

Spain – A Regional Hub

This conference will review the supply and demand of LNG in Spain and South Western Europe as well as the operational challenges pertaining to LNG infrastructure, transportation and the use of LNG as fuel.

With strategic presentations and case studies the conference will highlight:

- LNG and natural gas supply and demand in South Western Europe (SWE)
- LNG infrastructure development
- Regulatory overview of LNG usage in Spain and the impact of liberalisation on the Spanish gas market
- LNG Trading: contracts and pricing
- LNG Shipping
- LNG growth markets and demand for Spanish LNG re-exports
- Small scale LNG infrastructure
- Project finance for the LNG industry
- LNG as fuel: LNG bunkering and vehicle fuel

Speakers include:

- **Emilio Guerra Soriano**, Director of Global Gas Balancing, Gas Natural Fenosa
- **Francisco de la Flor Garcia**, Director of Regulation, Enagas
- **Alejandro Alonso Suarez**, Deputy Director of Gas Market, Comisión Nacional de Energía
- **Ernesto Parrilla Pozzy**, Gas Operations Manager, Iberdrola
- **Olga Vedernikova**, LNG Division Director, Clarksons
- **Brian Little**, Principal, Global Gas, Nexant
- **Rudolph Huber**, CEO, Next LNG
- **Carlos López-Quiroga**, Partner, Uría Menéndez
- **José Luis Gárate**, Associate Partner, ENERGIA LOCAL
- **José Luis Almazán Gárate**, Prof. Dr. Ing. Caminos, Canales y Puertos, Universidad Politécnica de Madrid
- **Josú Goigogana**, General Manager, Ship Power Sales, Wärtsilä Marine Solutions
- **Manuel Lage**, General Manager, Natural Gas Vehicle Association
- **Fernando Impuesto Nogueras**, Director of Commercial Operations, Enagás S.A.

Who is this conference for?

Delegates will include representatives responsible for:

- LNG sourcing, contracting, finance, project finance, trading
- LNG research
- LNG infrastructure engineering
- Government liaison
- LNG shipping
- Vessel operation
- Engine manufacture
- Shipbuilding
- Ship design
- Terminal Operation



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CONFERENCE AGENDA

0830 Registration & Welcome Tea/Coffee

0930 LNG Journal Welcome and Chairperson's Opening Address

Emilio Guerra Soriano, Director of Global Gas Balancing, **Gas Natural Fenosa**

0945 LNG & Natural Gas Demand and Supply in South West Europe (SWE)

- Projecting future demand for gas – availability, competing fuels, relative pricing and other factors to consider
- Level of dependency on natural gas imports
- Import / export / re-export contracts
- International and regional competition for LNG and prices of LNG in SWE markets
- Security of gas supply and supply diversification strategies

Brian Little, Principal, Global Gas, Nexant

1015 LNG and Basic Gas Infrastructure Development

- European overview of LNG infrastructure development
- Ten Year Network Development Plan (TYNDP) and Gas Regional Investment Plan (GRIP)
- Connecting Europe Package
- Iberian gas corridor

Francisco de la Flor García, Director of Regulation, Enagas

1045 Regulatory Overview

- TSO Unbundling models
 - ACER framework guidelines (capacity allocation, balancing, tariffs)
 - Transparency rules for TSOs and Traders (REMIT)
- Alejandro Alonso Suarez**, Deputy Director of Gas Market, National Energy Commission

1115 LNG Trading: Contracts and Pricing

- Origins of Spanish LNG imports
- The SWE region in the context of international competition for supplies
- LNG shipping in Spain and Spanish re-export capacity
- Long term viability of Spanish LNG re-exports

Ernesto Parrilla Pozzy, Gas Operations Manager, Iberdrola

1145 Tea/Coffee Break

1200 The Shipping Piece of the LNG Puzzle: Prospects and Opportunities

- Demand and supply for LNG carriers in SWE
- Charter rates and the developing spot market
- Competition from Japan and the UK

Olga Vedernikova, LNG Division Director, **Clarksons**

1230 LNG Opportunities SWE

- Growth markets for LNG infrastructure investment
- Demand for Spanish LNG re-exports

Panel discussion: Brian Little, Principal, Global Gas, Nexant; **Olga Vedernikova**, LNG Division Director, Clarksons; **Rudolph Huber**, CEO, Next LNG; **Francisco de la Flor García**, Director of Regulation, Enagas

1300 Busting the Mainframes - Why Small Networks are Better than Big

- Why LNG behaves much like the old IT dinosaurs of the 70ies
- Reasons for stiffness (and resistance to innovation)
- LNGnomics - why the experts got it all wrong
- NRGmesh - smart energy, not bulk energy

Rudolph Huber, CEO, **Next LNG**

1330 Lunch

1500 Risks for the Lenders when Financing LNG Vessels

Carlos López-Quiroga, Partner, **Uría Menéndez**
José Luis García, Associate Partner, **Energia Local**

1530 LNG as Shipping Fuel – Current and Future Trends

José Luis Almazán Gárate, Prof. Dr. Ing. Caminos, Canales y Puertos, **Universidad Politécnica de Madrid**

1600 Coffee break

1615 LNG bunkering - Engineering Demands and Retrofit Possibilities

- Technical breakthroughs allowing for use of LNG as fuel
- Adapting port infrastructure for LNG bunkering purposes
- Energy efficiency and environmental aspects of LNG bunkering

Josú Goigana, Sales Director, **Wärtsilä Marine Solutions**

1645 LNG as Vehicle Fuel

Manuel Lage, General Manager, **Natural Gas Vehicle Association**

1715 Reloading, LNG Trucking and New Logistics Services in LNG Terminals in Spain: Current Situation and Future Developments:

- General overview of the current LNG services in Spain.
- Small Scaling in Spain: the LNG trucking experience.
- Reloading services: current situation and perspectives.
- Future developments:
 - Bulk break services.
 - Small scaling.
 - Bunkering services.
- Contribution of the Spanish LNG terminals to the southwest European Hub

Fernando Impuesto Nogueras, Director of Commercial Operations, **Enagás S.A.**

1745 Chairperson's Remarks and Close of Conference

1800 Close of Conference & Drinks Reception

Please note this programme may be subject to change – LNG Events reserves the right to change speakers and/or topics as necessary.

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SPEAKERS

Emilio Guerra Soriano, Director of Global Gas Balancing, Gas Natural Fenosa

Emilio Guerra Soriano is a graduate in mechanical engineering from the Escuela Técnica Superior of Madrid, with over 20 years' experience in the energy sector. He began his career as an auditor for energy companies with Arthur Andersen (now Deloitte). He later specialized in regulatory and strategic consulting in the markets for gas, electricity and water.

Subsequently, he served as assistant director in the Department of Planning, Trading and Energy Management within Gas Natural. He was then appointed Assistant Director in charge of the Unit dealing with Gas offers within the Gas Directorate-General at Gas Natural. Currently, Emilio is in charge of the Global Balance Unit Gas in Gas Natural Fenosa. He actively participates in various forums on behalf of Gas Natural Fenosa and regularly contributes to courses and conferences in the gas sector.



international fora, working groups, organisations and training courses related to LNG industry, natural gas industry and regulatory topics, as speaker, panellist, lecturer and/or chair.

University education in Chemical Engineering and in Economics Sciences and Business Management. He has completed a Business Administration Executive Program at the IESE Business School and followed doctorate studies in Economics.

* Enagás, S.A. is a Spanish basic gas infrastructure operator, full ownership unbundled, building, managing and operating transmission pipelines, LNG regasification facilities and underground gas storages all them under a TPA regime.

Brian Little, Principal Consultant, Global Gas practice, Nexant

Brian Little is a Principal Consultant in Nexant's Global Gas practice. He has over thirty five years of experience in the energy industry, including fifteen years providing consulting services and over twenty five years working for British Gas.

He held a variety of roles in British Gas spanning investment appraisal, regulatory affairs, strategic analysis and planning, gas contracting and organisation and efficiency studies.

As a consultant, Brian provides advice on all aspects of gas market analysis, forecasting, and pricing issues. He led the development of Nexant's World Gas Model which analyses gas supply, demand, trade flows by international pipelines and LNG, and gas prices. He has provided gas consultancy services throughout Europe, Asia, Former Soviet Union, Latin America and Africa. His clients include private companies, governments, international bodies, and regulatory authorities.



Alejandro Alonso Suárez, Deputy Director of Gas Market, National Energy Commission

Alejandro Alonso has a Ph Degree in Chemistry but he is also an Economist. He has twenty years of experience in the gas industry, including seven years at the technical department of the Gas Natural, the main Distribution System Operator in Spain. Since 2000 he is Deputy Director at the Gas Department of the National Energy Commission, the independent energy regulator of Spain.

He regularly collaborates in papers, master courses and international conferences about gas regulation.



Francisco P. de la Flor, Director de Regulación, Enagas, S.A.*

Other current positions: GLE President, GIE Board Member, ENTSOG Management Board Member, UN ECE WPG Vice President and IGU PGC B SG Leader.

Experience: more than 25 years in the natural gas business for different companies, positions and responsibilities in the commercial, technical, procurement, international and planning areas. Frequent participation in national and



Ernesto Parrilla Pozzy, Gas Operations Manager, IBERDROLA

Ernesto Parrilla Pozzy obtained a PhD in Industrial Engineering (CAE) from the School of Industrial Engineering of the Universidad Pontificia Comillas (ICAI). He has further obtained a graduate degree from ESADE Business School.

Since 2006, he is team leader of the Balance and Contract Management team at Iberdrola Gas Power Generation, where he is responsible for the operational management of supply contracts for LNG and natural gas, relationships with suppliers, transport operators, LNG terminals and gas balance in Continental Europe, as well as LNG in Spain and the UK. He previously worked at the Instituto de Investigación Tecnológica (IIT), carrying out research and consultancy in design and regulation of electricity markets nationally and internationally.

Additionally, he has been teaching since 2008 at the Universidad Pontificia de Comillas and Nebrija University, having participated as a speaker at various conferences and published articles related to the energy sector both nationally and internationally.



SPEAKERS

Olga Vedernikova, LNG Division Director, Clarksons

Having obtained an MBA from Heriot-Watt University, Olga promptly moved into the world of energy, where she discovered a passion for LNG related issues from the start. She moved to LNG Shipping Solutions at Clarkson PLC from Lloyd's MIU, where she had been focusing on shipping analytics of the world merchant fleet and had been dedicated to commercial business development. As part of her work with LNG Shipping Solutions, Olga supported existing clients with global shipping market analysis and was responsible for short-term chartering whilst focusing on identifying new client bases and finding new solutions on how to serve them best. From August 2009, Olga led the team in developing new businesses and bringing clients unrivalled shipping market coverage as well as providing chartering support when needed. In June 2010 she joined Platou LNG as a senior commercial advisor and during that period has established a strong rapport with several key players in the industry whilst conducting a number of term transactions, with the support of her team who moved across as well. In February 2012, Olga returned with part of her team to Clarksons LNG in order to continue to lead global business development and commercial advisory for major players in the market. She often represents the company at key LNG events.



Rudolph Huber, CEO NeXtLNG

Rudolf is a consummate innovator and a seasoned LNG practitioner. He pioneered the LNG team of EconGas, a Central European liberalized Natural Gas utility and morphed trading company. In 2007 he was central to achieving FID on the GATE terminal, the first multiuser LNG regasification terminal with an independent operator working on a tolling contract. His ground-breaking liability regime for the terminal developer and operator was a premiere in the LNG world and continuous to contribute to make LNG more of a commercial business as opposed to the monopoly dominated business it has been ever since its first throes. In 2008, Rudolf was named head of Business Development and was entrusted with the task of solving the LNG supply problem that afflicts EconGas after it has become apparent that the chosen Iran LNG project would not materialize any time soon. Rudolf developed the Africa strategy for new LNG called "Alternative LNG" and formulated the view that trading companies had to adopt "give to get", a strategy unknown to LNG to this time, in order to earn a place on the buyers table. This has led to the creation of NeXtLNG which commercializes a number of new business strategies such as "Bulk Make" in LNG. NeXtLNG is a candidate to be the first company breaking the long halt on LNG projects since 2008 in the Atlantic basin. In his current occupation as co-founder and COO of Fuel Emulsions International, a US based fuel improvement



company, he morphs into the liquid fuels world. Rudolf is a consummate speaker at energy events and conferences and has challenged decade old dogmas in many thrilling speeches, lectures and table discussions. He is fluent in four languages and has obtained a Masters degree in Commercial and Taxation law from the Jean Monnet faculty (Université Paris XI).

Carlos López-Quiroga, Partner, Uria Menendez

when the boutique maritime and transport law firm Figaredo & Asociados merged with Uria Menéndez. He became a partner in January 2002. He specialises in M&A, banking and finance transactions in the transport sector, especially in shipping and aviation. He advises in all kinds of complex structures for the acquisition, leasing, construction, insurance and securitisation of assets. Carlos has been recommended for shipping finance by Chambers Europe 2011. He was awarded a Law Degree from the Universidad Pontificia Comillas, Madrid and received a prize for Special Achievement in the Masters in Maritime Law (LL. M.) from the European Institute of Maritime Studies (I. E. E. M.) in Gijón. He is a member both of the Madrid Bar Association and of Las Palmas de Gran Canaria Bar Association.



URIA MENÉNDEZ

José Luis García, Associate Partner, ENERGIA LOCAL

Jose Luis Garcia graduated with a BA in Business Administration and an MBA from ESADE (class of 1984). He completed a postgraduate training - Financial Management Program - in Stanford University GSB (USA). He has taught at several academic institutions, including ESADE, where he was responsible for teaching "Long Term Financial Strategy." His professional career has developed in International Banking (syndications, public sector, utilities) in Barcelona and Madrid. He has also been Director of Structured and Operational Leasing at "la Caixa" and CEO of a German leasing company in Spain. Since 2003, he has been acting as consultant on structured finance transactions for projects and companies, especially for the middle market. In 2010, he joined ENERGIA LOCAL as a partner associated with financial structuring to develop energy projects. To date, he has successfully structured and negotiated the transaction financing of several cogeneration projects of various outputs, as well as other technologies. He has also participated as a consultant in various corporate finance transactions in the same sector.



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SPEAKERS

José Luis Almazán Gárate, Professor Of Civil Engineering, Universidad Politécnica de Madrid

Professor of Port and Coastal Engineering in the School of Port and Civil Engineering of the Universidad Politécnica de Madrid. Director of the Research Group on Maritime and Port Engineering of the Universidad Politécnica de Madrid.

Jose has served as director of works of the underwater section of the Maghreb gas pipeline in the Strait of Gibraltar.

He was Vice President of the European Consortium for International Ocean Drilling (Ocean Drilling Program), European Science Foundation & National Science Foundation (USA).

He was Director of Technical Cooperation and Secretary General of Public Enterprises, SECEG, SA, responsible for conducting feasibility studies of the fixed link between Europe and Africa across the Strait of Gibraltar.

He has performed or directed numerous projects, studies and research in the maritime, port and coastal environments in various countries.

He coordinates TrainMoS, the European training project for Motorways of the Sea and has developed the strategic plan for the Spanish Port Authority regarding the use of LNG and is involved in the COSTA European action plan.



Pegaso (Spain) and Iveco (Spain and Italy).

His wide industry experience has been built upon very different activities, mainly around product definition and development: Engine & Truck Development, Engine Engineering, Product Planning, Marketing & Commercial, Business Development and CNG Truck Engineering and Development Unit.

He has also been professor of thermal engines in the Polytechnic University of Madrid and presently is professor in the postgraduate course Master de Automoción in the INSIAT (Madrid).

Since January 2010 he is the General Manager of NGVA Europe, as a full time dedication.

Fernando Impuesto Nogueras, Director of Commercial Operations and Third Party Access., Enagás, S.A.



Born 2 May 1969 in Madrid (Spain). Graduated in Economics at Universidad Autónoma de Madrid, M.B.A. 1996 and A.M.P 2010 (ESADE- Wharton.)

After and initial professional period in the telecommunications' industry (Lucent Technologies) he joined in 2001 Enagás, S.A. the principal Spanish transmission, underground storage and LNG terminals operator. Since 2007 he is Director of Commercial Operations and T.P.A., being responsible of the commercialization of the different TPA services provided by Enagás in LNG terminals, pipelines and underground storages, during that time he has led the commercialization of different projects such as the development the new capacities of interconnection with France (OSP 2008 and Open Season 2013-2015), the development of the Secondary Capacity Market in Spain, the commercialization of the international connection of Almeria (MEDGAZ).

For LNG terminals he is responsible for the commercialization of the Enagás' terminals in Spain: Barcelona, Huelva, Cartagena and El Musel, including the development of new reloading services and is actively promoting the development of futures services such as parking gas, bunkering, bulk break and others. participated in the development of new services in LNG. He also collaborates in the commercialization of Altamira LNG terminal in Mexico. Since 2008 he is also member of the Spanish Network Code Working Group.



Josú Goiogana, General Manager - Ship Power Sales, Wärtsilä Marine Solutions

Josú Goiogana is a Naval Engineer (Ingeniero Naval) who graduated from the Escuela Técnica Superior de Ingenieros Navales, Universidad Politécnica de Madrid.

He began his career as head of planning in the production department of INDUSTRIAS GURIA, a company dedicated to ship building and which is part of Grupo MCC (Grupo Mondragón Corporación Cooperativa).

In 1993, Josú moved to WÄRTSILÄ IBÉRICA, an acknowledged international leader in marine solutions and power generation, where he has occupied the position of Field Service Co-ordinator and Technical Service Manager of the client care department, before occupying his present position.

Manuel Lage, General Manager, NGVA Europe

Manuel Lage has a Ph.D. degree in Mechanical Engineering (Spain), he is also Engine Engineer from the ENSPM of Paris and has a diploma in MBA.

All his professional career of 37 years has been developed in the automotive industry: Chrysler España (Spain and U.K.), Enasa-



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