



26-28 March 2012, Moscow, RUSSIA

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RUSSIA 2012 OFFSHORE

Your invitation to the 7th Annual Conference and Exhibition

CONFIRMED ADVISORY BOARD MEMBERS AND SPEAKERS:

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Aker Arctic



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Welcome to Russia Offshore 2012!

According to the U.S. Geological Survey, the Arctic holds about one fifth of the world's remaining oil and gas reserves with almost half of the disputed space being claimed by Russia. Moscow plans to submit its official claim to the United Nations in 2012 and considers the Arctic to be crucial to the country's economic strategy as early as 2020. Russian MPs deliberating how to advance national interests in offshore development openly admit Russia's lack of advanced technologies comparatively to the West to be on a "cosmic scale".

The quest for the Arctic resources has been already labelled in the press as the new "scramble for Africa" or the Californian "gold rush". Russia's Nature Ministry estimates its resources in the Arctic zone at 120 billion barrels of oil and 85 trillion cubic meters of gas. The Barents Sea alone holds an estimated 7.6 billion metric tons of oil equivalent. In the face of global shortage of hydrocarbon resources there has never been a better time for both Western and Russian companies to get their efforts together – the ultimate objective of the "Russia offshore" conference and exhibition.

Attracting all the key operators working on the Russian continental shelf, government representatives, investors and leading technology providers, the 7th Annual "Russia Offshore 2012" conference in March, 2012 provides you with first-hand information directly from the operators on the key offshore projects in Russia, including Shtokman, Yamal fields, Prerazlomnoye, Sakhalin projects, Korchagin field, Filanovsky field and Shatsky ridge. We will also look at the ExxonMobil plans for long term involvement in the Kara Sea and the Black Sea.

We are delighted to welcome you to Russia Offshore 2012 in Moscow, where you will have all your questions answered by top oil and gas executives and experts.



Olexander Hryb,
Conference Manager,
THE ENERGY EXCHANGE



Evnika Polovinkina,
Director, Russia and CIS Operations,
THE ENERGY EXCHANGE

Key reasons to attend

- **Access to leading Russian and Western decision makers** in offshore development and gain insight into their thinking process.
- **Update on** most current projects in Russia: **Shtokman, Yamal, Sakhalin** as well as modelling of potential risks and future challenges.
- **Understand the implications of state licensing policy** to access the continental shelf in Russia, and the latest demarcation of borders (e.g. with Norway)
- **Learn about innovative, reliable technologies** for the challenging Arctic offshore environment, including seismic surveys, platform design and construction, deepwater drilling and new icebreakers.
- **Featuring practical guidance on minimising health and safety risks**, complying with Russia's new regulations for offshore activities, including new contingency funds.
- **Unique platform to discuss best Russian and Western practices for offshore geological exploration:** from research and classification to interpretation on all Russia's seas, so you can plan your involvement.
- **Insight into lobbying practices** and mechanisms of creating favourable political environment in Russia for your business
- **Meet and network throughout our exhibition** which will run in parallel to the conference with presentations of best technologies and business practices

Topics to be discussed

27-28 March

Conference:

- **Russian strategic planning for offshore hydrocarbon development**
Learn what the Russian government plans and what it needs
- **Forming partnerships in Russia and finding the right business opportunity for you**
How to lobby for your interests and find local partners
- **Ecological and industrial safety in offshore operations**
How Russia reacts to post-Macondo fallout: new laws and regulations
- **Technological challenges and engineering innovations**
Latest experience with ice-resistant platforms and drilling solutions
- **Arctic shipbuilding and navigation**
Learn what needs to be built and how to navigate the Northern Sea Route

26 March Focus day:

Geological research and resource interpretation

- Challenges of updating **Russian offshore seismic grid**
- **Geological classification:** learn the differences between the Russian and Western approaches
- **Resource potential:** seismic research and interpretation
- **Gas hydrates:** future fuel or blue sky thinking?
- **Arctic seismic case studies:** from Barents to East Siberian Sea

27-28 March:

Exhibition:

The Energy Exchange offers a **new interactive format** for the Russia offshore exhibition where you can **present your technology or business solutions** to a carefully selected target audience: technical directors, procurement managers, key ship designers and government officials. **Gain in-depth first-hand experience of the latest technologies and solutions** required to unlock the offshore resources.

Moscow Expo Centre



26 March

Focus day on seismic exploration

27-28 March

Russia Offshore conference

27-28 March

Exhibition with technical sessions

Past Companies that Attended Included:

OIL & GAS OPERATORS

BP EXPLORATION OPERATING COMPANY ■ CHEVRON NEFTEGAZ ■ EXXONMOBIL INTERNATIONAL GAZPROM DOBYCHA SHELF ■ GAZPROM ■ GAZPROMNEFT SHELF ■ LUKOIL ■ ROSNEFT ■ SAKHALIN ENERGY ■ SHELL ■ SHTOKMAN DEVELOPMENT ■ STATOIL ■ TOTAL ■ ZARUBEZHNEFT

GOVERNMENT BODIES & REGULATORS

GOVERNMENT OF ARKHANGELSK REGION, RUSSIA ■ STATE DUMA, RUSSIA ■ MINISTRY OF NATURAL RESOURCES AND ECOLOGY, RUSSIA ■ GOVERNMENT OF MURMANSK REGION, RUSSIA ■ INTERNATIONAL ENERGY AGENCY ■ MINISTRY OF FINANCE, RUSSIA ■ MINISTRY OF PETROLEUM AND ENERGY, NORWAY ■ GOVERNMENT OF NENETS AUTONOMOUS DISTRICT, RUSSIA ■ RUSSIAN MARITIME REGISTER OF SHIPPING ■ FEDERAL SERVICE FOR ENVIRONMENTAL, INDUSTRIAL AND NUCLEAR SUPERVISION, RUSSIA

LEADING TECHNOLOGY COMPANIES

SCHLUMBERGER ■ WEATHERFORD ■ BAKER HUGES ■ FLUOR ■ HALLIBURTON ■ AKER SOLUTIONS ■ TECHNIP ■ FMC TECHNOLOGIES ■ WORLEY PARSON ■ SAIPEM ■ STENA ■ PARKER DRILLING COMPANY ■ NATIONAL OILWELL VARCO ■ SONGA OFFSHORE ■ MAERSK DRILLING ■ CATERPILLAR

Well organised platform to exchange opinions on oil & gas developments in Russian continental shelf.

Anatoly Gubarev

SHTOKMAN DEVELOPMENT AG

Important event for Russian oil and gas industry organised at the highest level.

Tatiana Titova

MITSUBISHI CORPORATION

The new concept of panel discussions gave a very vivid picture of latest developments in the Russian offshore industry.

Ekwin Fijnaut

WITTEVEEN & BOS





RUSSIA 2012 OFFSHORE

7th Annual Conference & Exhibition

Maximise your involvement and generate extra exposure

Exploration and development of Russian offshore resources requires massive investments and long-term co-operation between the Russian state and Russian as well as Western companies.

“Until 2030 Gazprom, in order to develop the continental shelf, will need more than ten drilling and processing platforms, over 60 vessels and waterborne vehicles and equipment of various types and at least several dozens of LNG carriers.”*
Source: www.gazprom.ru

How can you ensure you will be the next technology developer to win the next project available?

As a sponsor, you will generate complete brand awareness and promote your thought leadership, technological solutions and highlight your presence as a market leader and vendor of choice. There are a number of packages which are unique, therefore available on a first come first serve basis only.

As an exhibitor... Grow your presence in the competitive Russian offshore sector or enter it with useful contacts made at our exhibition by positioning your stand in the Expocentre and performing live demonstrations of your latest product developments!

Russia Offshore Annual Conference and Exhibition is the must-attend event of the year. But don't just take our word for it...

“Russia offshore 2011 was an eye opener with regards to the unique developments of the Russian Arctic.”
Peter Cortie, IMTECH



To discuss your sponsorship or exhibition requirements in further detail, please contact:

Rhis Edwards, Commercial Director, Email: r.edwards@theenergyexchange.co.uk
Tel: +44(0)207 067 1851

Vlad Bazikalov, Business Development Director, Russia and CIS Operations; Email: v.bazikalov@theenergyexchange.co.uk
Tel: +44 (0)207 067 1800

Who will you meet at the Russia Offshore 2012?

Strengthen your relations with existing partners and define opportunities for new alliances meeting our exclusive audience of senior decision makers and prominent energy experts of Russia's oil and gas offshore industry!

Geographic Breakdown

■ Russia and the CIS	61%
■ Europe	37%
■ ROW	2%



Industry Breakdown

■ Contractors / Service Providers	41%
■ O&G Operators	34%
■ Government Related	7%
■ Lawyers / Consultants	5%
■ Shipping / Storage	9%
■ Financial Institution	3%
■ Other	1%



Seniority of Attendees

■ CEO / Chairman / President / Vice President	33%
■ Technical / Engineer	24%
■ Head of Strategy and Development	15%
■ Head of Sales and Marketing	14%
■ Project Manager	11%
■ Others	3%



Four easy ways to register

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E: marketing@theenergyexchange.co.uk W: www.russianshelf.com

Delegate Information

Mr/Mrs/Miss/Ms/Dr/Other:
First Name:
Last Name:
Job Title:
Department:
Tel:
Fax:
Mobile:
Email:

Your Company Details

Company Name:
Address:
Postcode:
Country:

Payment Method

Please send me an invoice in US Dollars (\$)
Please send me an invoice in Euro Pounds (£)
I will pay by bank transfer/invoice
I will pay by credit card
Card Type: Visa MasterCard Amex
Card No
Start Date Expiry Date.....
Security Code (3 or 4 digits)
Account Name
Billing Address if different from Company Details.....
.....
Cardholder's Signature.....

BOOKING CODE

Packages & Pricing: (Price in Pounds)

3 Days – 7th Annual Conference and Exhibition
26th – 28th March 2012 (with Focus day on seismic exploration)

Book by 30 September 2011	£1,499 (SAVE £500)
Book by 30 November 2011	£1,699 (SAVE £300)
Book after 30 November 2011	£1,999

2 Days – 7th Annual Conference and Exhibition
27th – 28th March 2012

Book by 30 September 2011	£1,199 (SAVE £450)
Book by 30 November 2011	£1,349 (SAVE £300)
Book after 30 November 2011	£1,649

TERMS & CONDITIONS

OFFICIAL VENUE AND HOTEL ACCOMMODATION

Exhibition and conference will take place in EXPOCENTRE: 14, Krasnopresnenskaya nab., Moscow, Russia, 123100. Tel.: + 7 (499) 795 3799, 795 3946 (telephone answering machines). Fax: + 7 (495) 605 7210; E-mail: centr@expoctr.ru
The cost of a hotel accommodation is not included in the conference fee. The Energy Exchange will negotiate preferential rates at a hotel for attendees of the event. Please contact Natasha Harwood via email at n.harwood@theenergyexchange.co.uk for a hotel booking form or accommodation related queries.

PAYMENT AND REGISTRATION TERMS AND CONDITIONS

CONFIRMATION:

Our official confirmation, invoice and hotel booking details will be emailed to you within 3 days of receiving your registration.

PAYMENT:

Payment of the full delegate fee is due 14 days after the invoice date, or immediately, if the registration is made within one month of the event. Our full bank account details are on the invoice. Please note your booking is valid only after full payment is received. We recommend you check with your Finance Department that payment has been made before travelling to the Conference.

CANCELLATIONS:

Made one month prior to the start of the conference will be refunded less a 50% administrative charge. Refund will be made after the conference. Made within one month of the start date of the conference will receive no refund. Substitutes are acceptable at any time.

FORCE MAJEURE:

Please note that in case of force majeure The Energy Exchange is relieved of all obligations. Force majeure includes any circumstances beyond the will of The Energy Exchange, that impedes permanent or temporary compliance with the obligations, such as 'acts of god' including war, danger of war, government regulations, revolts, strikes, transportation difficulties, fire or severe disturbances affecting the conference organisation or its suppliers.

REGISTRATION FEE

The registration fee covers attendance at all sessions, refreshments, lunches, receptions and the speaker presentations. Please note it may be necessary to alter the content or timing of the programme or its speakers. Please note that VAT is not included and will be added at the appropriate rate where applicable.

LANGUAGE

The official conference language will be English with Russian simultaneous translation.

CUSTOMER SERVICES

For questions concerning your registration, attendance, visa support and invoice payments, please contact our Customer Services Department, Tel: +44 (0)1242 529 090, Fax: +44 (0)1242 582 157.

Authorisation Signature: *.....

Date.....

*Please note, the booking form must be authorised before we can proceed with the registration