko	Azerbaijan
6	France Press	Azerbaijan
7	Gafgaz Press	Azerbaijan
8	Interfax Azerbaijan Information Agency	Azerbaijan
9	1 news.az	Azerbaijan
10	ITAR-TASS Information Agency	Azerbaijan
11	Reuters International News Agency	Azerbaijan
12	Trend Agency	Azerbaijan
13	Turan News Agency	Azerbaijan
14	AzerPress	Azerbaijan
15	Novosti Azerbaijan	Azerbaijan
16	Mir TV (portal)	CIS
17	Anspress.com	Azerbaijan
18	Plats	UK

## TV и Radio

1	ANS TV	Azerbaijan
2	Khezer	Azerbaijan
3	Ictimai TV	Azerbaijan
4	Lider TV	Azerbaijan
5	Space TV	Azerbaijan
6	AzTV	Azerbaijan
7	ATV	Azerbaijan
8	Mir TV	CIS
9	IRNA	IRAN

*Articles about the exhibition were published in 128 newspapers, 7 journals and 86 Internet pages. Exhibition Advertisements were broadcasted in all TV channels and printed in daily newspapers.*

**OPENING CEREMONY**



At the official opening ceremony among the speakers there were:

- **His Excellency Ilham Aliyev**, *President of the Republic of Azerbaijan*
- **Sir Andrew Wood GCMG**, Senior Advisor, ITE Group Plc
- **Suleyman Tatliyev**, President of the AR Chamber of Commerce and Industry

Speakers among the official representatives of Foreign Countries:

- **C. Boyden Gray**, Special Envoy for Eurasian Energy (Ambassador), **USA**
- **Lord Digby Jones**, Minister for Trade and Investment, **UK**
- **Binyamin Ben Eliezer**, Minister of National Infrastructures, **Israel**
- **Alexander Khetaguri**, Minister of Energy, **Georgia**
- **Petar Dimitrov**, Minister of Economy and Energy, **Bulgaria**
- **Yusuf Yazar**, Deputy Minister of Energy and Natural Resources, **Turkey**
- **Hossein Noghre Kar Shirazi**, International Deputy Minister of Oil, **the Islamic Republic of Iran**
- **Liv Monica Stubholdt**, Deputy Minister of Petroleum and Energy, **Kingdom of Norway**

## **POST SHOW FACTS**

PARTICIPANTS:	380 companies
FOREIGN PARTICIPANTS:	266
LOCAL PARTICIPANTS:	114
PARTICIPANT COUNTRIES:	33
VISITORS:	10730
VISITS:	14023
DELEGATES TO THE CONFERENCE:	approximately 500
CONFERENCE SPEAKERS:	approximately 40
NATIONAL GROUPS:	Germany, Russia
% RATIO:	Reserved area exceeded last year's respective figure by 5%
NEW PARTICIPANTS	21% of companies exhibited for the first time
OFFICIAL SUPPORT:	SOCAR and Ministry of Industry and Energy

Taking this opportunity the organizational committee would like to once again thank the sponsors and participants of the "Caspian Oil and Gas, Refining and Petrochemicals 2008" for invaluable support to the project

Platinum Sponsor:



THE INTERNATIONAL BANK OF AZERBAIJAN



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OIL & GAS LOGISTICS LLC

SALANS



TOTAL

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NETWORKING ENERGIES

**LIST OF MAIN COG 2008 EXHIBITORS:**

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ARSENAL MACHINE BUILDING PLANT JSC  
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CASPIAN MARINE SERVICES (UK) LIMITED  
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CHETRA – SPC LLC  
CHTPZ GROUP  
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CLEARWATER INTERNATIONAL LLC  
COOPER CAMERON PETROLEUM EQUIPMENT  
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DAMA PAS  
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GERAB NATIONAL ENTERPRISES  
GERMAN FEDERAL MINISTRY OF ECONOMICS AND  
TECHNOLOGY  
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ITE GROUP PLC  
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JOGMEC – JAPAN OIL, GAS AND METALS  
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LABSERVIS LTD  
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MBASK INSURANCE COMPANY  
METALPROMEXPORT  
MIASS MACHINEBUILDING PLANT FSUE  
MINISTRY OF INDUSTRY AND ENERGY OF THE

REPUBLIC OF AZERBAIJAN  
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MOSKOVSKY TELEPORT (MT) CJSC  
MULTIPIPE CJSC  
MURPHY SHIPPING AND COMMERCIAL SERVICES  
BAKU LIMITED  
NATIONAL CONFEDERATION OF THE  
ENTREPRENEURS (EMPLOYERS) ORGANIZATIONS  
OF AZERBAIJAN REPUBLIC (AEC)  
NATIONAL FIRE FIGHTING MANUFACTURING FZCO  
– NAFFCO  
NATIONAL IRANIAN OIL REFINING AND  
DISTRIBUTION COMPANY (NIORDC)  
NATIONAL OILWELL VARCO WISE AND DHT  
NEFTEAVTOMATIKA JSC  
NEFTEGASKOMPLECTSERVICE (NGKS) JSC  
NEFTEPROMMASH ZAVOD OJSC  
NETZSCH OILFIELD PRODUCTS GMBH  
NEXANS TURKEY AZARBAIJAN BRANCH OFFICE  
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SHANGDONG KERUI PETROLEUM GROUP CO LTD  
SHELL AZERBAIJAN EXPLORATION & PRODUCTION  
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UKRROSMETALL CONCERN  
UNIBANK CB  
UNITED METALLURGICAL COMPANY  
UNITEST GROUP OF COMPANIES  
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TMK

## **BEST STAND DESIGNS AT COG 2008:**

On the second day of the exhibition, June 8, the following awards were presented:

<i>Best stand design at Caspian Oil and Gas 2008:</i>	<i>ESSENT</i>
<i>Best use of corporate style:</i>	<i>INTEGRA GROUP</i>
<i>Most original stand at the Caspian Oil and Gas 2008:</i>	<i>CASPEL</i>
<i>Best use of shell scheme:</i>	<i>TMK</i>



## **THE OFFICIAL GALA RECEPTION**

On the 3<sup>th</sup> of June at 8 p.m. at the Baku Yacht Club there was held Gala Reception dedicated to the opening of Caspian Oil & Gas Exhibition 2008. About 650 people were at that Gala Reception– exhibitors, official establishment, embassy representatives, partners of ITE Group PLC and Iteca Caspian also media representatives.



## BOWLING CHAMPIONSHIP

On June 5, 2008, the organizers held a bowling championship for the participants of the Caspian Oil and Gas 2007 Exhibition. 24 teams took part in the championship and CASPEL won the first, STATOILHYDRO – the second and the Total Company – the third prize.



## CONFERENCE PROGRAMME:

### The Role of Caspian oil and gas resources in energy supply to Europe

#### Tuesday, 3<sup>rd</sup> June 2008 – Exhibition opening and pre-conference registration

- |             |   |
|-------------|---|
| 10:00       | Official Caspian Oil and Gas Exhibition Opening Ceremony<br><i>Venue: Heydar Aliyev Sport and Concert Complex</i> |
| 13:00       | Caspian Oil and Gas Exhibition Opening for visitors   |
| 14:00–17:00 | Pre-conference registration<br><i>Venue: Hyatt Regency Hotel, Conference Center</i>                               |
| 20:00       | COG Exhibition and Conference Opening Gala–reception<br><i>Venue: The Yacht Club, Embankment</i>                  |

Hosted by:



#### Wednesday, 4<sup>th</sup> June 2008 – Day 1

- |       |  |
|-------|--|
| 08.00 | <b>Welcome Coffee Break and Registration</b>   |
| by:   |  |
| 09.15 | Official Welcome Address: <b>Sir Andrew Wood GCMG</b> , Senior Advisor, ITE Group Plc<br><b>Natig Aliyev</b> , Minister of Industry and Energy, Azerbaijan |

Hosted




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#### 09.30 **Plenary Session 1:** **Strategic development of Caspian Sea Region**

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Chairmen: **Sir Andrew Wood GCMG**, Senior Advisor, ITE Group Plc  
**Natig Aliyev**, Minister of Industry and Energy, Azerbaijan

Keynote Presentation: **Natig Aliyev**, Minister of Industry and Energy, Azerbaijan

Speakers:

- Lord Digby Jones**, Minister for Trade and Investment, UK
- Matthew J. Bryza**, Deputy Assistant Secretary, Department of State's Bureau of European and Eurasian Affairs, USA
- Yusuf Yazar**, Deputy Undersecretary, Ministry of Energy & Natural Resources, Turkey
- Petar Dimitrov**, Minister of Economy and Energy, Republic of Bulgaria



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**12:00 Session 2: The Outlook of Exploration & Production of Azerbaijan's share of Caspian Sea**

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This session will discuss the current exploration projects as well as potential oil and gas fields in Azerbaijan. The main operators in Azerbaijan will share their experience and strategy of working in the region.

Chairmen: **Academician Khoshtakht Yusifzade**, First Vice President, SOCAR  
**James Hogan**, Partner, Salans

Keynote Presentation: **Academician Khoshtakht Yusifzade**, First Vice President, SOCAR  
*Oil strategy of Azerbaijan: results and perspectives*

Speakers:

**Bill Schrader**, President, BP Azerbaijan  
*Building the future*

**Kristian Hausken**, President, StatoilHydro Azerbaijan  
*StatoilHydro – adding value through reservoir management and new technology*

**David Branson**, Senior Vice President, Wintershall AG  
*Perspectives in the Caspian Region*

**CASE-STUDY:** **Lynn Duplantis**, Country Manager,  
Cooper Cameron Petroleum Equipment Group Inc.  
*Subsea and purpose built surface systems*



**13:30 Luncheon**

Hosted by:

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**14:30 Session 3: International Cooperation and Investment in the Region**

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Trading the Caspian's oil and gas: cooperation among neighboring countries. Turkmenistan as an emerging partner. A look to the East: intergovernmental cooperation with China. Further trade through Georgia ports. Local investors: SOCAR.

Growing foreign investments in oil and gas-related services.

Energy Safety and Security in the Region.

Session Host:



Chairmen: **Shahmar Movsumov**, SOFAZ Executive Director

**Rodolphe Olard**, Managing Director, Global Head of Project Finance Advisory, Natural Resources,  
ING

Keynote Presentation: **Shahmar Movsumov**, SOFAZ Executive Director

Speakers:

**Yurdal Oztash**, Vice-President, TPAO  
*TPAO and its role in the Region*

**Cem Orekli**, Director Project Finance Advisory, Natural Resources ING Bank N.V.  
*Financing the Next Wave of Oil & Gas Projects in the Caspian Region*

**James Hogan**, Partner, Salans  
*Legal issues pertaining to oil and gas projects*

**Odd Sverre Haraldsen**, Director General, Ministry of Petroleum and Energy, Norway  
*A Norwegian view on international cooperation to meet challenges in the petroleum sector*

**Esa Nieminen**, Project Director of the INOGATE EU-funded Project "Safety and Security of Main Gas Transit Infrastructure in Eastern Europe and the Caucasus"  
*Safety and Security of Main Gas Transit Infrastructure*

**16.00 End of Conference Day 1**

**19.00 Official Caspian Oil & Gas Conference Gala Reception**

*Venue: Grand Hotel Europe*

Hosted by:



# The Role of Caspian oil and gas resources in energy supply to Europe

Thursday, 5<sup>th</sup> June 2008 – Day 2

08:30 Welcome Networking Coffee Break

Hosted by:



09:15 Official Welcome Address: **Academician Khoshbakht Yusifzade**, First Vice President, SOCAR

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09:30 **Plenary Session 1: Transportation of the Caspian Oil and Gas Resources: Regional outlook**

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South Caucasus Pipeline Project (SCP). Trans-Caspian Gas pipeline (TCGP). Kashagan oil exports to the Mediterranean countries. Outlook of current BTC. Samsun-Ceyhan pipeline. Competitive analysis of the East Caspian Gas Pipeline (ECGP). AMBO Trans-Balkan Oil Pipeline Project. Chairman: **Academician Khoshbakht Yusifzade**, First Vice President, SOCAR

Speakers:

**Wojciech Zajackowski**, Chief Advisor to the Prime Minister of Poland  
**Teimuraz Gochitashvili**, Advisor, GOGC  
**Wolfgang Sporrer**, Country Manager Caspian Region, OMV Gas & Power  
*Nabucco – a gateway for gas to Europe*

11:00 Networking Coffee Break

Hosted by:



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11:30 **Session 2: Transportation of the Caspian Oil and Gas Resources: Azerbaijan's role**

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Transporting light oil from Ceyhan in Turkey: tender procedures. KCTS – further developments. IGI project: what has been done during last year; financing issues. Nabucco Gas Pipeline. Ecology issues. South Caucasus pipeline (Baku-Tbilisi-Erzurum).

Chairman: **Elshad Nasirov**, Vice-president for Investment and Marketing, SOCAR

Keynote Presentation: **Elshad Nasirov**, Vice-president for Investment and Marketing, SOCAR

Speakers:

**Jeremy Ellis**, Head of Business Development, RWE Supply & Trading  
*"The Fourth Corridor" – The Importance to the Caspian Region, Europe and to Turkey – Nabucco is the only answer*  
**Thomas Hesselbarth**, Head of Gas Development, EGL AG  
*Trans Adriatic Pipeline (TAP) – the most advanced Gas Pipeline in the 4th Corridor*  
**Elio Ruggeri**, ITGI Project Leader, Edison S.P.A.  
**Peter Van Driel**, Caspian and CIS Transportation Manager, Shell  
*An IOC perspective on Caspian hydrocarbon evacuation*  
**Dmitriy Solovoyov**, Acting General Manager, Cross Caspian Oil and Gas Logistics LLC

13:30 Luncheon

Hosted by:



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14:30 **Session 3: Panel discussion: Caspian in the Global Content**

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This panel is aimed to summarize all the issues discussed at the Conference.

Moderator: **John Roberts**, Energy Specialist, Platts

Panelists:

**Academician Khoshbakht Yusifzade**, First Vice President, SOCAR  
**Elshad Nasirov**, Vice-president for Investment and Marketing, SOCAR  
**Wolfgang Sporrer**, Country Manager Caspian Region, OMV Gas & Power  
**Rolf Schei**, Commercial Manager, South Caucasus Pipeline Co., StatoilHydro  
**Jeremy Ellis**, Head of Business Development, RWE Supply & Trading  
**Dr Jennifer Coolidge**, Director, CMX Caspian and Gulf Consultants Limited  
**Neil Carmichael**, Country Manager for Azerbaijan and Turkmenistan, Shell  
**Elio Ruggeri**, ITGI Project Leader, Edison S.P.A.

15:30 Chairman's closing remarks

15:45 End of Conference

16:00 Closing Reception

*Venue: Hyatt Regency Hotel, Pool-side*

Hosted by:



19:00 Ballet "Caspian Ballade"

*Venue: Academic Theatre of Opera and Ballet*



*Please feel free to contact ITE Group PLC and Iteca Caspian LLC, the organisers of Caspian Oil & Gas.*

*Date of next year event: 2–5 June 2009*

*Next year name of the venue: Sport Complex named after Heydar Aliyev*

*Year established: 1994*

*Frequency: Annual*

*Website: [www.caspianoilgas.co.uk](http://www.caspianoilgas.co.uk)*

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#### **ITE GROUP PLC**

105 Salusbury road, London, NW6 6RG, UK

Tel: + 44 (0) 20 7596 5233

Fax: + 44 (0) 20 7596 5106

Web-site: [www.ite-exhibitions.com/og](http://www.ite-exhibitions.com/og)

#### **Iteca Caspian LLC**

63a, Hasan Aliyev street

Baku, AZ 1110, Azerbaijan

Tel.: +994 12 447 47 74

Fax: + 994 12 447 89 98

Web-site: [www.caspianoilgas.az](http://www.caspianoilgas.az)

[www.iteca.az](http://www.iteca.az)

#### **1) Graeme Stuart Coombes**

Project Director

Oil & Gas Division, ITE Group Plc.

**2) Elena Popova**

Project Manager

Oil & Gas Division, ITE Group PLC

E-mail: [Elena.Popova@ite-exhibitions.com](mailto:Elena.Popova@ite-exhibitions.com)

**3) Antanina Severdiajeva**

Event Coordinator

Oil & Gas Division, ITE Group plc.

E-mail: [Antanina.Severdiajeva@ite-exhibitions.com](mailto:Antanina.Severdiajeva@ite-exhibitions.com)

**4) Vladislav Grabovsky**

Conference Manager

Oil & Gas Division, ITE Group PLC

E-mail: [Vladislav.Grabovsky@ite-exhibitions.com](mailto:Vladislav.Grabovsky@ite-exhibitions.com)

**5) Veronica Zhuvagina**

Project Coordinator

Oil & Gas Division, ITE Group PLC

E-mail: [veronica.zhuvagina@ite-exhibitions.com](mailto:veronica.zhuvagina@ite-exhibitions.com)

**6) Siobhan Enright**

Conference Coordinator

Oil & Gas Division, ITE Group plc.

E-mail: [siobhan.enright@ite-exhibitions.com](mailto:siobhan.enright@ite-exhibitions.com)

**7) Tofig Karimov**

Project Manager

Oil and Gas Division, Iteca Caspian LLC

E-mail: [oilgas@iteca.az](mailto:oilgas@iteca.az)

**8) Nigar Muradkhanli**

Conference manager

Oil and Gas Division, Iteca Caspian LLC

E-mail: [conference@iteca.az](mailto:conference@iteca.az)