ATTEND THE MIDDLE EAST'S PREMIER PETROLEUM & GAS EVENTS

Under the Patronage of
His Execellency Shaikh Isa Bin Ali Al Khalifa,
Minister of Oil, Kingdom of Bahrain

1993 MPGC 2004

The Twelfth Annual

MIDDLE EAST PETROLEUM & GAS CONFERENCE

Rising to the Challenge: Middle East Oil and Global Energy Security

MPGC 2004 is held in conjunction with
Middle East Petroleum & Gas Week, 8 – 13 May 2004

MEPS 2004
8-9 MAY

GPC 2004
8-9 MAY

LPG 2004
8-9 MAY

MEGas 2004
12-13 MAY

MEJET 2004
12-13 MAY

Visit: www.cconnection.org

MPGC 2004

Bahrain

MAY 9-11, 2004

The Ritz Carlton, Bahrain

Organised by:

THE CONFERENCE CONNECTION INC

Hosted & Sponsored by:

THE BAHRAIN PETROLEUM COMPANY B.S.C. (CLOSED)

Corporate Sponsors Include:

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Official Publication:

OIL & GAS JOURNAL

Official English News Daily:

Khaleej Times

CONFERENCE & REGISTRATION INFORMATION DETAILS FOLLOW..., MARCH 2004

In 2004, the annual **Middle East Petroleum & Gas Conference (MPGC 2004)**, will be held in Bahrain from May 9-11 2004 under the **Patronage of His Excellency Shaikh Isa Bin Ali Al Khalifa, Minister of Oil, Ministry of Oil, Kingdom of Bahrain**.

The Week will comprise separate courses, seminars and briefings held before and after MPGC 2004 which is the key event for the week. Continuing in the tradition of excellence of past years, over 80 speakers and 650 delegates from 55 countries will participate. Be there!!!

MIDDLE EAST PETROLEUM & GAS WEEK EVENTS 2004

Middle East Petroleum Strategy Briefing (MEPS 2004), 8 – 9 May, 2004 (2 days)
Presented by: FACTS Inc

Upstream Petroleum Government Contracts (GPC 2004), 8 – 9 May, 2004 (2 days)
Presented by: King & Spalding LLP USA

Liquefied Petroleum Gas (Operations) Technical Training Course (LPG 2004), 8 – 9 May, 2004 (2 days)
Presented by: Union Lab Pte Ltd

Flagship Event & Premier Oil Conference
Organised by: The Conferences Connection Inc

Middle East Gas & LNG Forum (MEGas 2004), 12 – 13 May, 2004 (1 1/2 days)
Jointly organised by: The Conferences Connection Inc & Overview Conferences Ltd

Middle East Jet Fuel Conference (MEJET 2004), 12 – 13 May, 2004 (2 days)
Organised by: The Conferences Connection Inc

The above events are, individually priced & bookable separately with joint attendance discounts *(See pages 11-12)*

HOSTS AND ORGANISERS

THE CONFERENCE CONNECTION INC

The Conference Connection Group is dedicated to the provision of global business information through high profile premier sector focused business events, including international conferences, corporate events and symposia, for the oil & gas industries and other business sectors internationally. Dedicated to providing an independent platform for interaction and discussion of the latest business & industry strategies, it strives to combine excellence and professionalism through linkage with inter-governmental, professional and industry groups worldwide.

The Group runs international flagship events, focusing on the global oil markets in Asia, Australasia, South Asia, the Gulf/Middle East, Europe and North America. Some of its global flagship events include **Middle East Petroleum & Gas Conference, Indian Oil & Gas Conference, Chinese Petroleum & Gas Conference, Asia Oil & Gas Conference** and **The Condensate Forum.**

Its short courses, briefings and country workshops, organised with leading industry think-tanks, professional and advisory groups, provide intensive learning opportunities and practical solutions on a wide variety of subjects including petroleum/tanker economics, risk analysis, oil trading, price risk management, international fiscal systems for oil and gas, host government contracts, gas sales contracts, valuation and sale and purchase of oil and gas assets, crude oil marketing, bunker fuels, supply chain management/logistics and downstream retail markets. For a full list of events, visit our website **www.cconnection.org**

THE BAHRAIN PETROLEUM COMPANY B.S.C. (CLOSED)

THE BAHRAIN PETROLEUM COMPANY BSC (CLOSED) was incorporated by an Amiri Decree on December 29, 1999, merging The Bahrain National Oil Company (incorporated in 1976) and the former The Bahrain Petroleum Company (incorporated in 1929).

BAPCO, wholly owned by the Government of Bahrain, owns a 250,000 barrel-a-day refinery (originally built in 1936), storage facilities for more than 14 million barrels, a marketing terminal, and an export marine terminal for its petroleum products. The company is engaged in the oil industry including exploration and prospecting for oil both onshore and offshore, drilling, production, refining, distribution of petroleum products and natural gas, sales and exports of crude oil and refined products. BAPCO exports crude oil from its offshore field to world markets and sells petroleum products locally and internationally. BAPCO's prime customers for crude oil and refined products are based in the **Middle East, India, the Far East, South East Asia** and **Africa**, and 95 percent of refined products are exported.

The company produces and distributes all the natural gas used in Bahrain to feed all power plants, industrial installations and feed for petrochemical plants. The natural gas network is one of the most modern.

The company also supplies and sells aviation fuel at the Bahrain International Airport through its affiliate, The Bahrain Aviation Fuelling Company. BAPCO continues to develop new opportunities in the oil industry for the benefit of the Kingdom of Bahrain.

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DELEGATE PROFILE

Nearly 8,000 participants from 55 countries have attended MPGC from 1993-2003. This represents the mainstream oil industry, consisting of *oil and energy industry executives, economists, bankers, as well as investment analysts, brokers, traders, government officials, the service industry and companies involved in shipping and oil storage.* MPGC is the key vehicle for industry interaction in the Middle East.

WHO SHOULD ATTEND

- **Senior Executives from national oil companies, leading international and independent oil companies, intergovernmental agencies, research and consulting specialists, natural gas producing companies, refinery operators, petrochemical companies**
- **Oil traders, product traders and industry analysts**
- **International engineering and contracting firms supporting the energy industries**
- **Oil storage companies, ship and tanker owners, international classification societies and port authorities**
- **Institutional investors from the private sector and intergovernmental and development banks**
- **All Governmental Ministry officers involved in planning and development of oil and gas**
- **Professional advisors**

SPONSOR PROFILE: KEY ENDORSEMENTS FOR AN INTERNATIONALLY ACCLAIMED EVENT

As the premier oil and gas event in the Middle East, The Middle East Petroleum & Gas Conference and the Middle East Petroleum & Gas Week (MEOW) have received the endorsement and sponsorship of more than fifty (50) key corporations supporting the industry internationally.

These companies provide the conference with a strong delegate base of senior company representatives and important client relationships. MPGC acknowledges with appreciation, their support that is testimony to the success and standing of the Middle East Petroleum & Gas Conference and MEOW

KEY SPONSORSHIP OPPORTUNITIES

- **Corporate Sponsorships**
- **Hosting of Receptions, Dinner, Luncheons and Coffee Breaks**
- **MPGC Golf Tournament**
- **Conference Documentation (includes Conference Bags and Accessories)**
- **Audio Visual Facilities**
- **Exhibition Booths**
- **Meet at MPGC Hospitality Area**
- **Advertisements in Conference Folder**
- **Inserts in Conference Proceedings**
- **Hospitality Suites**

Please fax the MPGC'2004/MEOW Secretariat at 65-6222-0121 or email info@cconnection.org for a sponsorship kit and full information on sponsorship opportunities.

PROGRAM AT A GLANCE: MAY 8-13 2004, BAHRAIN, UAE

A total of Five events will be held back to back for **Middle East Petroleum & Gas Week 2003**. All events **ARE INDIVIDUALLY PRICED, BOOKABLE SEPARATELY**, with Day Pricing Options for MPGC 2003 ***(See Page 11 for pricing)***

Saturday May 8, 2004

8.00am to 5.30pm	Registration and Middle East Petroleum Strategy (MEPS 2004) Briefing Day I Upstream Government Petroleum Contracts (GPC 2004) Day 1 Liquefied Petroleum Gas (Operations) Technical Training Course (LPG 2004) Day I

Sunday May 9, 2004

9.00am to 5.15pm	MEPS 2004 Briefing Day II
9.00am to 5.30pm	GPC 2004 Day II / LPG 2004 Day II
2.00pm to 6.00pm	MPGC 2004 Pre-Registration/Exhibition
7.00pm to 9.00pm	MPGC 2004 Opening Reception *hosted by* **ChevronTexaco**

Monday May 10, 2004

7.00am to 8.45am	MPGC 2004 Registration
8.45am to 9.15am	Official Opening
9.15am to 5.30pm	MPGC 2004 Conference Sessions
1.30pm to 2.30pm	MPGC 2004 Conference Lunch I *hosted by* **Bahrain Petroleum Company B.S.C. (closed)**

Tuesday May 11, 2004

8.45am to 4.30pm	MPGC 2004 Conference Sessions
1.00pm to 2.30pm	MPGC 2004 Conference Lunch II
4.30pm	Close of MPGC 2003 Conference
6.00pm	MPGC 2003 Closing Reception/Opening Reception for Middle East Gas & LNG Forum 2004 & Baseoils/Lubricants East of Suez 2003

Wednesday May 12, 2004

8.00am to 9.00am	Registration for Middle East Gas & LNG Forum 2003 & Baseoils/MEJET 2004
9.00am to 5.00pm	Conference Sessions for Middle East Gas & LNG Forum 2003 & Baseoils/MEJET 2004
12.30pm	Conference Lunch for Middle East Gas & LNG and Baseoils/MEJET 2004

Thursday May 13 (Half Day), 2004

9.00am to 12.30pm	Middle East Gas & LNG Forum 2003 & MEJET 2004 Close of Middle East Petroleum & Gas Week.

MEDIA SPONSORS FOR THE WEEK

argus media Energy Intelligence platts Pipeline magazine

INDIVIDUALLY PRICED AND BOOKABLE SEPARATELY

MIDDLE EAST PETROLEUM STRATEGY BRIEFING

DAY ONE: MAY 8, 2004 • SATURDAY

9:00-9:15 Introduction

9:15-10:00 **Session I**
THE WORLD OIL MARKET: PROSPECTS FOR DEMAND RECOVERY
The world oil market is faced with new challenges as global demand is yet to resume strong growth pattern and production capacity expands. How soon can recovery be expected? Prospects of recovery in the US and key emerging Asian markets: China and India. Will producers continue to struggle to uphold prices? What is a realistic price range?

10:00-10:45 **Session II**
MIDDLE EAST ENERGY OVERVIEW
Energy/petroleum supply and demand by fuel mix and by oil use are analyzed to indicate the factors behind the demand growth as well as possible impact of market pricing on regional oil demand.

10:45-11:15 **Coffee Break**

11:15-12:15 **Session III**
MIDEAST CRUDE VS. ASIAN CRUDE SUPPLIES: PRODUCTION, BALANCES, & COMPETITION FOR THE ASIAN MARKET
Demand in the longer term continues to rise in Asia against flat to declining Asia-Pacific production necessitating large imports from the Middle East and the Atlantic Basin. Coupled with changing product specifications and new qualities of crude and condensate, this suggests that major changes in crude flows will be seen in the coming decade.

12:15-1:15 **Lunch**

1:15-2:15 **Session IV**
MIDDLE EAST/ASIAN OIL DEMAND OUTLOOK
What is the outlook for Middle East oil demand? How do price rationalization and economic reform affect demand patterns? How does Middle East demand and Asian demand growth match?

2:15-3:15 **Session V**
MIDDLE EAST E&P PROSPECTS – RECENT TRENDS AND OUTLOOK FOR INVESTMENTS
KEY DEVELOPMENTS IN:
Saudi Arabia
- Halt of negotiations with IOCs for the three original integrated upstream-downstream Core Ventures.
- Basis for tender process for the reconstituted gas exploration and development, upstream ventures and electric power and water desalination downstream projects.
- Conclusion of E&P deals with (i) Shell (40%), Total (30%), Saudi Aramco (30%); (ii) Russia's Lukoil (80%), Saudi Aramco (20%); (iii) China's Sinopec (80%), Saudi Aramco (20%); (iv) Italy's ENI (50%), Spain's Repsol (30%), Saudi Aramco (20%).
- Impact of plans for domestic utilization of non-associated gas discovered vs. exports.
- Scope, terms and implementation prospects for these ventures and Saudi Aramco's own plans for the expansion of oil production capacity.

Kuwait
- Prospects of the "Re-launched Project Kuwait" by Kuwaiti Government and Kuwait Petroleum Corp.
- Approvals by the Supreme Petroleum Council of three consortia of IOCs selected to bid.
- Delays in plans for negotiations with IOC's due to investigation by Kuwait National Assembly into oil supply transactions to the US military in Iraq.

Iran
- Prospects for continuing IOC negotiations for the Ahwaz Bangestan development.
- Role of the equity partners NIOC (25% held by NICO) and the Inpex-led Japanese consortium (75%) acting as operator.
- Prospects for swift negotiation and implementation on the gas front in Iran, for first 10 phases of gas development at the huge offshore South Pars field.
- Prospects for substantive negotiations with IOCs for four large-scale LNG ventures and one GTL project.

3:15-3:45 **Coffee Break**

3:45-5:30 **Session V (continued)**
KEY DEVELOPMENTS IN:
Iraq
- Efforts to restore oil production and export infrastructure being undermined by widespread looting and sabotage of facilities.
- Coalition and Iraqi administrations' short and long-term plans for oil industry rehabilitation and expansion, with the first round targeting the raising of oil production capacity to 2.8m by mid 2004 and to 3m b/d by end 2004.

DAY TWO: MAY 9, 2004 • SUNDAY

9:00-10:45 **Continuation of Session V**
Algeria
- Prospects for Algeria meeting its crude oil output capacity target of 1.5m b/d by 2005 and its ambition to secure 85bn cu ms/year of contracted gas exports by 2005.
- Future for the achievement of the gas export target and impact of the blast and fire at Skikda's GLK1 LNG liquefaction complex in January 2004.
- Possibilities for fulfillment of gas supply commitments and the reconstruction of the destroyed trains with new units of double the capacity.
- Awarding of five of the twelve upstream oil and gas exploration blocks available in the international upstream licensing round in December 2003.
- Possibilities for the re-offering in 2004, seven un-awarded blocks.

Libya
- Libya's goals to raise oil output capacity from 1.2m b/d to 3m b/d over the next 15 years, with the assistance of US technology.
- Developments in diplomatic normalization between Libya and the US in early 2004.
- Non-US companies also carrying out E&P operations in Libya energetically with new fields under advanced development or on stream.

10:45-11:15 **Coffee Break**

11:15-12:15 **Session VI**
ASIAN REFINING AND PRODUCT BALANCES
Recent developments in the Asian downstream sector; their impact on the regional product balances; and outlook for the future.

12:15-1:15 **Lunch**

1:15-3:15 **Session VII**
SPECIAL WORKSHOP ON
MAJOR ASIAN CONSUMERS OF MIDDLE EAST OIL: FOCUS ON JAPAN, SOUTH KOREA, JAPAN & INDIA

JAPANESE CRUDE & PRODUCT MARKETS: WHEN TO EXPECT A RECOVERY?
- Recent Trend in Oil Products Consumption
- Update on TEPCO Plans and its Impact on the Oil Market
- Projected Level of Oil Products Demand
- Update on the Refining Sector: Capacity Reductions
- Current Crude Slate and the Role of West African Grades

SOUTH KOREAN DOWNSTREAM MARKET: THE NEW BALANCE
- The Current State of the Refiners
- Impact of Independent Importers on the Oil Market
- Outlook for Oil Product Consumption and Trade
- Crude Mix the Current Situation and Outlook for Future

CHINESE CRUDE & PRODUCT MARKETS: LIFE AFTER WTO
- Recent Trends and Future Prospects on Energy Demand
- Changing Organizational Structure of Petroleum Industry
- Impacts of WTO on Chinese Oil Market
- Refinery Restructuring, Upgrading and Expansion Plans
- Product Imports and Overall Balances
- Future Crude: Role of the Middle East

INDIAN DOWNSTREAM MARKET: IMPACT OF DEREGULATION
- Deregulation and its Impact on the Downstream Sector
- Intra-Industry Dynamics in the Post-Deregulation Scenario
- Outlook for Energy and Oil Demand
- Oil Product Trade — Emergence of a Product Exporter
- Crude Balance: Domestic Production and Import Dependence

3:15-3:45 **Coffee Break**

3:45-4:00 **Session VIII**
MIDDLE EAST REFINING AND BALANCES
Increased export availability of oil products due to projected additions in Middle East refining capacity and product surplus in the Asia Pacific market has raised concerns, as the suppliers are looking for alternative markets. Furthermore, niche market opportunities exist in the wake of evolving product specifications.

4:00-4:45 **Session IX**
NATURAL GAS AND LNG MARKETS: EAST OF SUEZ
An overview of the key natural gas markets in Asia-Pacific—a look at traditional LNG buyers: Japan, South Korea and emerging players: India, China, and Taiwan. Recent developments in the regional natural gas and LNG market; emerging trends in LNG contracts.

4:45-5:15 **Session X**
KEY ISSUES IN THE EAST OF SUEZ ENERGY MARKETS
Outlook for crude and product prices and the implied refining margins.

MEPS 2004 FACULTY

• **Dr Fereidun Fesharaki, President, FACTS Inc, USA** • **Mr Ian Seymour, Editor Emeritus, Middle East Economic Survey, Cyprus**
• **Mr Hassaan S. Vahidy, Lead Analyst, FACTS Inc**
Complete details can be found on www.cconnection.org/MEPSHome.htm

MPGC THE TWELTH ANNUAL 1993 ~ 2004

A MIDDLE EAST PETROLEUM & GAS WEEK EVENT

GPC

Attend this highly interactive and comprehensive 2-Day Course on:

UPSTREAM GOVERNMENT PETROLEUM CONTRACTS

May 8 – 9 2004 • The Ritz Carlton, Bahrain

INDIVIDUALLY PRICED AND BOOKABLE SEPARATELY

COURSE OUTLINE

DAY ONE

I. UPSTREAM GOVERNMENT PETROLEUM CONTRACTS (GPCs) & THEIR ROLE IN THE GLOBAL PETROLEUM INDUSTRY
- What is GPC?
- Government Policy vs Commercial Considerations

II. THE COMMERCIAL CONTEXT: FOREIGN OR DOMESTIC PRIVATE PARTNER (CONTRACTOR)
- Contractor Consortia – Ownership/Operations/Offtake & Marketing
- Related Agreements – Joint Operating/Farm-Out/Petroleum Sale & Purchase/Secondary Agreements

III. POLITICAL CONTEXT: HOST GOVERNMENT PERSPECTIVE
- Ownership of mineral resources
- Domestic development needs – infrastructure/employment/education
- Historical trends

IV. TYPES OF CONTRACTS
- Concessions or licenses
- Services contracts
- Production sharing agreements

V. CONTRACTUAL PROVISIONS

A Purpose – Grant of rights/scope/exclusivity

B Term
- Effective date-Certain date or satisfaction of conditions
- Phases
- Extensions-Contractor's rights to extend exploration phase/Force majeure/Arbitration/Expert determination

C Contract Area – Definition/Map making/Revision of area/Depth limitations/Unitization

D Exploration Work Commitments
- Ensure Contractor actively engages in exploration & production
- Minimum work, minimum expenditures or both?
- Carryforwards – Excesses/deficiencies
- Deadline to commence operations/trigger of commitments
- Consequences of failure to meet minimum commitments

E Government Control Provisions
- Approval of work programs & budgets
- Appraisal plans & development plans
- Licenses/Authorisation needed

F Relinquishment – Timing/Milestones/Size and character of areas relinquished

DAY TWO

G Cost Recovery/Payments & Currency
- Definition of recoverable costs
- Currency and repatriation
- Limitation on dividends
- Excluded costs
- Financing flexibility

H Crude Oil Marketing & Valuation
- Export sales
- Pricing
- Domestic supply

I Natural Gas
- Associated gas – Use in operations/Flaring
- Non-Associated gas – Retention of discoveries/Market development period/Looking downstream

J Decommissioning/Environmental Protection
- International context
- Liability
- Funding and cost recovery
- Statutory regimes
- Planning requirements

K Force Majeure & Default – Definitions/Consequences/Prolonged force majeure

L Stabilization Provisions – Purposes/Coverage/Mechanisms

M Dispute Resolution – International arbitration/Waiver of sovereign immunity

SCHEDULE: Registration on Day 1 at 8.00am. Sessions start promptly at 9.00am and end at approximately 5.30pm. Lunch will be served between 12.30pm and 2.00pm with mid-morning and mid-afternoon refreshments

YOUR COURSE DIRECTOR

KENNETH S. CULOTTA, a partner in King & Spalding's Houston office, has over seventeen years' experience in cross-border energy transactions. He represents clients in international energy and infrastructure development and finance matters ranging from upstream oil and gas development to pipelines and other downstream projects, including electric power generation, LNG & petrochemicals in countries around the world. He also regularly advises clients with respect to US and international trade laws affecting their businesses. He has lectured widely on energy topics. He is a member of the Association of International Petroleum Negotiators, a Sub-Committee Chairman on the Model Natural Gas Sales Contract Committee, and a former adjunct professor of the University of Houston Bates School of Law. Ken is fluent in Spanish and German.

WHO SHOULD ATTEND THIS COURSE

- **Senior Executives and Officials from:-**
  - **International Petroleum Companies**
  - **National Petroleum Companies**
  - **Host Governments**
  - **Financial Institutions & International Agencies**
- **Contract Managers**
- **Lawyers**
- **Negotiators**
- **Business Development Managers**
- **Finance Directors**
- **Accountants**
- **Auditors**
- **Economists**
- **Commercial Directors**
- **Planners**
- **Engineers**
- **Explorationists**
- **Petroleum Marketing Representatives**

*GPC will also be held in the following venues: 1-2 July, 2004 in **Trinidad, Port of Spain** and 14-15 September, 2004, in **Singapore***

JOINT ATTENDANCE DISCOUNTS AVAILABLE! ATTEND MPGC 2004 AND GET A 10% DISCOUNT ON LPG 2004

More information at www.cconnection.org/GPCHome.htm

SEE PAGES 11 & 12 FOR JOINT ATTENDANCE DISCOUNTS & REGISTRATION INFORMATION

Attend this highly interactive and comprehensive 2-Day Workshop on:

LIQUEFIED PETROLEUM GAS (OPERATIONS) TECHNICAL TRAINING COURSE

May 8 – 9 2004 • The Ritz Carlton, Bahrain

INDIVIDUALLY PRICED AND BOOKABLE SEPARATELY

COURSE OUTLINE

SESSION 1
- **Introduction**
- **Basics of Hydrocarbons Chemistry**
- **LPG Fundamentals**
- **LPG Specifications – ASTM D1835**
- **Significance of LPG Specifications**
- **Gas Chromatography**
- **LPG Specifications – Impact on Trading**
- **Calculation Examples from composition**

SESSION 2
- **Design of LPG carriers / Shore Tanks**
- **Shore Tanks calibration**
- **LPG tankers calibration**
- **LPG Operations**
- **Pre-Shipments Operations**
  - Visual inspection before loading
  - Analytical inspection of vapours Loading / Discharge operations
  - Segregation
  - Sampling

SESSION 3
- **Quantity determination – LIQUID**
  - Ship-shore interface
  - Static measurement
  - Dynamic measurements
- **Quantity determination – VAPOUR**
- **Discrepancies (ship / shore – Loading / Discharge)**
- **Reporting**
- **Quality determination**

SESSION 4
- **Special Operations**
  - Purging operations (Changing grades)
  - Cooling operations
- **Special Operations**
  - Gas Free operations
  - Safety Inspections

SESSION 5
- **Special operations**
  - Technical inspections
  - Claims investigations
- **Non Refrigerated LPG vs. Fully Refrigerated LPG**
  - Visual Inspection
  - ROB determination
  - Quantity determination
- **Exercises on above**

SESSION 6
- **Reporting on operations**
- **Specific clauses related quantity loaded / discharged**
  - Previous cargo / cargo to be loaded
  - Quantity on board before loading
  - Quantity on board after discharge
  - B/L determination
  - Density determination
- **Exercises**
- **Questions & Answers**

The organizers reserve the right to alter the content and timing of the programme.

SCHEDULE: Registration on Day 1 at 8.00am. Sessions start promptly at 9.00am and end at approximately 5.30pm. Lunch will be served between 12.30pm and 2.00pm with mid-morning and mid-afternoon refreshments

YOUR COURSE DIRECTOR

CLAUDE A. MALLET, Consultant Specialized Projects with Union Lab, retired from SGS Redwood in 1999, as a member of Redwood Americas Board. He holds BSc and MSc degrees in analytical and industrial chemistry from INSCIR. He also received a specific training in petroleum laboratory techniques at the Institut Français du Petrole (IFP) – Rueil Malmaison / Paris. During more than 30 years, he supervised the training of Redwood technicians in topics related to Measurement / Quality and Blending of crude oils, LPG / LNG, petroleum products, residual oils and petrochemicals. Claude has conducted many training courses in Europe, South America, South Africa and Asia. He is still lecturing at major public seminars and writing papers on training related to quality and measurement of chemicals and petroleum products.

WHO SHOULD ATTEND THIS COURSE

This course is designed for a broad range of LPG industry personnel who are involved in operations, trading, marketing, chartering, shipping and inspection, including:

- **LPG & Products Traders**
- **LPG Supply and Operations Executives**
- **LPG Brokers**
- **Shipping Brokers/ Managers**
- **LPG/ Gas Chartering Executives**
- **Terminal Operators**
- **Storage/ Bunkering Executives of LPG Contractors**
- **Refinery Operations Executives**
- **Petrochemical Traders**
- **Operations/ Feedstock Executives**
- **Cargo Inspectors**
- **Trading Corporations in LPG Joint Ventures**
- **In-house Counsel/ Lawyers handling LPG claims**

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Extending the Regional Trade Dimension

May 12-13 2004, The Ritz Carlton, Bahrain

INDIVIDUALLY PRICED AND BOOKABLE SEPARATELY

Jointly Organised by:

The Conference Connection Inc

Overview Conferences

CHAIRMAN & SPEAKERS CONFIRMED

- **Mr James Ball,** *President,* Gas Strategies Consulting Ltd
- **Mr Terry Newendorp,** *Chairman & CEO,* Taylor de Jong
- **Senior Representative,** The Bahrain Petroleum Company
- **Dr Fereidun Fesharaki,** *President,* FACTS Inc
- **Mr Suresh Mathur,** *CEO & Managing Director,* Petronet LNG Limited

OTHER ORGANISATIONS INVITED TO PRESENT PAPERS INCLUDE

• Adgas • Aluminium Bahrain • Bahrain National Gas Company • Dolphin Energy • GAIL • Gulf Petrochemical Industries Co. • International Energy Agency • IFFCO • National Iranian Tanker Company • NTPC CMD • Oman LNG • Qatar Petroleum • Ras Laffan Liquefied Natural Gas Company Limited • Saudi Aramco • Strategic Energy Investment Group • Shell Gas & Power

WHO SHOULD ATTEND

This conference is crucial to key Gas Industry decision makers and senior management including:

- E&P and Gas Sales or Marketing Managers
- Regulators and Government Advisers, Policy Makers and
- Consumers, Producers, Buyers, Sellers, Aggregators, Distributors Academics and Power Generators
- Bankers, Economists and Consultants

Conference Chairman: **Mr James Ball,** President, Gas Strategies Consulting Ltd

PRELIMINARY CONFERENCE AGENDA

WEDNESDAY • 12 MAY 2004

SESSION 1: KEYNOTES

- THE ROLE OF LOCAL GAS IN INDUSTRY DEVELOPMENT & GAS IMPORTS
- INDIA'S IMPORT POLICY FOR GAS
- INVESTORS IN ME GAS: SUCCESS AND FUTURE SIGNALS

SESSION 2: THE INDIAN LNG ERA HAS BEGUN: WHAT ARE ME IMPLICATIONS?

- BUILDING ON SUCCESS: LESSONS & OPPORTUNITIES FOR LNG
- SELLING TO OUR NEAREST MARKET: A KEY ELEMENT IN OUR FUTURE PORTFOLIOS
- CHALLENGES OF MARKETING LNG IN INDIA: A GAS COMPANY'S VIEW
- CHALLENGES OF INTRODUCING LNG TO THE INDIAN POWER SECTOR

SESSION 3: MIDDLE EAST LNG ROUNDTABLE & SHIPPING

- EXPANDING THE OPPORTUNITIES FOR SHIPPING MIDDLE EAST LNG
- IRANIAN LNG PROJECTS AND EXPORT – AN UPDATE
- PROVIDING DIVERSITY & SECURITY OF SUPPLY TO THE UK MARKET: A NEW PHASE IN LNG
- SUSTAINING THE MIDDLE EAST'S LONGEST RUNNING LNG EXPORT – MODERN TRENDS AND PRACTICES

THURSDAY • 13 MAY 2004

- KEYNOTE: BUILDING MIDDLE EAST TRADE LINKS

SESSION 4: REGIONAL TRADE AND GAS BASED INDUSTRIES

- SHIFTING INTO THE IMPORT PHASE: THE NEW GULF GAS TREND
- A GAS BASED MIDDLE EAST INDUSTRIAL SUCCESS STORY: A CASE STUDY
- MIDDLE EAST FERTILISER FOR INDIA: WHERE AND HOW SHOULD IT BE MADE?
- FINANCING GTL IN QATAR: A CASE STUDY
- ROLE OF LPG/GAS PLANTS: LOOKING AT NEW TECHNOLOGIES OPTIMISATION AND OPERATIONAL ISSUES
- SAUDI ARAMCO'S NEW ROLE AS A GAS PARTNER
- PANEL DISCUSSION: THE GEOPOLITICS OF MIDDLE EAST GAS

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More information can be found at www.cconnection.org

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THE TWELTH ANNUAL
1993 ~ 2004

A MIDDLE EAST PETROLEUM & GAS WEEK EVENT

MEJET 2004

A two-day event providing continuing updates for the aviation industry:

THE MIDDLE EAST JET FUEL CONFERENCE

INDIVIDUALLY PRICED AND BOOKABLE SEPARATELY

- Global Supply & Demand Trends • Jet Fuel Marketing & Pricing
- Airport Expansion • New Startup Carriers • Fuel Safety, Security & Technical Issues

May 12 – 13 2004 • The Ritz Carlton, Bahrain

Hosted by:

THE BAHRAIN PETROLEUM COMPANY B.S.C. (CLOSED)

Endorsed by:

THE BAHRAIN AVIATION FUELLING CO.

CO-CHAIRMEN AND DISTINGUISHED PANEL OF SPEAKERS INCLUDE

- **Colin Fraser,** Principal, ***Aviation Fuel Associates (Australia) Pty Ltd, Australia***
- **Adel Almoayyed,** General Manager, Marketing, ***The Bahrain Petroleum Company BSC (Closed), Bahrain***
- **Dr Fereidun Fesharaki,** President, ***FACTS Inc*, USA**
- **Mr Yousuf Ali Al-Awadhi,** General Manager, ***The Bahrain Aviation Fuelling Company, Bahrain***
- **Mr A. Majeed Al-Gassab,** Operations Manager, ***The Bahrain Aviation Fuelling Company, Bahrain***
- **Mr Yasser Wehbe,** Head of Technical & Facilitation, ***Arab Air Carriers Organisation, Beirut, Lebanon***
- **Mr Tim Bingham,** General Manager, Middle East Businesses, ***Air BP, Dubai, UAE***

Invited Speakers:

- **Mr James Hogan,** President & CEO, ***Gulf Air, Bahrain***
- **Senior Representative, *Caltex, Bahrain***
- **Mr Patrick Romeo, *Shell Markets (Middle East) Ltd, Dubai, UAE***
- **Mr Stewart Angus/Mr Gary Chapman, *Emirates Airlines, Dubai, UAE***
- **Mr David Huttner,** Head of Strategy, ***Virgin Blue, Australia***
- **Phil Garrison,** Managing Director, ***Downstream Developments Inc, Dubai, UAE***

PRELIMINARY CONFERENCE AGENDA

DAY ONE
WEDNESDAY • 12 MAY 2004

Conference Co-Chairmen's Welcome/Opening Remarks

Keynote Addresses:
- **The Role of the Department of Civil Aviation Authority**
- **Gulf Air's Vision & Strategy for Bahrain as an Aviation Hub**

Question & Answer

Coffee Break

SESSION 1: GLOBAL TRENDS FOR THE AVIATION JET FUEL INDUSTRY
- East of Suez Jet/Kero Balances in a Global Context
- Global Airline & Supplier Trends

Question & Answer

Conference Luncheon

SESSION 2: INTEGRATING INTERNATIONAL AIRPORT TRENDS & BEST PRACTICES IN THE MIDDLE EAST REGION
- Impact of Airport Expansion in the Gulf and Fuelling Requirements
- Airports in the Supply Chain
- BAFCo Project Challenges
- Fuel Safety, Security & Technical Issues

Question & Answer

Summary & Close of Day One

DAY TWO
THURSDAY • 13 MAY 2004

Chairmen's Opening Remarks

SESSION 3: PRICING TRENDS, TRADING PATTERNS AND COST MANAGEMENT ISSUES
- Jet Fuel Pricing Outlook and Key Drivers
- Overlapping Tenders Involved in Jet Fuel Purchasing
- Hedging & Risk Management Issues
- Management of Fuel Costs from an Airline's Perspective

Question & Answer

Coffee Break

SESSION 4: JET FUEL MARKETING
- The Perfect Buying/Selling Proposal
- The Impact of Strategic Alliances, Consolidations & Joint Ventures

Question & Answer

Conference Luncheon

SESSION 5: AIRLINE SURVIVAL, GROWTH, DEVELOPMENT & THE JET FUEL EQUATION
- Experience of Start-Up Airlines – Hubbing Perspective
- Impact of New Aircraft on Airport Hubs – Changing Fuel Requirements for Long/ Short Haul Destinations

Question & Answer

SESSION 6: PANEL DISCUSSION
- Airlines, Jet Suppliers & Airport Operators – How they co-exist, survive and deliver mutual profitability and long term success

Summary & Close of Conference

Proposed Optional Site Visit to Bahrain Airport to be confirmed

The Conference will commence at 9.00am and end at 5.00pm on May 12 and at 9.00amand 4.30pm on May 13, with mid-morning & mid-afternoon refreshments

Programme and Speakers may be subject to change

WHO SHOULD ATTEND

- Fuel Supply and Purchasing Managers, Operation, Distribution & Divisional Managers in aviation
- Oil Industry Business Development, Commercial and Fuel Managers in supply, production, processing & sale of crude, jetfuel and additives
- Traders, Brokers and Bankers involved in international trading, shipping and transportation of jetfuel
- Aviation Marketing Managers & Sales Executives
- Refinery Managers, Plant Supervisors & Technical Advisors
- Refinery Operators & National Oil Companies
- Aircraft Manufacturers, Supply and Service companies servicing the aviation industry
- Airport Consortium owners and fuel form operators from airlines
- Airlines, Civil Aviation Authorities and other Government Groups

EARLY BIRD AND JOINT ATTENDANCE DISCOUNTS AVAILABLE! ATTEND MPGC 2004 AND GET A 10% DISCOUNT ON MEJET 2004

More information can be found at www.cconnection.org

MIDDLE EAST PETROLEUM & GAS WEEK EVENTS

(All individually priced and bookable separately)

- **Middle East Petroleum Strategy Briefing (MEPS 2004),** May 8-9, 2004
- **Upstream Goverment Petroleums Contracts (GPC 2004),** May 8-9, 2004
- **Liquefied Petroleum Gas (Operations) Technical Training Course (LPG 2004),** May 8-9, 2004
- **Middle East Petroleum and Gas Conference (MPGC 2004),** May 9-11, 2004
- **Middle East Gas & LNG Forum (MEGas 2004),** May 12-13, 2004
- **Middle East Jet Fuel Conference (MEJET 2004),** May 12-13, 2004

  (for information and registration details, please see below)

CONFERENCE VENUE

The Ritz Carlton, Bahrain Hotel & Spa
P.O. Box 55577, Manama, Kingdom of Bahrain

MIDDLE EAST PETROLEUM & GAS WEEK 2004 SCHEDULE

Saturday May 8	– Registration and Sessions for MEPS/GPC/LPG, 8.00am to 5.30pm
Sunday May 9	– Close of Sessions for MEPS/GPC/LPG: 5.30pm MPGC Pre-Registration: 2.00pm to 6.00pm MPGC Opening Reception: 7.00pm to 9.00pm
Monday May 10	– MPGC Registration: 7.45am to 8.45am MPGC Conference Sessions: 8.45am to 5.30pm MPGC Conference Dinner: 7.30pm
Tuesday May 11	– Conference Sessions: 8.45am to 5.30pm Close of MPGC Sessions: 5.30pm
Wednesday May 12	– Middle East Gas & LNG Forum / Middle East Jet Fuel: 8.00am to 5.00pm
Thursday May 13	– Middle East Gas & LNG Forum: 9.00am to 12.30pm Middle East Jet Fuel: 9.00am to 4.00pm Close of Middle East Petroleum & Gas Week

MIDDLE EAST PETROLEUM & GAS WEEK REGISTRATION FEES & DISCOUNTS

FEES	MEPS 04 8-9 May	GPC 04 8-9 May	LPG 04 8-9 May	MPGC 04 9-11 May	MEGas 04 12-13 May	MEJET 04 12-13 May
Full Fee	US$3950	US$1295	US$1195	US$1695	US$1295	US$1295
Alumni Fee/ Gold Connect	US$3555	NA	NA	US$1495	US$1165	US$1165
FACTS Client Fee	US$2965	NA	NA	NA	NA	NA
Joint Attendance (MPGC & one other event)	US$3555	US$1165	US$1075	NA	US$1165	US$1165
Day Registration 9-10 May	NA	NA	NA	US$1295	NA	NA
Day Registration 11 May only	NA	NA	NA	US$995	NA	NA

(All discounts are mutually exclusive and on a per person basis)

All Registration Fees include attendance at conference sessions; daily conference lunch and coffee breaks, one set of conference proceedings per person and attendance at hosted functions on respective days – TRAVEL & ACCOMMODATION COSTS ARE NOT INCLUDED!

ENQUIRIES & REGISTRATIONS

MPGC & Middle East Petroleum & Gas Week 2004 Secretariat, PO Box 1736, Raffles City, Singapore 911758, Tel: + 65 6222-0230 or Fax: + 65 6222-0121 email: mpgc@cconnection.org or info@cconnection.org

HOW TO REGISTER

Call the MPGC/MEOW 2004 Secretariat at + 65 6222-0230

Fax the registration form to + 65 6222-0121. An invoice will be sent to you.

Mail a completed registration form with your bank draft/remittance advice to PO Box 1736, Raffles City, Singapore 911758, payable to **The Conference Connection Inc**.

Email your registration details to mpgc@cconnection.org OR info@cconnection.org

Register ONLINE at www.cconnection.org

REGISTRATIONS AND PAYMENT

All registrations **must be on the registration form** accompanied by details of payment. Registrations once received will be on a confirmed basis unless otherwise notified in writing. **All payments must be in US Dollars by Inter-Bank transfers in favour of The Conference Connection Inc. You will receive details with your invoice.**

REGISTRATION CLOSING DATE

- **April 28, 2004** for delegates requiring visas
- **May 7, 2004** for delegates not requiring visas

CANCELLATION AND SUBSTITUTION POLICY

- Cancellations notified by letter or fax before **April 17, 2004** will be levied an administrative fee of 5% for paid cancellations and 10% for unpaid cancellations.
- Paid and unpaid cancellations notified between **April 17-24, 2004** are liable for 50% of the invoiced fees and one set of the presentation materials will be given (post event).
- No refund for paid cancellations received after **April 24, 2004** but delegates can be substituted if the organisers receive prior notification.
- For registrations invoiced and unpaid but subsequently cancelled after **April 24, 2004,** 50% the invoiced fees will be charged and one set of the presentation materials will be given (post event).

ACCOMMODATION AND OFFICIAL HOTELS

- Official conference participants qualify for special rates for MPGC 2004 and MEOW events at the
  - **The Ritz Carlton, Bahrain Hotel & Spa,** P.O. Box 55577, Manama, Kingdom of Bahrain
  - **Gulf Hotel Bahrain,** P.O. Box 580, Kingdom of Bahrain
  - **Sheraton Bahrain Hotel & Towers,** 6 Palace Avenue, P.O. Box 30, Manama, Kingdom of Bahrain
- Delegates will be responsible for their own hotel and visa arrangements and are advised to make reservations before **April 15, 2004**.
- Please request for a personalised hotel and visa form FastFax Reservation Form with your registration.
- Only one room reservation per form is allowed.
- Please fax the **FastFax Reservation Form** directly to the hotel of your choice and not to the conference organisers.

VISA APPLICATION AND PROCEDURE

(Stated on the FastFax Hotel and Visa Form)

DOCUMENTATION

I am unable to attend, but wish to purchase the conference documentation. Please send me an invoice for post conference papers for: (Please ✔ tick appropriately)

- ❑ **Middle East Petroleum and Gas Conference (US$500 plus postage)**
- ❑ **Middle East Gas & LNG Forum (US$300 plus postage for each set)**
- ❑ **Middle East Jet Fuel Conference (US$300 plus postage for each set)**

- Please allow approximately three weeks after the conference for delivery.
- Documentation also available on CD-Rom, please email mpgc@cconnection.org or info@cconnection.org for further details.

5 EASY WAYS TO REGISTER

MAIL The Conference Connection Inc Raffles City P O Box 1736 Singapore 911758

PHONE (65) 6222 0230

FAX (65) 6222 0121 **OR**

EMAIL info@cconnection.org mpgc@cconnection.org

ON-LINE www.cconnection.org

DELEGATE REGISTRATION FORM 1

PLEASE COMPLETE AND RETURN TO:
The Conference Connection Inc at P O Box 1736 Raffles City Singapore 911758
Tel + 65-6222-0230 or Fax: + 65-6222-0121 Email info@cconnection.org **OR** mpgc@cconnection.org

CC/3013.2/04 A B C D E F G

Title (Mr, Dr Ms, etc) ____________________

First Name ____________________

Surname ____________________

Nationality ____________________

Job Title ____________________

Company ____________________

Address ____________________

____

(For more than one delegate, please photocopy the registration form).

Country ____________________

Postal/Zip Code ____________________

Tel ____________ Fax ____________

Email ____________________

Please indicate special dietary requirements ____________

____

Name and Title of Approving Manager ____________

____

Main Activity in the Oil and Gas Business ____________

____

Please tick (✔) accordingly for MPGC Registration:

1. Registration Fees

GOLD CONNECT CARD

Yes! Please register me for MPGC 2004 at:

M P G C

- ❑ MPGC Full Fee: US$1,695 per person
- ❑ MPGC Alumni/Gold Connect/Member Fee: US$1,495 per person. My Gold Connect card Number is ____________
- ❑ MPGC Day Fee: US$1,295 per person (9-10 May Only)
- ❑ MPGC Day Fee: US$ 995 per person (11 May Only)

Please Do Not Remove Mailing Label

SPECIAL INSTRUCTIONS FOR REGISTRATION!

1. Please complete registration form in full and type all information in **CAPITAL LETTERS**.
2. Please note each event is **INDIVIDUALLY PRICED** and is **BOOKABLE** and **PAYABLE SEPARATELY**.
3. Please note our cancellation policy on page 11 of the brochure.
4. Please contact us to confirm your registration if you do not receive a response within 10 days.
5. Please settle registration fees in **ADVANCE**.

DISCLAIMER – The organisers will not accept liability for non-approval of visas, individual transport delays and transport disruption, and in such circumstances, our normal cancellation rules will apply. Where matters beyond the reasonable control of the organisers impair or prevent the organisers from being able to perform their obligation under this event, the client releases the organizers from any liability, incidental or consequential, to such matters.

Please tick (✔) accordingly for MEOW Registration:

Yes! Please register me for Middle East Oil & Gas Week Events:

Please Note: (I am entitled to a 10% joint attendance discount for the fee off the second event as a registered delegate of MPGC – *applicable only to full registration fee and does not apply to other discounted fees)*

MEPS

- ❑ MEPS 2004 Full Fee: US$3,950 per person
- ❑ MEPS Alumni/Joint Attendance Fee: US$3,555 per person *I attended MEPS in* ❑ 1996 ❑ 1997 ❑ 1998 ❑ 1999 ❑ 2000 ❑ 2001 ❑ 2002 ❑ 2003
- ❑ MEPS FACTS Client Fee: US$2,965 per person *(no further discounts offered)*

GPG

- ❑ GPC 2004 Full Fee: US$1,295 per person
- ❑ GPC 2004 Joint Attendance Fee: US$1,165 per person

LPG

- ❑ LPG 2004 Full Fee: US$1,195 per person
- ❑ LPG 2004 Joint Attendance Fee: US$1,075 per person

MEGas

- ❑ MEGas 2004 Full Fee: US$1,295 per person
- ❑ MEGas 2004 Alumni/Joint Attendance Fee: US$1,165 per person

MEJET

- ❑ MEJET 2004 Full Fee: US$1,295 per person
- ❑ MEJET 2004 Alumni/Joint Attendance Fee: US$1,165 per person

2. Payment

- ❑ Please send an original invoice to my company.
- ❑ I am sending payment by telegraphic transfer. My payment advice is attached.

3. Accommodation/Sponsorship

- ❑ Please send me a hotel and visa form.
- ❑ I would like to receive full details on sponsorship and hospitality suites.
- ❑ I would like to receive full details on exhibition opportunities
- ❑ Please include me in your mailing list for future events.