



# Energy Risk Forum 2017

## Agenda

- 9.00 – 9.30**      **Registration and refreshments**
- 9.30 – 9.40**      **Welcome remarks**  
**Saurabh Mehta**, Head of Risk Management Products, **Argus**
- 9.40 – 10.00**      **Keynote introductory speech**
- ENGIE Global Markets expert's outline on company's activities globally and in the APAC region
- Varun Gujral**, Head of Energy Sales, Asia Pacific, **ENGIE Global Markets**
- 10.00 – 10.20**      **Global oil and gas market outlook**
- Possible macroeconomic scenarios
  - OPEC and non-OPEC supply outlook
- Aneesh Jain**, Associate, Energy Practice, **ICF International**
- 10.20 – 10.40**      **Role of price reporting agencies in price risk management**  
**Saurabh Mehta**, Head of Risk Management Products, **Argus**
- 10.40 – 11.00**      **Q&A**
- 11.00 – 11.20**      **Networking refreshments**
- 11.20 – 11.40**      **Case study: Impact of fuel price hedging on corporate profitability**  
**Mike Corley**, Managing Director, **Mercatus Energy Advisors**
- 11.40 – 12.00**      **Emerging trends in the energy risk management**
- Price, credit and regulatory aspects of risk management
  - Challenges faced by organisations
- Karunakaran Hari**, Head of Business Development – Oil and Gas, **Trafigura**
- 12.00 – 12.50**      **Panel Discussion: Price risk in times of geopolitical uncertainties**  
**Karunakaran Hari**, Head of Business Development – Oil and Gas, **Trafigura**  
**Mike Corley**, Managing Director, **Mercatus Energy Advisors**  
**Aneesh Jain**, Associate, Energy Practice, **ICF International**  
**Chun Shen, Lim**, Oil Trader, **ENGIE Global Markets**
- Moderator: **Saurabh Mehta**, Head of Risk Management Products, **Argus**
- 12.50 – 13.00**      **Closing remarks by ENGIE Global Markets**
- 13.00**              **Networking lunch and end of forum**



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## Speakers

### **Saurabh Mehta**

Head of Risk Management Products, **Argus**

Saurabh has 12 years of energy trading and risk management services experience. Working with a Commodities Exchange, an ETRM services vendor, a Bank and top two Oil and Gas Industry information services and price reporting agencies, he has a well-rounded physical and paper energy market experience.



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### **Varun Gujral**

Head of Energy Sales, Asia Pacific, **ENGIE Global Markets**

Varun Gujral is the head of energy sales, Asia-Pacific for ENGIE Global Markets, former GDF Suez Trading. He has more than 15 years of experience in oil trading and risk management at IOC and Cairn India.



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### **Aneesh Jain**

Associate, Energy Practice, **ICF International**

Aneesh Jain has been with the power and fuels practice of ICF since 2011. He has more than six years of experience in consulting and has worked extensively in the areas of power, renewable energy and fuel markets.



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### **Mike Corley**

Managing Director, **Mercatus Energy Advisors**

Mike Corley is the founder and president of Mercatus Energy Advisors. He is a trusted energy hedging and risk management advisor to dozens of companies and organizations across the globe. Prior to founding Mercatus Energy Advisors, he held various positions in trading, risk management, quantitative analysis and marketing with El Paso Merchant Energy, Cantor Fitzgerald and several boutique energy trading and risk management firms.



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### **Karunakaran Hari**

Head of Business Development – Oil and Gas, **Trafigura**

Karunakaran Hari joined Trafigura's oil trading team in 2016 as head of business development for oil and gas for India. He was previously at Cairn India, where he was head of commercial for marketing and sales. His previous experience includes at BP in Singapore, Australia and India as part of its integrated supply and trading teams, and Bharat Petroleum in supply and trading roles.



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### **Lim Chun Shen**

Oil Trader, **ENGIE Global Markets**

Lim Chun Shen is an oil trader with ENGIE Global Markets, with a focus on Asian distillates trading. Prior to joining ENGIE in 2016, he traded middle distillates at Hartree Partners. He started his oil career on the JPMorgan energy trading desk.

