

Argus Rio Crude Conference

Sheraton Grand Rio Hotel & Resort

20-22 May 2019

Conference agenda

Monday, 20 May	
13:00	Registration opens
14:00 – 16:00	<p>Argus pre-conference workshop</p> <ul style="list-style-type: none">• Opportunities for Lula crude in the Asian market: Understand how Lula crude that is delivered into Shandong, China is assessed, and what demand from Asian teapot refiners will look like in the year ahead.• WTI Houston: Understand how Argus prices WTI Houston, the main hedge marker in US Gulf coast market, and how it impacts trading for Latin American grades. <p>Speakers</p> <p>Tom Reed, Editor, Argus China Petroleum, Argus</p> <p>Bruce Fulin, Vice President Business Development, Argus</p>
16:00 – 18:00	<p>Brazilian coffee tasting</p> <p>Enjoy a fun afternoon networking and tasting the finest coffees from Brazil! This event is organized by the Rio Women's Network. All conference delegates are encouraged to attend. Gather with the Latin American crude oil community and make new business connections at this unique industry event!</p> <p>Organizing committee</p> <p>Giselle Coelho, Global Crude Oil Trading Manager, Petrobras</p> <p>Marta Jara, President, ANCAP</p> <p>Alison Saffery Gubbins, Managing Director Supply and Trading, Empresa Nacional del Petroleo</p> <p>Danielle Valois, Partner, Trench Rossi</p> <p>Lisa Rigdon, formerly of BG Group and Shell, Committee Chair, Ambassador, Argus Rio Crude Conference</p> <p>Vanessa Viola, Senior Vice President, Latin America, Argus</p>
18:00 – 20:00	<p>Welcome cocktail</p> <p>Continue networking at the opening cocktail reception. Enjoy caipirinhas and canapés while gathering with the industry. Make your dinner plans during this must-attend cocktail. Meet the most senior decision makers before the conference starts. Don't be left behind or miss out on your opportunity to participate! Register as a conference delegate and be part of this exclusive networking experience.</p>

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Tuesday, 21 May	
07:30 – 09:00	Breakfast and registration
09:00 – 09:15	Chairperson's remarks and antitrust reminder
09:15 – 10:30	<p>Session 1: Morning keynotes – How Brazilian crude fits in the global market</p> <ul style="list-style-type: none">• Developing Brazil's resources: What is the outlook for Brazil's crude production in 2019, and how much will go to the US, China and India? How much investment will we see in infrastructure and operations to move Brazilian supply to market?• Brazil in transition: How will the new president's strategy to open the most prolific basins to foreign investors impact Petrobras and the Brazilian economy? What is the forecast for next year's production from IOCs? How much will they compete with Petrobras?• Future opportunities for Brazilian supply: What is the production outlook in the pre-salt discoveries? What investment is Petrobras making in infrastructure to support crude exports? Where does Petrobras see future growth? <p>Speakers</p> <p>Mark Quartermain, Vice President Global Crude Oil Trading and Supply, Shell International Trading and Shipping Company Limited</p> <p>Marcio Felix, Secretary of Oil, Natural Gas and Biofuels, Brazil Ministry of Mines and Energy</p> <p>Claudio Rogerio Linassi Mastella, Executive Manager, Petrobras</p>
10:30 – 11:15	Networking break
11:15 – 12:15	<p>Session 2: Geopolitics and the future of Opec production</p> <ul style="list-style-type: none">• Future of Venezuela: What is the future of Venezuela in Opec and what will be the impact on global trade flows?• Ecuador rising: What is the production outlook in Ecuador? What will be the role of Ecuador to backfill heavy crude demand? <p>Speakers</p> <p>Patricia Garip, Contributing Latin American Editor, Argus</p> <p>Xavier Rodriguez, Hydrocarbons Consultant, Former Undersecretary of Petroleum, Natural Gas and Refined Products of the Hydrocarbons Ministry of Ecuador</p>
12:15 – 14:00	Networking lunch

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14:00 – 15:00	Session 3: Spotlight on China <ul style="list-style-type: none">• China’s demand: What is the appetite for Brazilian crude and imports into the country? How do their refinery systems work? What might that mean for Brazilian supply in the Chinese market?• US versus Latin American supply in China’s market: What is the outlook for US crude into China, and where do Latin American barrels fit in? Speakers Fairy Wang Pei , Head of Research and Strategy, UNIPEC Aijun Cheng , President, KTO Energy
15:00 – 15:45	Networking break
15:45 – 17:00	Session 4: Refining investment and demand for Latin American crude <ul style="list-style-type: none">• Motor fuels market: What is the outlook for motor fuels supply and demand, and what is the future direction for Brazil’s market?• Outlook for refining investment and clean products demand: Will refiners reconfigure to process lighter crudes, or will we see more investment in high conversion refineries? Could we see any new refineries come on line in South America? What will be more economical for Latin America, process its own crude or import premium fuels? Speakers Milena Mansur , Market Intelligence Consultant, ABICOM Gustavo Giron , Head of Sales and Trading Caribbean and Latin America, Castleton Commodities International
17:00 – 18:30	Reception
Wednesday, 22 May	
07:30 – 09:00	Registration and breakfast
09:00 – 09:15	Chairperson’s remarks and antitrust reminder
09:15 – 10:30	Session 5: Market access for Brazilian supply <ul style="list-style-type: none">• Investing in storage capacity for Brazilian supply: How much investment is going into building storage terminals? What is the current capacity? How much more needs to come on line to keep up with production?

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	<ul style="list-style-type: none">• Ship-to-ship transfers: What are the dynamics of the deepwater vessel market, and what is the availability of ships? How much are shipyard costs, and what are the compliance issues?• Managing risk in the export market: What are the trading and hedging strategies for exports, and how can market participants manage risk? <p>Speakers</p> <p>Victor Bomfim, Chief Executive Officer, Acu Petroleo</p> <p>Felipe Dias, Fleet Manager, Teekay Offshore</p> <p>Dib Cohen, Chief Executive Officer, JDC Energia</p>
10:30 – 11:15	Break
11:15 – 12:15	<p>Session 6: Regional supply competition</p> <ul style="list-style-type: none">• Argentina’s unconventional supply: How much investment is going into Argentina’s Vaca Muerta shale development? What is the potential for developing its resources, and how does it compare to US shale production? What are the technology advancements and logistical options for Argentinian shale to reach international markets?• Colombian production outlook: How much is Colombia producing, and what is the quality of its crude supply? What are the logistical options and challenges for bringing Colombian supply to market? <p>Speakers</p> <p>Schreiner Parker, Vice President Latin America, Rystad Energy</p> <p>Pedro Manrique, Business Development, Ecopetrol</p>
12:15 – 12:30	Chairperson’s concluding remarks
12:30	Conference concludes
12:30 – 14:00	Farewell lunch