



ENERGY DELTA INSTITUTE | ENERGY BUSINESS SCHOOL

Programme

# International Partner Meeting 2017

St. Petersburg, Russia

10 & 11 April 2017

Founding partners

gasunie

GasTerra

GAZPROM  
JOINT-STOCK COMPANY



university of  
 groningen

**Hotel:**

Grand Hotel Europe  
Nevsky Prospekt  
Mikhailovskaya Ulitsa 1/7  
191186 St Petersburg  
Russia

**Location Meeting:**

Olympia Palace  
Liteyniy avenue 14  
St. Petersburg, Russia

**10 April 2017**

16:30 Arrival delegates in St. Petersburg  
17:00 Group transfer from Airport to the Hotel  
21:30 Welcome drink in the hotel bar

**11 April 2017**

Topic: "A global energy market and opportunities for executive education"

09:00 Transfer from the hotel to the venue by bus (gather in the hotel lobby)  
09:30 – 10:00 Registration and welcome coffee  
10:00 Official opening by Marcel Kramer & Sergey Khomyakov  
10:00 – 11:30 Roundtable discussion moderated by Catrinus Jepma  
11:30 – 12:00 Coffee break  
12:00 – 13:30 Executive education panel moderated by Tatiana Mitrova  
13:30 – 14:30 Lunch  
14:30 – 14:15 Introduction by Marcel Kramer  
14:45 – 15:15 Prospects for natural gas and energy markets in India by Debasis Mallik  
15:15 – 15:45 The "new small" scale business in Europe: running the race by Francisco De la Flor  
15:45 – 16:15 Eurasian upstream by Vsevolod Cherepanov  
16:15 – 16:30 Coffee break  
16:30 – 17:10 The future role of gas in Europe by James Henderson  
17:10 – 18:00 Closing roundtable discussion moderated by James Henderson and Sergej Vakulenko  
18:00 – 18:15 Signing of MoU with the Moscow School of Management Skolkovo, the International School of Management Vilnius and SP JAIN Institute of Management & Research India  
18:15 – 19:00 Closing of the meeting & Reception  
19:00 – 22:00 Cultural programme Excursion "Dutch St. Petersburg"

**Contact details**

Senior Project & Event Manager: Eline de Wagt  
+31 (0) 6 531 88 461



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## List of participants

### **PJSC Gazprom**

Sergey Khomyakov  
Tatiana Tokareva  
Andrej Balobin  
Irina Inzhevatova  
Mikhail Ivanov

Deputy Chairman of Gazprom's Management Committee  
Head of Directorate  
Deputy Head of Directorate  
Deputy Head of Division

### **N.V. Nederlandse Gasunie**

Han Fennema  
Ulco Vermeulen

CEO  
Member Executive Board and Director Participations &  
Business Development

### **GasTerra B.V.**

Annie Krist  
Robert van Rede  
Erik Fuhler

CEO  
CCO  
Manager Norway Russia UK

### **Shell**

Ruud de Jongh

Vice President Joint Venture Governance

### **University of Groningen**

Peter Verhoef

Professor

### **Enagás**

Francisco P. De la Flor

Head of Regulation Department

### **Energy Delta Institute**

Marcel Kramer  
Anja Hulshof  
Eline de Wagt  
Ekaterina Kravetskaya  
Tatiana Mushaeva  
Andrej Tibold  
Richard Sanders

President  
Managing Director  
Senior Project and Event Manager  
Marketing Director Russia  
Project Manager  
Senior Energy Analyst  
Senior Course Manager

### **Gazprom International**

Andrey Fick  
Bernard van Polanen  
Grigory Krotkov

Managing Director Gazprom EP International  
Managing Director  
Managing Director

### **Boskalis**

Peter van der Linde

Group Director of Boskalis Offshore Energy Division

### **Van Oord**

Joep Athmer  
Hans Bijen

Director Offshore  
Branch Manager for the Russian Federation

### **RWE Supply & Trading GmbH**

André Palagin

Head of Department, Gas Supply East

### **Gazprom Germania**

Kuhn Maximilian

Public Affairs Expert

### **PwC**

Jeroen van Hoof  
Jan Willem Velthuisen

Partner Energy & Utilities  
Chief Economist

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**Gas Connect Austria**

Harald Stindl Managing Director

**Novatek**

George Nozadze Director for Business Development Strategy

**Nyenrode Business Universiteit**

Diederik Slob Program Director Open Executive Programs

**Universiti Teknologi PETRONAS (UTP)**

Dr. Maran Marimuthu Programme Manager, MBA-EM under the Department of Management & Humanities

**St .Petersburg State University of Economics (UNECON)**

Igor A. Maksimtsev Rector  
Yana Klementovichus Director Higher Economic School Dr.Sc Associate Professor

**IMEMO**

Natalia Ivanova First Deputy Director

**ISM University of Management and Economics**

Ivo Matser CEO

**Skolkovo Business School**

Tatiana Mitrova Director Energy Center  
Marina Karban Director Executive Education

**RGNF**

Daria Karasalihovic-Sedlar Head of Department for Petroleum Engineering

**Institute for Energy Markets and Politics (EPPEN)**

Volkan Ozedemir Chairman

**SP Jain Institute of Management and Research**

Prof. Debasis Mallik Head Global Management Programme

**Speakers****PJSC Gazprom**

Vsevolod Cherepanov Member of Gazprom's Board of Directors

**Gazprom Neft**

Sergej Vakulenko Head of Strategy and Innovations

**Energy Delta Institute**

Catrinus Jepma Senior Expert Energy and Sustainability

**Oxford Institute for Energy Studies**

James Henderson Director Natural Gas Programme

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## **Roundtable discussion**

Moderated by **Catrinus Jepma**, Senior Expert Energy and Sustainability at Energy Delta Institute

### **1. Sustainability**

The election of Donald Trump as the new president of the USA will take the momentum out of the Paris agreement, calling climate change a “Chinese hoax”, and therefore slow down the global climate agenda. Consequently, China as the world’s biggest investor in renewable energy, will land in the driver’s seat and become the main force behind the global climate agenda. Nevertheless, Europe’s determination to create a carbon free economy, will lead it to establish an economy that relies entirely on renewable energy and sustainable hydrogen production by 2050.

### **2. Gas pricing**

North America becoming an exporter of LNG, is exemplary of what lies in store for the global gas market. The abundance of conventional and unconventional natural gas resources will, thanks to a growing global LNG market, allow many new suppliers to make a market entry and turn it into a longterm buyers’ market. Due to a breakthrough in energy storage, gas will not become the ideal match as a backup for renewables, the role which it had envisaged for itself. This is bad news for gas suppliers, as it will lead to a halving of natural gas prices over the next 15 years.

### **3. Investment portfolio**

The climate agenda and the ambition to establish a sustainable economy are significantly changing the makeup of traditional investment portfolios. Policy driven carbon reduction and technological innovation will lead to the emergence of new companies and markets, while others will perish. Against this background, the ‘ideal’ global investment portfolio, in order of priority, looks as follows:

- A) Smart energy services
  - B) Wind and solar parks
  - C) Midstream infrastructure
  - D) Natural gas upstream
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## **Executive education panel**

Moderated by **Tatiana Mitrova**, Director, Energy Center, Moscow School of Management SKOLKOVO, Russia

Food for discussion:

- What subjects and skills will be on the priority list five years from now?
- How do Europe, Russia and Asia differ from each other in this, how can joint programmes contribute?
- Should companies invest in their staff or rely on the labour market?
- What training methods will we see in the future and what will be the cost of training?

## **Panel members:**

**Ivo Matser**, CEO at ISM University of Management and Economics, Vilnius, Lithuania

**Debasis Mallik**, Professor Programme Head- GMP, S P Jain Institute of Management & Research, Mumbai, India

**Maran Marimuthu**, Program Manager of MBA Energy Management, Universiti Teknologi PETRONAS (UTP)

**Igor A. Maksimtsev**, Rector, St .Petersburg State University of Economics (UNECON)

**Marina Karban**, Director Executive Education, Business School Skolkovo

**Diederik Slob**, Program Director Open Executive Programs, Nyenrode Business University  
University of Zagreb

**Daria Karasalihović Sedlar**, Faculty of Mining Geology and Petroleum Engineering, University of Zagreb

**Andrej Tibold**, Senior Energy Analyst, Energy Delta Institute

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## **Bio sketches Speakers**

### **Catrinus Jepma, Senior Expert Energy and Sustainability at EDI**

Catrinus Jepma is professor of energy and sustainability at the University of Groningen and professor of economics at the Open University, Heerlen. Since January 2010, he is scientific director of the national research program Energy Delta Gas Research. He is also scientific director of the EDIaal program of the Energy Delta Institute. Jepma has vast experience in energy policy and markets, environmental impact and policy issues, energy efficiency measures and energy technologies. He is listed as an author of more

than fifty publications. He has a long-term experience in lecturing, research and coordination. Aside of his academic work, he guides policy makers and project developers regarding emissions trading projects, as well as large experience in the field of renewable energy and alternative energy sources. As coordinating lead author of the Working Group III of the Intergovernmental Panel on Climate Change (IPCC) from 1993 to 2007, he shared the Nobel Peace Prize awarded to IPCC in 2007.

### **Tatiana Mitrova, Director of the Energy Center at SKOLKOVO School of Management, Head of Oil and Gas Department in the Energy Research Institute of the Russian Academy of Sciences (ERI RAS), Senior Visiting Research Fellow of the Oxford Institute for Energy Studies (OIES)**

Dr. Mitrova has more than twenty years of experience in dealing with the development of Russian and global energy markets, including production, transportation, demand, energy policy, pricing and market restructuring. She is leading annual “Global and Russian Energy Outlook Up To 2040” project. From 2011-2012 she was Head of Global Energy at the SKOLOKOVO Energy Centre, responsible for analysis of the global energy market and the Russian Federation’s energy export and import policy. From 2006-2011 she was Head of the Center for International Energy Markets Studies in ERI RAS. Dr. Mitrova is a member of the Governmental Commission of the Russian Federation on fuel and energy complex and member of the Board of Directors in Unipro (former E.ON-Russia). She is a graduate of Moscow State University’s Economics Department. Dr. Mitrova is an Assistant Professor at Gubkin Oil and Gas University and Visiting Professor at the Institut d’Etudes Politiques de Paris (Sciences Po) Paris School of International Affairs. She has more than 120 publications in scientific and business journals and four books.

### **Marcel Kramer, President at Energy Delta Institute**

Marcel Kramer was appointed President of the Energy Delta Institute in October 2016. He has broad experience in the international oil and gas industry, and was among others CEO at Gasunie, the gas transport and infrastructure company and at the South Stream pipeline joint venture in Switzerland and the Netherlands. Prior to his work at Gasunie he held a number of international management positions with Statoil and Petro-Canada. He was also Head of the IEA’s Oil Industry Division in Paris, responsible for the Monthly IEA Oil Market report (a Financial Times publication), and was

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responsible for energy policy issues at the Office of the Secretary General of NATO, after an initial function with the Dutch Ministry of Economic Affairs.

**Debasis Mallik, Professor Programme Head- GMP, S P Jain Institute of Management & Research, Mumbai**

- In-Charge of 8-month Post-Graduate Certificate in Management Program (PGCIM), which leads to:
  - MBA in International Management from ESB Business School, Reutlingen University, Germany
  - Master in International Business (MIB) from IESEG Business School, Lille, France
- In-Charge of Research Committee (a students' initiative) of the 2-Year MBA Program - PGDM
- Associate Professor in the area of Decision Sciences and Economics
- Visiting Faculty in Research Methodology and Quantitative Methods at S P Jain Center of Management, Dubai and Singapore

Education: Ph.D. in Environmental Economics from the University of Burdwan, West Bengal (WB). (January, 2004)

M.Sc in Economics with specialization in Statistics and Econometrics from the University of Burdwan, West Bengal (WB). (1994)

B.Sc (Hons.) in Economics with Mathematics & Statistics from the University of Burdwan, WB

**Francisco P. de la Flor, Director at Enágas**

Experience: more than 30 years in the natural gas business for different companies, positions and responsibilities in the commercial, technical, procurement, international, planning and regulatory areas.

Main international positions: GIE Board Member, ENTSOG Management Board Member, UN ECE GEG President and IGU PGC B SG3 Leader. GLE President (2007 – 2013).

National and international fora: Frequent participation in national and international fora, gas advocacy activities, working groups, organisations and training courses related to LNG industry, natural gas industry and regulatory topics, as programme advisor, speaker, panellist, lecturer and/or chair.

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

**Vsevolod Cherepanov, Member of Management Committee of PJSC “Gazprom”, Head of department**

Education: Graduated from Lomonosov Moscow State University. PhD in Geology and Mineralogy.

Professional experience:

1993–1997 Operator, well testing foreman at the Nadymgazprom Scientific and Technological Center.

1997–1999 Lead geologist specializing in petroleum geophysics, lead geologist at the Nadymgazprom Geological Division.

1999–2008 Head of the Geological Division, Chief Geologist of the Nadym Oil and Gas Production Directorate, Nadymgazprom.

2008–2010 Deputy Director General – Chief Geologist at Gazprom dobycha Nadym.

2010–Present Member of Gazprom's Management Committee, Head of the Gas, Gas Condensate and Oil Production Department.

**James Henderson, Director of the Natural Gas Research Programme at OIES**

James Henderson succeeded Howard Rogers as Director of the Natural Gas Research Programme in October 2016 having joined the institute in 2010 as Senior Research Fellow contributing works for the Gas and Oil Programmes covering Russia and CIS issues as well as global energy matters that affect the region.

James Henderson has been analysing the Russian oil and gas industry for the past 20 years. Having been Head of Energy for Wood Mackenzie Consultants in the mid-1990s he moved to Moscow as Head of Oil & Gas Research for Renaissance Capital in 1997, and in 1999 became Head of Equity Research. Having returned to the UK in 2002 he became Head of Russia at Lambert Energy Advisory while also studying for his doctoral thesis on partnership in the Russian oil and gas industry at the University of London, which he completed in 2010.

He is a BP Professor of Energy at the Skolkovo Management School in Moscow and lectures on energy issues at a number of universities in Europe. His publications include numerous papers on the Russian oil

and gas sector, a 2010 book entitled “Non-Gazprom Gas Producers in Russia”, the co-editing of “The Russian Gas Matrix: How Markets are Driving Change” for OIES and the recently published “International Partnership in Russia”

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**Sergej Vakulenko, Head of Strategy at Gazprom-neft**

Head of corporate strategy department of an oil major (1 Mbbbl/d oil production, 600 kbbbl/d refining capacity) reporting to First Deputy CEO. Member of corporate investment committee.

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