

# Gas Conference

Paris 2007

PALAIS  
DES CONGRÈS  
DE PARIS

11, 12 and 13<sup>th</sup>  
September 2007



*afg*



***afg*** 

association française du gaz

# Chairman's message



The 2007 Gas Conference is nicely shaping up and it is my great pleasure to stress what will be the highlights of our gas industry during this major event, which will take place following the full market opening on July the 1<sup>st</sup>.

This Conference is the time for all stakeholders to exchange their experience and knowledge and to take stock of the gas situation.

This new edition promises to be rich in content and themes, with outstanding speakers.

Once more we have decided in favour of a three-day conference formula, each day covering one special topic plus some highlights.

Tuesday, September 11<sup>th</sup> will focus on gas applications and market issues.

Wednesday the 12<sup>th</sup> will look at European Energy companies, their strategy, and sustainable development issues.

Thursday the 13<sup>th</sup> will be devoted to gas infrastructures and their development.

During the three days we shall be given the opportunity to listen to Chairmen of Energy companies, as well as customers' representatives, policymakers and regulators...

As is now the tradition, the Conference which includes 7 round table sessions and 15 workshops will be simultaneously organized with Expogaz, the professional gas exhibition, over 8000 m<sup>2</sup>.

Last we are privileged to have the European Forum Gas conference jointly organized by AFG and Marcogaz held at the same time and place this year.

I look forward to seeing you all on September 2007, 11, 12 and 13 at the Palais des Congrès de Paris for this exceptional event which, I am convinced, promises to be for your entire satisfaction.

**Georges BOUCHARD**  
Chairman of AFG

A handwritten signature in black ink, appearing to read 'G. Bouchard', with a horizontal line underneath.



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ROUND  
TABLES

6  
WORK-  
SHOPS

3  
KEYNOTE  
SPEAKERS

## Morning

**OPENING BY GEORGES BOUCHARD, CHAIRMAN OF THE FRENCH GAS ASSOCIATION**

9:00-9:15

**KEYNOTE SPEAKER: OLIVIER APPERT, CHAIRMAN OF IFP**

9:15-9:45

● **Round Table 1** FR > EN

9:45-10:45

### MARKET OPENING AND CONSUMERS BENEFITS

2007 is the year for completion of the latest, but not least media-covered measure planned by the gas and electricity Directives, viz. free choice granted to domestic customers to act in a competitive environment in selecting their gas and electricity supplier. Facing upward energy prices as recorded over recent years, the tendency of the public administration is to maintain regulated prices so as to protect the consumer interests. How can regulated and market prices run side by side? What type of purchase process innovation can one foresee for the various categories of consumers? How are customers going to trade-off between prices, security of supply, environmental considerations? What role for mediation?

Moderated by ► Long Lu, Chargé des relations institutionnelles de l'AFG

Debate with the participation of

- Patricia de Suzzoni, Directrice des marchés et du service public, Commission de Régulation de l'Énergie
- Allan Asher, CEO, Energy Watch
- Jacques Mopin, Vice-Président national de l'UFC, Que Choisir ?
- Nico Van Ruiten\*, CEO, ITO (Coopérative d'achats des agriculteurs néerlandais)

**COMMUNICATION AWARDS CEREMONY FOR DISTRIBUTION/TRANSPORT POSTERS**

10:45-11:30

**AND INAUGURATION OF EXPOGAZ BY GEORGES BOUCHARD, CHAIRMAN OF THE FRENCH GAS ASSOCIATION**

● **Workshop 1**

11:30-12:45

### THE MARKET OPENING AND INFORMATION TECHNOLOGIES

With market liberalisation comes the need for appropriate information systems that are available to all gas players involved, in a non-discriminatory manner. How can information systems be developed so that they match user requirements? With regard to the final stage of market opening which will affect several million customers, how can this issue be overcome, considering the large amount of data to be processed? Who will decide on or pay for subsequent IS adjustments as stakeholder needs evolve further?

Moderated by ► Marc Blanchard, Président du groupe de coordination des technologies de l'information, AFG

● **Workshop 2**

11:30-12:45

### INNOVATIVE GAS SUPPLIES

New energy supplies are emerging gradually, as the gas market opens up to competition. How are the combination offers designed, with gas, electricity, renewable energies and energy services? What does the High Environmental Quality label add? What are the marketing strategies implemented?

Moderated by ► Guy Chautard, Directeur, Association Haute Qualité Environnementale

● **Workshop 3** FR > EN

11:30-12:45

### SUPPLY AND GAS DEMAND FORECASTS

Which gas scenario should be selected for 2030 with regard to the supply and demand issue? What energy mix is to be expected by that time? Will natural gas be available in sufficient quantities? Will there be radical changes, or a gradual shift in demand? How will changing prices and developments in energy demand management programmes affect the market? What role will the Central European countries play in energy use in Europe by that time?

Moderated by ► Régis Halgand, Chef de service marchés, Direction de la stratégie, Gaz de France, Membre de la commission économie gazière, AFG

**LUNCH SPONSORED BY GAZ DE FRANCE**

12:45-14:30

## Afternoon

**KEYNOTE SPEAKER: MICHÈLE PAPPALARDO,**  
**CHAIRPERSON OF THE FRENCH ENVIRONMENT AND ENERGY MANAGEMENT AGENCY**

14:30-15:00

● **Round Table 2** FR > EN

15:00-16:00

### ENERGY SAVINGS: WHAT TYPE OF ACTIONS?

Potential energy savings are often put forward to justify demand side management actions. What type of potential substitutes could be envisaged and savings obtained among the various possible solutions such as replacement of oil-fired by gas boilers? Which tools are being implemented, what services made available for the benefit of energy consumers? What is the optimal mix between regulatory measures and market instruments to reach these energy saving targets? What the costs are generated by such measures set against expected results? And how can citizens be made aware of energy saving actions?

Moderated by ► Jean-Paul Gourlia, Directeur sécurité et environnement, Direction Gaz & Electricité, Total, Vice-Président du groupe de coordination environnement, AFG

Debate with the participation of

- Pauline Richard, Responsable optimisation énergétique, Primagaz
- Jean-Claude Boncorps, Vice-Président, FG3E
- Robin Smith, Professeur à l'université de Manchester
- Jean-Christophe Visier, Chef du département développement durable, CSTB

**KEYNOTE SPEAKER: BERTRAND COLLOMB, CEO OF LAFARGE**

16:00-16:30

### BREAK

16:30-16:45

● **Workshop 4**

16:45-18:00

### ENERGY SAVINGS: REGULATION, INCENTIVE MEASURES AND CONSUMERS' BEHAVIOUR

Regulations on energy efficiency are constantly changing in both sectors. What are the most significant existing rules or under preparation? What is the gas industry's position towards this regulatory framework? Should more specific additional regulatory measures be implemented to achieve the CO<sub>2</sub>-emission reduction objectives? How can awareness be raised amongst consumers? What are the contributions from building sector or energy services industry for instance?

Moderated by ► Patrick Arnaud, Directeur de programme bâtiment développement durable, Gaz de France, Président de la commission métiers de l'aval, AFG

● **Workshop 5** FR > EN

16:45-18:00

### HUBS & TRADING

What are the most active gas hubs in Europe? What can be said about their liquidity, operating mode and products offered? What are the possible uses for them: managing supply portfolios, responding to modulation requirements, or arbitrating prices? How are prices determined on the hubs and how do they affect market balances? What is the foreseeable development of trading activities on the hub, taking into account the development of gas interconnections and LNG volumes?

Moderated by ► Armand Khayat, Chargé d'affaires stratégie, Direction Gaz & Electricité, Total

● **Workshop 6**

16:45-18:00

### TRAINING AND HUMAN RESOURCES

Mergers and acquisitions, the growing internationalisation of gas operators and their diversification strategies on multi-energy offers are all features of today's energy landscape. In the face of such changes, how should the gas sector adjust its worker training policy so as to create a positive leverage effect for companies working in an environment that is multi-cultural, globalised and highly competitive? What are the required core businesses and skills? What "training" policies do the companies need to implement? Is it wise to maintain dedicated infra-company training programmes? What roles should outside organisations play and what partnerships should be developed with the academic world?

Moderated by ► Gilbert Frade, Président de la commission formation, AFG

# > Wednesday, September 12<sup>th</sup>



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SPEAKERS

Moderated by Jacques Lenoir, journalist

THE EUROPEAN FORUM GAS 2007 WILL TAKE PLACE IN THE SAME PREMISES IN PARALLEL TO THE GAS CONFERENCE, PARIS 2007 SEPTEMBER 12<sup>TH</sup> AND 13<sup>TH</sup> (FOR MORE INFORMATION : [WWW.EFG2007.COM](http://WWW.EFG2007.COM))

## Morning

**OPENING BY GEORGES BOUCHARD, CHAIRMAN OF THE FRENCH GAS ASSOCIATION**

9:00-9:15

**KEYNOTE SPEAKER: JEAN-FRANÇOIS CIRELLI, CEO OF GAZ DE FRANCE**

9:15-9:45

### ● Round Table 3 **FR > EN**

9:45-10:45

#### SECURITY OF SUPPLY

Geopolitical risks, the prospect of marked growth in world gas consumption, harsh competition between leading market places to access gas resources have pressure on gas prices. What lessons can we learn from recent trends in energy pricing and what possible scenarios might be facing the gas share in satisfying future energy needs?

Debate with the participation of

- ▶ Jean-Marie Dauger, Directeur général délégué, Gaz de France
- ▶ Jean-Jacques Guillet, Député
- ▶ Noé Van Hulst, Directeur du bureau de coopération à long terme et d'analyse des politiques, AIE
- ▶ Alexandre I. Medvedev\*, Vice-Président, Gazprom
- ▶ Chawki Mohamed Rahal\*, Vice-Président commercialisation, Sonatrach

**BREAK**

10:45-11:00

**KEYNOTE SPEAKER: PIERRE GADONNEIX, CEO OF EDF**

11:00-11:30

### ● Round Table 4 **FR > EN**

11:30-12:30

#### STRATEGY OF EUROPEAN ENERGY COMPANIES

Following a period of respite, merging and concentration in the energy sector is in the news again. How far will this dynamic impetus go? What will the future European energy landscape be like? Will it comprise large energy groups, medium-size firms and smaller companies, operating in some of the active niches as is the case now, or will it essentially be made up of large-size, multi-energy groups and producers selling their gas directly to end customers? What are the views and vision of these various stakeholders on security of supply? What types of synergy are likely as to size and/or multi-energy supplies?

Debate with the participation of

- ▶ Anne-Sophie Corbeau, Directeur associé, Cera
- ▶ Stéphane Brimont, Directeur de la stratégie, Gaz de France
- ▶ Marcel Kramer, CEO, N.V. Nederlandse Gasunie
- ▶ Philippe Sauquet, Directeur énergies renouvelables, stratégie, ressources humaines et communication, Direction Gaz et Électricité, Total
- ▶ Dominique Venet, Directeur gaz, EDF

**KEYNOTE SPEAKER: PHILIPPE BOISSEAU, GAS & ELECTRICITY MANAGING DIRECTOR, TOTAL**

12:30-13:00

**LUNCH SPONSORED BY TOTAL**

13:00-15:00

## Afternoon

● Workshop 7 EFG FR > EN

14:45-16:15

### GAS R&D CHALLENGES

Gas research is both diverse and little-known. How should it be organised and funded so as to maintain the gas industry's dynamic? What contributions can be expected in areas such as:

- protecting natural gas transport and distribution infrastructures, detecting gas blends and assessing risks,
- reducing CO<sub>2</sub> emissions using technical processes with low emission levels and CO<sub>2</sub> capture,
- making the transition toward a hydrogen oriented economy.

Moderated by ▶ Marc Florette, Directeur, Direction de la recherche, Gaz de France

● Workshop 8

15:00-16:15

### SUSTAINABLE DEVELOPMENT: THE CONTRIBUTION OF THE GAS TECHNOLOGY

How will the gas technology contribute in the short and medium term to the demand side management in the residential, tertiary and industry markets? What are the most effective applications in gas technology today and what are the potential energy savings by market?

Moderated by ▶ Daniel Cappe, Vice-Président, Association Technique Energie Environnement (ATEE)

● Workshop 9

15:00-16:15

### THE STRATEGY OF NEW ENTRANTS

Who are the new entrants on the French market and what segments are they targeting? How do they source gas? What are the issues they face and how do they overcome the obstacle of continued price regulation?

Moderated by ▶ Patrick de Beaurepaire, Délégué général, FG3E

### BREAK

16:15-16:30

### KEYNOTE SPEAKER: ANDRIS PIEBALGS,

### COMMISSIONER FOR ENERGY, EUROPEAN COMMISSION EFG

16:30-17:00

● Round Table 5 EFG FR > EN

17:00-18:00

### TOWARDS A EUROPEAN GAS POLICY?

The need for a European energy policy has been widely recognized. However, some Member States have had a tendency to give preference to national interests against common obligations. Under these conditions, what is the room manoeuvre for the European Union in defending its common interest? Which operational instruments can be used in the absence of any real common energy policy? What would a consistent European policy be like? And how would it possibly work against national objectives? Will the European Commission proposal presented in January 2007 remedy the current situation?

Debate with the participation of

- ▶ Willy Bosmans, Président, Eurogas
- ▶ Pierre-Franck Chevet, Directeur Général, DGEMP, Ministère de l'Economie, des Finances et de l'Industrie
- ▶ Pr. Klaus Homann, Directeur, RWE Transport-netz Gas GmbH et Président DVGW, représentant de Marcogaz
- ▶ André Mernier, Secrétaire général, Secrétariat de la Charte de l'énergie
- ▶ Claude Turmès, Député, Parlement européen

### KEYNOTE SPEAKER: PHILIPPE DE LADoucETTE,

### CHAIRMAN OF THE FRENCH REGULATORY COMMISSION FOR ENERGY

18:00-18:30

### CLOSING SPEECH BY THE DELEGATE MINISTER FOR ENERGY

18:30-19:00

# > Thursday, September 13<sup>th</sup>



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SPEAKERS

Moderated by Jacques Lenoir, journalist

## Morning

**OPENING BY GEORGES BOUCHARD, CHAIRMAN OF THE FRENCH GAS ASSOCIATION  
AND COMMUNICATION AWARDS CEREMONY FOR GAS UTILISATION POSTERS**

9:00-9:15

**KEYNOTE SPEAKER: GERHARD SCHRÖDER, FORMER CHANCELLOR OF THE FEDERAL REPUBLIC  
OF GERMANY, CHAIRMAN OF THE SHAREHOLDERS' COMMITTEE, NORD STREAM AG**

9:15-9:45

### Round Table 6 FR > EN

9:45-10:45

#### DEVELOPMENT OF THE GAS SERVICE AREA

France's gas needs are not yet fully served. How can we best satisfy the local communities' needs in terms of gas supply development? What legal adjustments will be required to give local communities the opportunity to take an active part in these developments: participation in financing of gas infrastructures, or launching tenders for gas concessions for instance? Given the low level of consumption in municipalities what solutions could be conceived faced with this obstacle? What could be the future role of infrastructure companies in grid development? Could LPG take over as a stopgap pending its replacement by natural gas? And under what conditions?

Debate with the participation of

- ▶ Sylvie Gallois, Directeur commercial et marketing, Butagaz
- ▶ Florence Tordjman, Sous-Directrice du gaz et de la distribution des énergies fossiles, DGEMP, MINEFI
- ▶ Jean Lemaistre, Directeur délégation stratégie, finances et régulation, Gaz de France Réseau Distribution
- ▶ Pierre Roehri, Président, Spegn

**COFFEE-BREAK SPONSORED BY ALTERGAZ**

10:45-11:15

**KEYNOTE SPEAKER: JONATHAN STERN, OXFORD INSTITUTE FOR ENERGY STUDIES**

11:15-11:45

### Round Table 7 FR > EN

11:45-12:45

#### IS THERE A NEED FOR A COMMON REGULATOR IN EUROPE?

Gas and electricity markets are regulated by the national authorities which co-ordinate their operations through the European Regulators Group for Electricity and Gas – ERGEG. Some voices had been raised to demand that a European regulating body be set up. Why? How could the two levels of regulation work efficiently? Should the national regulation level be given a lower profile so as to avoid inconsistencies between the two regulating levels? Or should more power be granted to ERGEG while keeping national regulators on?

Debate with the participation of

- ▶ Ana Arana-Antelo\*, Head of gas and electricity unit, DG Tren, Commission Européenne
- ▶ Anne Lenfant\*, Directrice affaires européennes, Autorité de Régulation des Communications Electroniques et des Postes (ARCEP)
- ▶ Dominique Jamme, Directeur des infrastructures et des réseaux de gaz, Commission de Régulation de l'Energie
- ▶ Hans Ten Berge\*, Secrétaire Général, Eurelectric

**LUNCH SPONSORED BY EDF**

12:45-14:15

## Afternoon

### Workshop 10

14:15-15:30

#### SAFETY REGULATION OF THE GAS SECTOR

The wide range of regulations regarding gas safety, as well as the standards relating to them, are sometimes redundant and cumbersome to implement. They cover fields as varied as preventing technological risk, heating regulations or the safety of indoor equipment, etc. How have companies in the sector organised themselves to apply the said regulations? How is this impacting gas prices?

Moderated by ► Pierre-Jean Flamand, Délégué expertise gaz, EDF Gaz de France Distribution, Président de la commission distribution, AFG

### Workshop 11 **FR > EN**

14:15-15:30

#### SETTING UP AND FINANCING OF PROJECTS SUCH AS NEGP, NABUCCO

As gas markets in Europe open up to competition, this has brought profound changes in the gas sector's institutional framework, well beyond the European Union's borders. In addition to the traditional industrial risks, there are market risks or regulatory risks. How has the gas industry organised to deal with this? How are funding packages designed to make major infrastructure projects a reality? What kinds of guarantees do financial institutions demand?

Moderated by ► Pierre Chambon, Responsable financements structurés, Direction financière, Gaz de France

### Workshop 12

14:15-15:30

#### INTEROPERABILITY OF GAS NETWORKS WITHIN THE EU

What areas does the interoperability work entrusted to EASEE-gas? What progress has been made up to now regarding the specifications on gas quality? What about the rules implemented in the European Union to manage physical flows, the secondary capacity or balancing markets? What are the barriers to this and how can they be overcome? Who will fund the implementation of the recommended measures? Should producers also have to comply with the specifications impressed on the other gas players?

Moderated by ► Anita Crombé, Directrice adjointe au CAMG, GRTgaz

### BREAK

15:30-15:45

### Workshop 13

15:45-17:00

#### STORAGE IN EUROPE

Storage is probably one of the key factors out of all the existing modulation tools. How is the storage issue experienced in Europe, given the increasing uncertainties affecting gas demand and gas prices? What policies have storage operators adopted? To what extent can storage amortise the volatility of gas prices or enable market players to take full advantage of the said volatility?

Moderated by ► Jean-Michel Cabanès, Directeur stratégie, finance, commerciale, Direction des grandes infrastructures, Gaz de France

### Workshop 14 **FR > EN**

15:45-17:00

#### EUROPEAN GAS INTERCONNECTIONS

Which gas transport infrastructure projects have a reasonable chance of becoming reality? What are the economic and geopolitical considerations influencing the decision-making process? What parameters are taken into account when arbitrating between gas transport alternatives? Who controls the infrastructures?

Moderated by ► Sylvie Cornot-Gandolphe, Conseillère du Président en matière énergétique, ATIC Services

### Workshop 15 **FR > EN**

15:45-17:00

#### LNG

The LNG industry has entered a new stage in its development, one that is faster and more complex. The time factor, huge investments and uncertainties regarding the growth of demand are some of the factors determining its development. How will the emergence of "international prices" influence this? What supply-demand balance appears likely between now and 2015? What part might LNG play in managing modulation? How will environmental requirements impact LNG infrastructures?

Moderated by ► Marie-Françoise Chabreliè, Secrétaire générale, Cedigaz, Présidente de la sous - commission statistiques, AFG



# General information

## CONFERENCE SECRETARIAT

The secretariat will be open from Tuesday September 11<sup>th</sup> 2007, 8:00 am to 6:30 pm, throughout the Conference.

## REGISTRATION DETAILS

Participants are requested to complete the form attached to the brochure and return it by post to: **AFG - 62 rue de Courcelles - 75008 Paris**, at the latest by September 7<sup>th</sup> 2007. After this date, the registration will be directly taken at the Paris Convention Center during the Conference. All payments must be made in euros, no foreign currency can be accepted. Payment can be made by cheque payable to **"AFG - CONGRÈS"** or by bank transfer net of fees in accordance with the instructions given in the registration form.

**NEW ▶ This year, you may also apply, register and pay directly on line on our internet site: [www.congresdu-gaz.fr](http://www.congresdu-gaz.fr).**

Whether your application is made by post or via the internet, on receipt of payment and registration form, a confirmation and receipt for the payment will be sent to each participant. Participants must present the receipt when registering to be allowed into the Conference rooms and receive conference materials. Access to the conferences will be provided only to participants having paid their registration fees.

## CANCELLATION

Any cancellation to the Conference registration must be notified to the AFG by letter or by fax (n° 00 33 (0) 1 44 01 87 10). The registration fees paid can be returned only if the cancellation is received before August 31<sup>st</sup> 2007 and after deduction of expenses already incurred (a lump sum of 60 euros VAT included). Refunding will be made after the Conference.

## CONFERENCE LANGUAGES

Simultaneous translation (French / English and English / French) will be provided at all the round tables. Workshops with translation will be indicated in the programme.

**For additional information, please contact :**

### AFG

62, rue de Courcelles, 75008 Paris  
Telephone : 00 33 (0) 1 44 01 87 11  
Fax : 00 33 (0) 1 44 01 87 10  
E-mail : [congres@afgaz.fr](mailto:congres@afgaz.fr)

### Important :

Registrations can be accepted only if sent with payment and questionnaire at the back of the registration form duly filled in

## BADGES

Badges must be worn within the Conference area, both during the sessions and receptions. They will be supplied at registration.

## FINAL PROGRAMME

The Conference final programme will be given to all participants upon registration. The AFG reserves the right to change the programme.

## PASSPORT AND VISAS

Depending on the country of origin, an identity card or passport (checking period of validity) is required to enter in France. A visa will be required in some cases. Participants are recommended to check beforehand with the local French embassy or consular authorities or with their travel agents.

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OF THE EUROPEAN NATURAL GAS

The EFG co-organizer, with AFG

### ● International partners

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### Your exhibitions

You need to set up an event or organize a meeting during the Conference?  
Please contact Amélie Herrault (+33 (0) 1 44 01 87 06 or [amelie.herrault@afgaz.fr](mailto:amelie.herrault@afgaz.fr)).

**afg** 

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