

**BOOK  
TODAY!**



# OIL & GAS ACADEMY

## CONFERENCE & WORKSHOPS



## LATIN AMERICAN CHALLENGES & CONCERNS

19<sup>th</sup> – 20<sup>th</sup> October,  
Hotel Atlântico Business Centro,  
Rio de Janeiro - Brazil

Lectures, Round Table & Discussion Panel:

- 🔹 Hydrocarbon Policies
- 🔹 Hydrocarbon Regulations
- 🔹 Hydrocarbon Contracts



## PRESENTATION

The “Latin American Challenges & Concerns - Conference & Workshops” primary goal is to bring together the most important decision makers and players of oil & gas industry, to discuss challenges and opportunities, as well as to provide upgrades on the key developments in this sector. All this, in the scope of a specialized Conference that includes panels on a wide variety of topics, where discussion and presentation of successful case studies will be privileged. Furthermore, this meeting aims to facilitate the exchange of new experiences and networking.

### 💧 Learn how...

- To negotiate oil and gas international contracts
- A Joint Operation Agreement works
- To create a Joint Venture
- To prepare government contracts

### 💧 Find out...

- Opportunities that can make the difference
- Local Content: New challenges that are emerging from this sector
- Decommissioning Challenges
- Policies of Governmental Share in Petroleum Sales and Marketing
- Hydrocarbon Policies - Which future?

### 💧 Explore...

- LNG opportunities and challenges in Brazil
- Contractual Challenges for Low Oil Prices
- Accounting Procedures Challenges
- Oil and gas disputes
- Unconventional Resources in Latin America
- The best networking opportunities and trade relations
- The best practices

### 💧 Who should attend?

- Members of the Board
- Chairmen, General Managers
- Operations Managers
- Technical Directors
- Heads of Department
- Managers
- Technicians
- Supervisors
- Lawyers
- Legal Experts

### 💧 ... Companies operating in the following sectors:

- Oil & Gas
- Insurers
- Banking
- Financial Services
- Technical and Equipment Services
- Telecommunications
- Law Firms
- Consulting



## AGENDA

### 19<sup>th</sup> of October 2016 - Hydrocarbon Policies and Regulations

- 08:00 Registration
- 08:20 Opening Remarks – Oil & Gas Academy
- 08:30 - 09:15 **Lecture: Gas Developments: Regulatory and Contractual Incentives**, by Giovani Loss, Mattos Filho
- 09:15 - 10:00 **Lecture: Local Content: Challenges and Way Forward**, by Daniel Szyfman, Machado Meyer
- 10:00 - 10:45 **Lecture: Decommissioning Challenges**, by Fabrício Zaluski, PetroRio
- 10:45 - 11:00 Coffee-break
- 11:00 - 11:45 **Lecture: Anti-Bribery policies and compliance**, by Luis Fernando Pacheco, Veirano Advogados
- 11:45 - 12:30 **Lecture: Policies of Governmental Share in Petroleum Sales and Marketing**, by Olavo Bentes David, PPSA
- 12:30 - 13:30 **Round Table: Hydrocarbon Policies and Regulations - Past and Future**  
Moderator: Humberto Quintas, BP Brazil  
Speakers: Giovani Loss, Daniel Szyfman, Fabrício Zaluski, Luis Pacheco, Olavo Bentes, Livia Medeiros.
- 13:30 Conference Close Day 1
- 15:30 - 19:00 **(Optional) Workshop 1**  
**Host Government Contracts/Bid Round - Simulation exercise**  
Eduardo G. Pereira, MLGTS & Oil & Gas Academy

### 20<sup>th</sup> of October 2016 - Hydrocarbon Contracts

- 08:00 Registration
- 08:00 – 08:35 **Lecture: JOAs: A Non-Operator's Perspective**, by Eduardo G. Pereira, MLGTS & Oil & Gas Academy
- 08:35 – 09:15 **Lecture: LNG opportunities and challenges in Brazil**, by Paulo Valois Pires, LO Baptista, Schmidt, Valois, Miranda, Ferreira, Agel – Advogados
- 09:15 - 10:00 **Lecture: Unitisation: International practices & the Brazilian Regime**,  
by Luis Fernando Pacheco, Veirano Advogados
- 10:00 - 10:45 **Lecture: Contractual Challenges for Low Oil Prices**, by Humberto Quintas, BP
- 10:45 - 11:00 Coffee Break
- 11:00 - 11:45 **Lecture: Accounting Procedures Challenges**, by Carlos Eduardo Vieira Silva & Eduardo Seixas, Petrobras
- 11:45 - 12:30 **Lecture: Default Mechanisms & Insolvency in JOAs**, by Alexandre Calmon, Vieira Rezende
- 12:30 - 13:30 **Discussion Panel: Hydrocarbon Contracts**  
Moderator: Eduardo G. Pereira, MLGTS  
Speakers: Felipe Alice, Carlos Eduardo, Eduardo Seixas, Alexandre Calmon, Bruno Triani Belchior
- 13:30 Conference Close Session
- 15:30 - 19:00 **(Optional) Workshop 2**  
**Negotiating a joint venture agreement in the oil industry - Simulation exercise**  
Eduardo G. Pereira, MLGTS & Oil & Gas Academy



## SPEAKERS BIO

### 🔹 Eduardo Pereira - MLGTS & Oil & Gas Academy



Eduardo G Pereira has been active in the oil and gas industry for several years and is an international expert on joint operating agreements. His experience in this area – both academic and practical – is extensive. He played a key role in assisting Petra Energia in becoming Brazil's leading onshore oil and gas company and developing its international business throughout Europe, Africa and Asia. He has practical experience in over 40 jurisdictions covering America, Europe, Africa and Asia. Dr Pereira concluded his doctoral thesis on oil and gas joint ventures at the University of Aberdeen. He is an adjunct professor of energy law at the University of Eastern Finland Law School (Finland), visiting adjunct professor of energy law at the University of Reykjavik Law School (Iceland), visiting professor at the Centre de Estudos de Ciências Jurídico-Econômicas e Sociais – Agostinho Neto University (Angola), research fellow at Centro de Estudos em Regulação e Infraestrutura - FGV (Brazil), senior

research fellow at the Centre for Petroleum and Mineral Law Research (Nigeria), research fellow at the Scandinavian Institute for Maritime Law – University of Oslo (Norway), managing editor for UEF Energy Law Review and an associate editor of OGEL. He is a consultant at the Portuguese/International law firm Morais Leitão, Galvão Teles, Soares da Silva (MLGTS). He is also the author and editor of several leading oil and gas textbooks: Brazilian Upstream Oil and Gas: A Practical Guide to the Law and Regulation (Globe Law and Business (GLB, 2012), Joint Operating Agreements: Controlling risks to the Non-operator (GLB, 2013), Upstream Law and Regulation: A Global Guide (GLB, 2013), Joint Operating Agreements: Mitigating Operational and Contractual Risks in Exclusive Operation (GLB, 2013), Encyclopaedia of Oil and Gas Law: Volume 1 (GLB, 2014), Brazilian Midstream and Downstream Oil and Gas: A Practical Guide to the Law and Regulation (GLB, 2014), Encyclopaedia of Oil and Gas Law: Volume 2 (GLB, 2015), African Oil and Gas Law and Regulation: A Practical Guide (GLB, 2015), Joint Operating Agreements: Challenges and Dynamics between NOC and IOC (GLB, 2015), Latin American Oil and Gas Law and Regulation: A Practical Guide (GLB, 2015), Joint Operating Agreements: Challenges and Concerns from Civil Law Jurisdictions (Kluwer International, due October 2015), Accounting Procedures in Joint Operating Agreements: An international perspective (GLB, 2016), Brazilian Upstream Oil and Gas: A Practical Guide to the Law and Regulation (Globe Law and Business (GLB, Second Edition 2016), among others.

### 🔹 Giovanni Loss - Mattos Filho



Giovanni's practice focuses on energy, oil and gas and in particular on merger and acquisition transactions, financing and regulatory issues involving these industries. He was a legal counsel in the Houston office of Fulbright and Jaworski LLP (now Norton Rose Fulbright). He is one of the founding partners and a board member of the Brazilian Institute of Energy Law Studies (IBDE) and a chairman of the Oil & Gas Law Committee of the International Bar Association. He is licensed to practice law in Brazil, New York and England.

### 🔹 Bruno Triani Belchior - Tauil & Chequer Advogados



Bruno Triani Belchior is partner of Tauil & Chequer Advogados at the Rio de Janeiro office. He is a member of the Corporate and M&A practices and focuses on advising domestic and foreign oil and gas companies in connection with project developments, mergers and acquisitions and business transactions in Brazil, Latin America and West Africa. Bruno has extensive experience in dealing with project developments in oil and gas exploration and production, including project financing, private placements and acquisitions and divestitures of oil and gas assets, as well as formation of JVs, bid proceedings, and regulatory and contractual issues involving host government E&P contracts.

### 🔹 Lívia Medeiros - Faveret Lampert Advogados



Advogada. Bacharel em Direito pela Universidade de Brasília, Brasil (2007 - 2011). Mestre em tributação de Petróleo e Gás no CEPMLP, Universidade de Dundee. Membro do Núcleo de Direito Setorial e Regulatório da Faculdade de Direito da UnB e pesquisador de seu Grupo de Estudos em Direito de Recursos Naturais (2009 - atual). Pesquisadora no Centro de Estudos em Regulação de Infraestrutura da FGV (2014-atual). Associada em Faveret Lampert Advogados.



## **SPEAKERS BIO (CONT.)**

### **🔹 Luis Fernando Pacheco - Veirano Advogados**



While Luis Pacheco focuses his practice in the areas of corporate law, tax and customs, his clients rely upon his deep expertise in the oil and gas and entertainment industries to pro-actively advise them on industry trends, pending legislation and regulation and strategies for complex transactions.

Mr. Pacheco serves as the Firm's Infrastructure and Natural Resources Practice Group leader including Practice Leader for the Oil and Gas Industry sub-group. He regularly advises Brazilian and international companies on regulatory, corporate, contractual and tax issues.

He is a recognized expert in all areas of upstream, downstream and midstream oil and gas transactions including M&A related transactions, farm-in/farm-out transactions, international trade, obtaining environmental licenses, negotiation of EPC contracts, joint operating agreements, Joint Bid Agreements, crude oil sales agreements, assisting clients with the public bid process, project finance, participation and service agreements. Mr. Pacheco helped to draft some of the contractual and legal instruments currently used in the Brazilian Oil & Gas industry. He frequently leads sophisticated transactions on behalf of international blue-chip oil and gas companies based in Australia, Brazil, Canada, Colombia, Oman, Chile, United Kingdom, France, India, Singapore, United Arab Emirates and the United States, skillfully guiding them through the intricate landscape of Brazil's complicated legal system.

### **🔹 Paulo Valois Pires - LO Baptista, Schmidt, Valois, Miranda, Ferreira, Agel – Advogados**



He started his career in 1989 as in-house counsel for Shell in Brazil. He studied at the Université Robert Schuman, Strasbourg, FR, (Certificat des Hautes Études Européennes), has a Master Degree in International Law by the University of São Paulo and a Master Business in Petroleum – MBP by the Federal University of State of Rio de Janeiro/COPPE. He is author of the book "The Evolution of the Oil State Monopoly" (2000) and of several articles published in domestic and international magazines. He also coordinated the selection of articles on O&G "Temas de Direito do Petróleo e Gás Natural I - II" (2002/2005). He is currently Vice-President of O&G at the Brazilian Center of Mediation and Arbitration (CBMA) in 2014.

### **🔹 Humberto Quintas - BP Brazil**

Humberto Quintas initiated his activities in 2001, as an attorney with ExxonMobil's Upstream in Brazil. In 2005 Humberto left Exxonmobil to join the Brazilian Petroleum and Gas Institute (IBP), providing legal assistance to the oil companies acting in Brazil.

In 2006 Humberto joined Devon Energy Corporation as General Counsel for Brazil, position that he occupied up to 2011, when he became Legal Director and Vice-President for BP in Brazil and Uruguay, position that he occupies since then.

Humberto Quintas holds a degree in English and in Law (J.D.) from PUC-Rio University and a post-graduation in Petroleum Management from the IBP. He is also a journalist. Humberto is the author of the book "History of Petroleum – In Brazil and in the world" and currently chairs the Legal Subcommittee of the IBP.

### **🔹 Olavo Bentes David - Pré-Sal Petróleo S.A.**



Graduado em Geologia pela Universidade de Brasília (UnB)

Pós-graduado em Geofísica para Prospecção de Petróleo pela Universidade Cooperativa da Petrobras

Graduado em Direito pela Universidade Federal do Rio Grande do Norte (UFRN)

Especializado em Direito do Petróleo pelo Convênio ANP/UFRN (PRH-36)

20 anos de atuação como Geofísico na Petróleo Brasileiro S.A. (Petrobras).

Ex-subprocurador Geral de Exploração e Produção junto à ANP

Ex-subprocurador Geral junto à ANP

Consultor Jurídico da PPSA desde fevereiro de 2014





## **SPEAKERS BIO (CONT.)**

### **🔹 Fabrício Zaluski - Petro Rio S.A.**



Mr. Zaluski is currently the Legal Manager of PetroRio, one of the largest Brazilian oil and gas independent exploration and production company, overseeing all legal aspects of the Company. Fabrício has experience in a broad range of energy and infrastructure projects, including structuring, negotiating and documenting a full range of projects, M&A and commercial financing documentation in Brazil and abroad. He has also extensive experience in dispute resolution (litigation, mediation and arbitration disputes).

Fabrício is graduated in Legal and Social Sciences (Law) by the National Law School (Federal University of Rio de Janeiro) with post-degree in public and private law. Fabrício's prior experience includes publicly traded companies in the infrastructure, service and logistic industries and partner in full service law firms.

In addition to his transactional and dispute resolution expertise, Fabrício is Member of the Association of International Petroleum Negotiators (AIPN) and PetroRio's representative in the Legal committee of the Brazilian Petroleum, Gas and Biofuels Institute (IBP).

### **🔹 Alexandre Calmon - Vieira Rezende**



Alexandre B. Calmon is a partner and co-head of the O&G Practice Group of Vieira Rezende Advogados. Based in Rio de Janeiro, Alexandre is internationally recognized for advising IOCs and NOCs investing in upstream offshore and onshore O&G projects in Brazil and navigating through the local regulatory framework applicable to E&P activities. Alexandre also advises clients in M&A transactions, projects structuring, contractual negotiations and energy related disputes. Alexandre is deeply involved with educational initiatives and is constantly invited to speak in Brazil and abroad about O&G related matters in addition to actively cooperate with the Association of International Petroleum Negotiators, the SEERIL section of the International Bar Association and the Rocky Mountain Mineral Law Foundation.

### **🔹 Daniel Szyfman - Machado Meyer Advogados**



He leads the Infrastructure & Energy practice in Rio de Janeiro, having his practice focused in Oil, Gas and Energy industries. Also participates in the structuring of public projects (PPP), Project Finance transactions and matters related to maritime law. Admitted to the Brazilian Bar. Member of AIPN and its Farmout Committee.

Received his LL.B. from Pontifícia Universidade Católica in São Paulo. Also obtained a post-graduate degree in Administrative Law from Fundação Getúlio Vargas, and a master's degree in International Finance from King's College of London (LLM). Foreign associate at Freshfields Bruckhaus Deringer, in London (2010-2011).

### **🔹 Carlos Eduardo Silva Vieira - Petrobras**



Carlos Eduardo Silva Vieira has 10 years of experience in the oil industry and academia. He is an accounting professor and specialist in joint venture accounting, and has taught both financial accounting and cost and management accounting. In the oil & gas sector, he has worked as finance manager at Petrobras's business unit in Angola and has seen the implementation of accounting and other systems in Petrobras's subsidiaries in the Netherlands. He currently works with Petrobras in Brazil as joint venture accounting specialist, with particular expertise in the negotiation of Accounting Procedures, the implementation of new projects and the operational considerations of E&P joint ventures.

Mr Vieira obtained a master degree in accounting from the Federal University of Rio de Janeiro. He co-authored Oil and Gas Accounting, edited by Cengage Learning in Brazil and Accounting Procedures in Joint operating Agreements, edited by Globe Law and Business in United Kingdom. He has published several articles relating to accounting.

# CONFERENCE & WORKSHOPS LATIN AMERICAN CHALLENGES & CONCERNS



19<sup>th</sup> – 20<sup>th</sup> October,  
Rio de Janeiro - Brazil

## REGISTRATION FORM

### INVOICING DETAILS

Company Name: \_\_\_\_\_  
Training Manager: \_\_\_\_\_ E-mail: \_\_\_\_\_  
Address: \_\_\_\_\_  
Zip/Postal Code: \_\_\_\_\_ City: \_\_\_\_\_ Country: \_\_\_\_\_  
VAT ID Number: \_\_\_\_\_ Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

### ATTENDEE 1

Name: \_\_\_\_\_  
Job Title: \_\_\_\_\_ E-mail: \_\_\_\_\_ Telephone: \_\_\_\_\_

### ATTENDEE 2

Name: \_\_\_\_\_  
Job Title: \_\_\_\_\_ E-mail: \_\_\_\_\_ Telephone: \_\_\_\_\_

**Date:** 19<sup>th</sup> and 20<sup>th</sup> October, 2016

**Location:** Hotel Atlântico Business Centro, Rio de Janeiro

### REGISTRATION FEE PER PARTICIPANT:

Mark with an **X** the option you want to attend.

- Conference: 600 USD
- Conference and 1 Workshop: 800 USD
- Conference and 2 Workshops: 1000 USD
- Workshop 1: 500 USD
- Workshop 2: 500 USD

**Special conditions for groups. Contact us!**

[info@oilgasacademy.com](mailto:info@oilgasacademy.com)

\* Plus VAT rate in force, if applicable.

### PAYMENT:

The amount of \_\_\_\_\_ US dollars, will be paid by bank transfer to Let'sTalk Lda., **before the start date of the event.**

<b>Banco</b>	Santander Totta
<b>IBAN</b>	PT50 001800032168433702091
<b>BIC/SWIFT</b>	TOTAPTPL

### PARTICIPATION CONDITIONS:

- Entrance fee includes: coffee breaks, documentation and certificate of participation.
- Registration payment should be made by bank transfer before the start date of the event.
- The number of participants is limited and entries will be considered in order of arrival.
- The Client (Company) is allowed to substitute a participant who cannot be present for another with the same profile.
- Discount not valid for other offers and conditions. You cannot add this discount to other offers and conditions.
- For reasons of force majeure, the Oil & Gas Academy reserves the right to change schedule and speakers, always ensuring the quality either of the contents or of the event.

All information provided is considered confidential and will not be disclosed to third parties except for the purpose of any hearing by the Accreditation System, subject to acceptance by those concerned. The right to data consultation and correction it is acknowledged.  
For more information contact our Sales Department: [info@oilgasacademy.com](mailto:info@oilgasacademy.com)

### CLIENT AUTHORIZATION:

Please return this document, duly signed, confirming all of the conditions outlined above:

By fax: +351 213 420 819 or, by email: [info@oilgasacademy.com](mailto:info@oilgasacademy.com)

Signature

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