

# AGENDA

## SEMINAR

# Development of Natural Gas Markets

**October 28-29, 2015**  
Santiago, Chile



REGIONAL ASSOCIATION OF  
OIL, GAS AND BIOFUELS SECTOR COMPANIES  
IN LATIN AMERICA AND THE CARIBBEAN

SPONSOR



SUPPORTED BY



# October 28

07:30 - 09:00 **Participants Registration**

---

09:00 - 09:15 **SEMINAR OPENING**

- **Benito Piñeiro** | President of the Board of Directors - ARPEL
  - **Juan José Carrasco** | Executive Director - CIER
  - **Marcelo Tokman** | General Manager - ENAP
- 

09:15 - 10:30 **CURRENT SITUATION AND PERSPECTIVES OF NATURAL GAS AND ENERGY MARKETS IN THE REGION**

Moderator: **Pablo Ferragut** | Projects' Manager - ARPEL

Speakers:

- **Patricia Garip** | Bureau Chief, Latin America - Argus Media [VIEW PPT](#)
  - **Roberto Cunha** | Associate Director Gas and Energy, Latin America - IHS
- 

10:30 - 11:00 **Coffee break**

---

11:00 - 12:00 **SMALL SCALE LNG - THE INTERNATIONAL EXPERIENCE AND ITS VIABILITY IN LATIN AMERICA AND THE CARIBBEAN**

Moderator: **Óscar Santibáñez** | Director of Natural Gas Development - ENAP

Speakers:

- **Andrés Sannazzaro** | Head of Gas Development and Monetization for Latin America - Repsol [VIEW PPT](#)
  - **Jean-Michel Cabanes** | CEO and General Manager - GNL Mejillones [VIEW PPT](#)
- 

12:00 - 13:00 **MINI LNG - DEVELOPMENT OPPORTUNITIES FOR VIRTUAL GAS PIPELINES IN THE REGION**

Moderator: **Alejandro Fernández** | Manager of Natural Gas Operations - YPF

Speakers:

- **Patricio Pérez-Cotapos** | Commercial Director of Natural Gas - ENAP [VIEW PPT](#)
  - **Osvaldo del Campo** | CEO - Galileo [VIEW PPT](#)
- 

13:00 - 14:30 **Lunch**

---

14:30 - 15:15 **DESIGN CONSIDERATIONS FOR YOUR NEXT SMALL SCALE LNG PROJECT**

Moderator: **Jorge Ciacciarelli** | Executive Secretary - ARPEL

Speaker:

- **Bob Huebel** | Vice President Technology - Randall Gas Technologies (CB&I) [VIEW PPT](#)
- 

15:15 - 16:00 **DEVELOPMENT AND FUTURE VIABILITY OF NATURAL GAS FOR TRANSPORTATION**

Moderator: **Pablo Campana** | Business Development Manager - Pluspetrol [VIEW PPT](#)

Speakers:

- **Juan José Carrasco** | Executive Director - CIER [VIEW PPT](#)
  - **Gustavo Latorre** | Commercial Manager - Gas Natural Fenosa [VIEW PPT](#)
- 

16:00 - 16:30 **Coffee break**

---

16:30 - 17:30 **OPENING OF LNG TERMINALS IN CHILE**

Moderator: **David Tezanos** | Executive Manager of Natural Gas - YPF

Speaker:

- **Andrés Alonso** | Manager of Gas and Energy - ENAP [VIEW PPT](#)

09:00 - 09:30 **OPTIMIZATION AND ENERGY EFFICIENCY, NATURAL GAS AND COGENERATION, THE EXPERIENCE OF ENAP IN THE ACONCAGUA REFINERY**

Moderator: **Oscar Ferreño** | International Generation Coordinator - CIER

Speaker:

- **Jorge Martínez** | Projects Manager of Gas and Energy - ENAP [VIEW PPT](#)

---

09:30 - 10:30 **REGIONAL DYNAMICS OF NATURAL GAS AND ENERGY MARKETS**

Moderator: **Andrés Arroyo** | Economic Affairs Officer - Unit of Natural Resources and Energy - CEPAL

Speaker:

- **Eric Eyberg** | Director, Latin America Gas & Power - Wood Mackenzie [VIEW PPT](#)

---

10:30 - 11:00 **Coffee break**

---

11:00 - 12:30 **OPTIMIZATION OF THE ENERGY MATRIX - COMPLEMENTARITY BETWEEN RENEWABLES AND NATURAL GAS**

Moderator: **Roberto Cunha** | Associate Director Gas and Energy Latin America - IHS

Speakers:

- **Carlos Finat** | Executive Director - ACERA [VIEW PPT](#)
- **Óscar Ferreño** | International Generation Coordinator - CIER [VIEW PPT](#)
- **José de Sá** | Partner - Bain & Company [VIEW PPT](#)

---

12:30 - 14:00 **Lunch**

---

14:00 - 15:30 **LESSONS LEARNED FROM NATURAL GAS EXPORTING COUNTRIES**

Moderator: **Óscar Santibáñez** | Director of Natural Gas Development - ENAP

Speakers:

- **Andres Sannazzaro** | Business Development Manager - Gas and Energy Division - Repsol [VIEW PPT](#)
- **Jorge Sosa** | National Director of Natural Gas - YPF [VIEW PPT](#)

---

15:30 - 16:00 **Coffee break**

---

16:00 - 17:30 **DIALOGUE ON REGIONAL ENERGY COMPLEMENTARITY AND INTEGRATION - OPPORTUNITIES FOR THE REGION BASED ON THE SOUTHERN CONE EXPERIENCES**

Moderator: **Juan José Carrasco** | Executive Director - CIER [VIEW PPT](#)

Speakers:

- **David Tezanos** | Gas and Energy Executive Manager - YPF [VIEW PPT](#)
- **Claudio Seebach** | Executive Vice President - Generadoras de Chile
- **Gonzalo Saavedra** | National Vice President of Operations - YPF
- **Jorge Ciacciarelli** | Executive Secretary - ARPEL [VIEW PPT](#)

---

17:30 - 18:00 **CONCLUSIONS AND CLOSING REMARKS**

---



SEMINAR

# Development of Natural Gas Markets



REGIONAL ASSOCIATION OF  
OIL, GAS AND BIOFUELS SECTOR COMPANIES  
IN LATIN AMERICA AND THE CARIBBEAN

SPONSOR



SUPPORTED BY



## ABOUT THE ORGANIZER

ARPEL is a non-profit association gathering oil, gas and biofuels sector companies and institutions in Latin America and the Caribbean. Founded in 1965 as a vehicle of cooperation and reciprocal assistance among sector companies, its main purpose is to actively contribute to industry integration and competitive growth, and to sustainable energy development in the region. Its membership currently represents over 90% of the upstream and downstream activities in the region and includes national, international and independent operating companies, providers of technology, goods and services for the value chain, and national and international sector institutions.



REGIONAL ASSOCIATION OF  
OIL, GAS AND BIOFUELS SECTOR COMPANIES  
IN LATIN AMERICA AND THE CARIBBEAN



### Regional Headquarters:

Javier de Viana 1018  
CP 11200, Montevideo, Uruguay  
Ph.: +(598) 2410 6993 | info@arpel.org.uy

[www.arpel.org](http://www.arpel.org)