



INSTITUTE OF THE AMERICAS

Promoting public policies for development, trade and investment, good governance, and regional integration

Brazil's Energy Future and the Pre-Salt **October 22, 2009 • Rio de Janeiro, Brazil • JW Marriott Copacabana** ***Draft Agenda (all speakers confirmed)***

- 8:30 Opening Remarks
- **Jeffrey Davidow**, President, Institute of the Americas
- 8:45 *Government Discussion*
Opening Keynote Remarks - Brazil's Energy Future: Challenges and Opportunities for Renewable Energy, Alternative Fuels and the Pre-Salt
- **Edison Lobão**, Minister of Mines and Energy
- 9:30 Developing a New Regulatory Model – Discussion of the Analysis Conducted by the Empresa Pesquisa Energetica (EPE)
- **Mauricio Tolmasquim**, President, Empresa Pesquisa Energetica (EPE)
- 10:00 *Pre-Salt Discussion*
Domestic Politics and the Pre-Salt Debate
- **Paulo Sotero**, Director, Brazil Institute, Woodrow Wilson International Center for Scholars in Washington, DC
- Exploration and Production Risk and Pre-Salt Development - What is the reality?
- **Sebastião do Rego Barros**, Chairman of the Advisory Board of the Brazilian Institute of Economics, Getulio Vargas Foundation
- 11:00 Coffee Break
- 11:30 *Regulatory Discussion*
The proposed bills for the Production Sharing Agreements (PSA's)
- **Antonio Luis de Miranda Ferreira**, Partner, Schmidt, Valois, Miranda, Ferreira & Agel Advogados
- ANP & Petro Sal: Managing a Dual Model of Concessions and Production Sharing Agreements
- **John M. Forman**, President, J. Forman Consultoria
- 12:30 *Technology, Regional Energy Implications & Petrobras*
Technology and Human Capital Requirements - How Best to Leverage Job Creation and Satisfy Huge Demands
- **Ana Zambelli**, Brazil General Manager, Schlumberger
- Pre-Salt Hydrocarbons, Brazil and Regional Energy Balance - Discussion of the Implications for Southern Cone Energy
- **Marco Tavares**, Partner - Director, Gas Energy
- The New Model & Petrobras: An Important Next Step for the Evaluation and Development of Brazil's Petroleum Potential?
- **Wagner Freire**, Consultant & former Director of Exploration & Production Petrobras
- 1:45 Closing Lunch



O Futuro da Energia no Brasil e os Campos do Pré-Sal

22 de Outubro de 2009 - Rio de Janeiro

Lista de Participantes

- Wagner Freire
Consultant & Former Director of E&P at Petrobras
Brasil
- Clifford M. Sobel
Former US Ambassador to Brazil
USA

Banco Merrill Lynch de Investimentos S.A.

- Conrado Vegner
Latam oil & Gas Analyst
Brasil

Banco Soci t  G n rale Brasil S.A.

- Frederico Lohmann
Director
Brasil

California Renewable Energies LLC

- Nathalie Hoffman
CEO
USA

ConocoPhillips

- David Cramer
BD Manager, Exploration and North Sea
USA
- Lynn Strickland
Exploration Mgr. Global New Ventures
USA

Corporaci n Andina de Fomento (CAF)

- Mauricio Garr n
Executivo Principal de Energ a
Venezuela
- Moira Paz Estenssoro
Director-Representative
Brasil

Ecopetrol S.A.

- Fabio Ortega
E&P New Business Leader
Colombia
- Enrique Velasquez
International Exploratin Manager
Colombia

Empresa de Pesquisa Energ tica (EPE)

- Maur cio Tolmasquim
Presidente
Brasil

ExxonMobil

- Carla Lacerda
President of Exploration and Production Division
Brasil

Funda o Getulio Vargas - IBRE

- Sebasti o do Rego Barros
Presidente do Conselho Consultivo
Brasil

Gaffney, Cline & Associates

- Cesar Guzzetti
Southern Cone Regional Manager
Argentina

Gas Energy - Assessoria Empresarial

- Sylvie D'Apote
S cia Diretora
Brasil
- Marco Aurelio Tavares
S cio Diretor
Brasil

GDF Suez Brasil

- Elio Wolff
Brasil

Gran Tierra Energy, Inc

- J lio C sar Moreira
President
Brasil

IDB

- Jose Luis Lupo
Country Representative
Brasil
- Luciano Schweizer
Energy Specialist
Brasil



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IHS CERA - Southern Cone Energy

- Lisa M. Pearl
Southern Cone Energy Service
Brasil
- Carla Silva
PhD
Brasil

Institute of the Americas

- Jeffrey Davidow
President
USA
- Jeremy M. Martin
Director, Energy Program
USA
- Rita Oliveira
Energy Program Associate
USA

IPE Bolivia

- Miguel Enrique Ferrufino
Gerente General
Bolivia

J. Forman Consultoria

- John Milne Albuquerque Forman
Consultant
Brasil

Ministério de Minas e Energia

- Edison Lobão
Ministro de Estado de Minas e Energia
Brasil

PFC Energy

- Constance Yvonne Sisler
Manager, Gas & Power
USA

Schlumberger

- João Felix
VP Marketing, Latin America
Brasil

Schlumberger Brasil

- Ana Zambelli
General Manager
Brasil

Schmidt, Valois, Miranda, Ferreira & Agel - Advogados

- Antonio Luis de Miranda Ferreira
Socio
Brasil
- Danielle de Aquino Ludwig
Estagiária
Brasil
- Paulo Valois
Socio
Brasil

Shell Brasil Ltda.

- Jonas Castro
Exploration Manager
Brasil
- Ricardo Guerrero
New Business Development Manager
Brasil
- Manoela Lopes
Asset Manager
Brasil
- Marcelo Menicucci
Commercial Director
Brasil

Skanska Brasil Ltda

- Alfredo Rafael Collado
Vice President Executive Senior
Brasil
- José Cláudio Lima
Commercial Director
Brasil

TECNA

- Mike Luna
Vice President, Business Development
Brasil



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Trico Marine Corp.

- Jimmy De Souza
senior manager
Brasil

U.S. Commercial Service - American Consulate General

- Regina Cunha
Senior Commercial Specialist
Brasil
- Camille Richardson
Principal Commercial Officer
Brasil

U.S. Consulate in Rio de Janeiro

- Solange Bezerra
Special Assistant for Political and Economic Affairs
Brasil
- Kevin Murakami
Consul for Political and Economic Affairs
Brasil

Woodrow Wilson International Center for Scholars

- Paulo Sotero
Director, Brazil Institute, Latin American Program
USA