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ABEMI

IADC Brazil Chapter

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GULF QUEST

World Oil
### Program & Agenda

#### Wednesday, 20 February, 2019

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<td>• Claudio Makarovsky, Head of Oil &amp; Gas, Siemens Ltda., President, ABESPetro</td>
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<td>• Ibsen Flores Lima, President Director, Pré-Sal Petróleo S.A. - PPSA, Production Sharing Contracts</td>
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<td>• Philippe Blanchard, Managing Director, Total E&amp;P do Brasil</td>
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<td>• Ricardo Toneto de Melo, Subsea Manager - Libra Project, Petrobras</td>
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<td>• Tanguy COSMAO, Carcará Project Director, Equinor, Carcará, a New Pre-Salt Development in Santos Basin</td>
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<td>Leveraging the Brazilian Market for Export Opportunities</td>
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<td>• Flavio Piccio, Managing Director, Saipem do Brasil, A Perspective of EPCI Projects in Brazil</td>
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<td>• Paulo Veronesi, President, McDermott Brasil, EPCI Project Execution in the Digital Era with Gemini XD</td>
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<td>• Keynote Speaker: Décio Fabrício Oddone da Costa, Executive Director, ANP, Licensing – Five-Year Plan</td>
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<td>• Carlos Maurício Maia Ribeiro, Partner, Vieira Rezende Advogados, Brazilian Environmental Law as Applied to the Oil &amp; Gas Licensing Procedures</td>
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<td>• Júlio Chamarelli de Cepédia, Partner - International Tax, Tax Deal Advisory (M&amp;A) and Transfer Pricing, Rio de Janeiro, KPMG, Repetro &amp; Tax Issues Such as Withholding Tax and the Impact on the Nationalization of Overseas Equipment</td>
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### Program & Agenda

**Thursday, 21 February, 2019**

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<td>• Felice Mimmi, Project Manager, Consultancy - Genesis South America, <strong>Genesis Oil &amp; Gas Brasil Engenharia Ltda</strong>, Decommissioning and Late Life Strategy</td>
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<td>• Ricardo da Silva Frazão, Brazil Commercial Director, <strong>Oceaneering Brasil</strong>, Mechanical and Hydraulic Intervention and Hydrate Remediation</td>
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<td>• Ali Hage, Partner, <strong>Veirano Advogados</strong>, Challenges and Opportunities for Late Life Assets: Regulatory and Transactional Perspectives</td>
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<td>• João Humberto Guandalini Batista, Business Development Manager, <strong>4Subsea</strong>, Global Digitalization &amp; Solutions Complying with New ANP Regulations</td>
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<td>• Augusto Borella Hougaz, General Manager for Digital Transformation, <strong>Petrobras</strong>, Petrobras: Digital Transformation Journey</td>
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<td>• Soichi Ide, Vice President, LATAM and Ghana Operation, <strong>MODEC do Brasil</strong>, Digitalization; An Enabler of Evolution</td>
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Steering & Program Committee

Alejandro Duran, General Manager
Baker Hughes

* Denotes Program Committee Member

Ricardo Chagas, Director – President Latin America
Edison Chouest Offshore

Ricardo Chagas has nearly 32 years of experience in the offshore oil and gas industry. He served as Director at Tidewater during 5 years in Brazil and Mexico and was the former of Oceaneering ROV and OIE division, also in Brazil.

Mr. Chagas currently serves as Latin America Director of Edison Chouest Offshore for Latin America since 2004, based out of Houston, he received his degree in Industrial Mechanics Engineering in 1983, his MBP (Master degree in Oil and Gas) in 2001 at Coppe-UFRJ and his MBA in Business Administration from FGV in 2003.

Paulo Veronesi, President
McDermott Brasil

Oil and Gas executive with more than 25 years experience in the industry. General management of P&L and operations, strategy, business development, engineering and manufacturing.

Ricardo da Silva Frazão, Brazil Commercial Director
Oceaneering Brasil

Graduated as an Electrician Engineering at Federal University Fluminense in 1987 he has been working for companies as Siemens, Ultratec, GE, MPE and MFX.

Ricardo Frazão joined Oceaneering in 2013 as Project Group Manager. In 2014 assumes as a Commercial Manager all Brazil Umbilicals Business. In 2017 as Commercial Director is in charge of all Oceaneering Business in Brazil. He has also a degree for MBA in Marketing from Fundação Getulio Vargas.

Jorge Mitidieri, Director Superintendent
Ocyan

Graduated as a Chemical Engineering at Federal University of Rio de Janeiro in 1982 he has worked for Brazilian companies as Natron Consultoria e Projetos, Jaraguá, IESA Oil & Gas and Odebrecht group.

Mr. Mitidieri joined Odebrecht Organization in 1997 as Project Manager of Construtora Norberto Odebrecht (CNO) responsible for EPC contracts for industrial projects and started working in the offshore market in 2000.

In 2007, he become VP in CNO and after Ocyan (formerly Odebrecht Oil & Gas) where he is still working as VP for Integrated Services, responsible for Production Units, Subsea and Offshore maintenance.

PMP from Project Management Institute since 2003 he has also a degree for MBA in Petroleum Business from Fundação Getulio Vargas and since 2015 is Alumni at London Business School with an Executive and Finance Seminar.

Jorge is 59 years old, married since 1984 and father of two adults. He loves sports and practice regularly cycling (having completed by bike the Camino of Compostela in September this year), Gym and Pilates. He is a great fan of Fluminense Football Club in Rio de Janeiro.

Cesar Cunha de Souza, Director General
Petrobras
Nelson Queiroz Tanure, CEO
PetroRio

Nelson is the Chief Executive Officer (CEO) at PetroRio since May 2018. Joined the company in 2014 and actively participated in the restructuring process. PetroRio is today the main independent oil & gas company in Latin America and we have an ambitious vision to transform the company into one of the most admired in Brazil.

Born in Rio de Janeiro, holds a bachelor’s degree in economics from Boston College/IBMEC. Previously worked for Docas Investimentos, having participated in several restructuring projects, turnarounds and M&A’s in different sectors such as telecommunications, infrastructure and financial services.

Paul Hillegeist, President & COO | Director
Quest Offshore | GulfQuest

Paul Hillegeist is an entrepreneur and thought-leader with expertise in the offshore energy industry, developed during his successful 29-year career in the field. Paul began as a market strategist, working for two major companies before launching his own business, Quest Offshore Resources, Inc., with two partners in 1999.

While serving as President and COO of Quest Offshore, Paul developed and was a partner in several start-up entities related to the business. In 2016, he successfully sold Quest’s Data & Subscription division to Verisk Analytics, VRSK (NASDAQ). Most recently, he co-founded Quest Floating Wind Energy, an innovative start-up delivering market insight, predictive analytics and supply chain insight. Throughout his career he has worked closely with C-Suite leaders of major client companies developing strategic relationships and building collaborative growth initiatives. Specifically, these include upstream energy-focused International Oil Companies, National Oil Companies, Independent producers, tier-one supply chain, industrial conglomerates, sell-side and buy-side global financial firms, institutional investors, renewables developers and mid-stream transportation companies.

Paul holds a Bachelor of Arts degree in Economics from The University of Texas at Austin. In his free time, Paul enjoys Longhorn Football games and spending time with his family and golden retrievers in the Texas Hill Country boating, fishing and hunting.

Lauro Puppim, Director of Subsea Business Development
Saipem do Brasil

Lauro Puppim graduated in Mechanical Engineering from UFES – Universidade Federal do Espírito Santo - and holds an MBA in Project Management from FIA-USP.

He began his career at Petrobras, where he worked for more than 30 years in the subsea area, and held the positions of project manager for subsea production systems, then manager IRM activities and later responsible for engineering, specification, installation and maintenance of submarine equipment.

He joined Saipem initially as Subsea Equipment Manager and currently is responsible for Subsea Business Development.

Mario Faria, Managing Director - Brazil
Schlumberger

Claudio Makarovsky, Head of Oil & Gas / President
Siemens / ABESPetro

Claudio Makarovsky has Bachelor Degree in Chemical Engineering and MBA in Corporate Finance by FGV- Babson College. Is Head of Oil & Gas Sales at Siemens Brazil and President of ABESPetro.

Paulo Cesar Martins, Vice President Sales & Marketing
Subsea 7

Paulo Cesar Martins has more than 30 years of experience in the Oil & Gas Industry. Graduated in Mechanical Engineering by Catholic University of Rio de Janeiro (PUC), with specialization in Subsea Engineering, Master degree in Business Administration by COPPEAD-UFRJ, and training at Cranfield University - School of Management.

Paulo is Sales & Marketing VP for Subsea 7, responsible for Brazil Region, which includes South America. He is also member of ABESPetro’s Board of Former Presidents.
José Mauro Ferreira, Vice President Commercial & Marketing
TechnipFMC
José Mauro started his career in 1982, as an intern at FMC Technologies Brasil (at that time CBV Mechanic Industry). Since then, he has assumed many job functions as field engineer, plant manager, and commercial manager. In 2017, after FMC Technologies and Technip combine to become TechnipFMC, José Mauro was appointed as Vice President Commercial – South America. He has been working in the Oil & Gas industry in the segment of providing equipment and services to onshore and subsea field development. José Mauro is graduated in Mechanical Engineer from Fluminense Federal University (UFF/RJ) with MBA in COPPEAD Federal University of Rio de Janeiro. He contributes with his experience participating in Industry discussions through Associations such as ABESPETRO (Director) and IBP.

Timothy Barr, Country Manager - Director
Wood
Timothy Barr has been the Manager of Wood Operations Services in Brazil since 2013. Prior to joining Wood, Timothy occupied numerous management roles in Schlumberger and M-I SWACO, most recently as area personnel manager for M-I SWACO in South America and prior that as the Vice President for M-I SWACO Operations in North Latin America including Venezuela, Trinidad and Tobago, Colombia and Ecuador. Timothy is an honor graduate of Reading University in England where he studied Chemistry and Geology before joining the Oil Industry in 1980.

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Andreas Grossmann, Global BD & Technology Manager – MLT
Halliburton
Andreas Grossmann has over 25 years industry experience with the last 12 years spent in Multilateral Technology (MLT). He is a Global BD and Technology Manager for Halliburton’s Advanced Completions product line. Previously, he worked as the Strategic Business Manager as well as the Global Operations and Product Manager for the MLT product line. Before that Mr. Grossmann held various technical and managerial positions in the oil & gas industry. Including as a Country Manager for Cameron in the Caspian. He holds a degree in well drilling technology from the University of Texas at Austin and a Master of Business Administration from The University of Chicago.

Felipe Mimmi, Project Manager, Consultancy – Genesis South America
Genesis Oil & Gas Brasil Engenharia Ltda.
Felipe has over 10 years of experience in the oil, gas and energy industry. Felipe joined Genesis Oil & Gas in 2013 and is currently the responsible for the Consultancy Team in Genesis Brazil, which provide “Front -End” field development planning for new & brown field, Late Life & Decommissioning Consulting and Environmental Services for the Oil & Gas sector.
Born in Brazil, Felipe is a Mechanical Engineer from the University of Santa Catarina. He worked for two years at Transocean in Brazil as a Subsea Engineer before joining Genesis.

Tanguy COSMAO, Carcará Project Director
Equinor Brasil
International executive manager in the oil & gas industry with proven track record in operation, project management (acquisition, capex or opex), and business development in Europe, Asia, Africa and Middle East.
Strong negotiation skills with flexibility to deal with both government agencies, strategic partners, international and national oil & gas companies. Ability to manage and motivate cross cultural companies in difficult environment.
28 years’ experience and holistic understanding of the upstream industry drivers from contracting industry, service industry to IOC/NOC Companies point of views:
• Statoil (now Equinor) from September 2006 (13 years)
• Bureau Veritas January 2005 to September 2006 (2 years)
• Saipem from March 1989 to December 2004 (15 years) incl. take-over of Bouygues Offshore in 2002

João Humberto Guandalini Batista, Business Development Manager 4Subsea
João Batista is currently Business Development Manager for 4Subsea. He is a mechanical engineer from Universidade Federal de Santa Catarina and has a MBA in Business Management from FGV. João started his career in the field as Subsea Engineer at Transocean, Subsea Controls Module Engineer at Vetco/GE and then, several commercial and contract management positions in companies like Cameron, OneSubsea/ Schlumberger and Helix.

Décio Fabricio Oddone da Costa, Director-General
Agência Nacional do Petróleo, Gás Natural e Biocombustíveis - ANP
Décio Fabricio Oddone da Costa has graduated in Chemical Engineering from Universidade Federal do Rio Grande do Sul and has studied in the USA and Europe. He worked on the execution and management of several Oil & Gas projects from the Technical-Economic Feasibility Study to the Engineering, Construction, Installation, Integrity Management, Life Extension, Late Life Operation, Decommissioning, Abandonment and Restoration.

Adriano Bastos, Brazil President
BP Energy
Born in Niterói, Brazil and attended the University Federal Fluminense at his hometown and graduated with a B.S. degree in electrical engineering in 1986. After serving for two years at Engineering Corps, he resigned from the Brazilian Navy to join Halliburton 1988 and then moved Schlumberger Oilfield Services sector at end of 1989. At Schlumberger Oilfield Services, held several assignments in: Norway, Denmark, France, Scotland, England, Russia, Nigeria, Angola, Venezuela, USA, Vietnam, Middle East, Argentina and Brazil. Also held various positions from field engineer at the front end of the service delivery to management roles in multi-cultural and diverse geographical locations. I had the opportunity to work and to hold leadership position on all Schlumberger businesses lines, with two assignments in a Support Functions: one as global technical quality manager for WCP Group (Testing, Completion and Artificial Lift) and another as M&A leader and Integration Manager for the Smith International and Geoservices acquisition. After 23 years in Schlumberger, joined GE Oil & Gas in June 2013 as Brazil Director for GE Oil & Gas, based in Rio de Janeiro Brazil, leading GE Oil & Gas Operations and covering all business of GE with Petrobras, Oil & Gas and non-Oil & Gas P&Ls. In May 2017, joined BP as Brazil President for Exploration & Production.
Served as Director for ABESPETRO (Associaae Brasileira da Empressas Prestadoras de Servico de Petroleo) e AMCHAM-RJ (American Chamber of Commerce do Rio de Janeiro)
My passions outside my professional life are: Sailing; Cruising, Diving, Surfing, Hiking, Trekking, Road Bikes and Golf. As a recreation activities, tend to spend time as an amateur carpenter and motorbike mechanic.

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Born in Italy, Felipe is graduated in Civil Engineering, with a master degree in Structures, for the Politecnico of Milan and he attended an Executive Master in Business and Project Management with a focus on the Energy/O&G industry at the Fundação Dom Cabral business school. He worked directly for a number of operators, including Petrobras, Statoil, Shell, Repsol, SBM Offshore, and in several countries through the Americas and Europe. He worked on the execution and management of several Oil & Gas projects from the Technical-Economic Feasibility Study to the Engineering, Construction, Installation, Integrity Management, Life Extension, Late Life Operation, Decommissioning, Abandonment and Restoration.

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Júlio Chamarelli de Cepêda, Partner - International Tax, Tax Deal Advisory (M&A) and Transfer Pricing, Rio de Janeiro
KPMG
Bachelor in Economic Sciences / Pontifical Catholic University (PUC) of Rio de Janeiro.
Júlio is a member of the International Tax, Tax Deal Advisory (M&A) and Transfer Pricing area of the KPMG office in Rio de Janeiro. He has 19 years of experience in tax advisory services to domestic and foreign clients, including complex corporate reorganizations in various branches of industry, tax planning, structuring for business acquisition and sale, tax and labor due diligence, transfer pricing, as well as other tax-related advisory services.

As a member of the International Tax, Tax Deal Advisory (M&A) and Transfer Pricing area, Júlio is responsible for advising foreign clients starting operations in Brazil, either through acquisition of existing companies or through organic growth. He is also responsible for assisting companies in activity regarding their fiscal strategy, transfer pricing as well as providing tax advice to domestic and international clients.

Julio has experience in several branches of industry, including energy and natural resources (e.g. Oil and Gas, Electric Power - generation, distribution and transmission - and renewable energy) and infrastructure. At KPMG, its projects are directly focused on tax planning, tax strategies for foreign groups, corporate reorganizations and tax advice for domestic and foreign clients.

Paulo Guilherme Coimbra, Partner, M&A and Valuation Advisor
KPMG Corporate Finance
Paulo has a strong experience in advising clients throughout M&A transactions, and throughout valuation services. During his 15 years of Corporate Finance experience, he has participated in a wide range of activities, including: financial advisory to clients in mergers and acquisitions, privatizations and offerings. He has provided deal management and valuation services on numerous cross-border transactions for both domestic/international and financial/strategic buyers in large and complex deals.

Before joining KPMG in Brazil he worked at Açúcar Guarani (prominent sugar and ethanol company in Brazil) and was CFO at Cimentos Liz (major cement group in Brazil).

Paulo Veronesi, President
McDermott Brasil
Oil and Gas executive with more than 25 years experience in the industry. General management of P&L and operations, strategy, business development, engineering and manufacturing.

Marcio Felix, Secretary of Oil, Gas and Biofuels
Ministry of Mines and Energy, Brazil
Electronic Engineer (University of Brasilia) and Petroleum Engineer (Petrobras University), Marcio holds an MBA in Business Development (Federal University of Rio de Janeiro) and a course on Management of Partnerships and Strategic Alliances (European Institute of Business Administration - Insead). He has a long and consistent experience in the Energy Sector especially in the oil and gas industry. He worked in the former Flopetrol-Schlumberger (1981/1982) as a well testing engineer. Since 1983 he has worked with Petrobras, starting as an oilfield engineer and then several management positions in the Exploration and Production Division, such as: General Manager of the E&P Operations Unit of Espirito Santo, General Manager for New Ventures, and Executive Manager of International Technical Support in Petrobras overseas operations. He was Secretary for Economic Development of the State of Espirito Santo, Brazil, from 2010 to 2012. Secretary of Oil, Gas and Biofuels from July 2016 to March 2018 and again since January 2019. From April to December, 2018 he was the Brazilian Deputy Minister of Mines and Energy.

Soichi Ide, Vice President, LATAM and Ghana Operation
MODEC do Brasil
Ide is the Vice President of MODEC Serviços de Petróleo do Brasil Ltda, a group of MODEC (Headquarter in Japan) in offshore oil and gas production service sector. He holds a bachelor of mechanical engineering from University of Tokyo and has 23 years professional experience. He started the initial carrier for 2 years in mechanical engineering and design in automotive sector then spent majority of his time for project management. Since joined MODEC in 2000, he assumed project management for 15 years to deliver FPSO (Floating Production, Storage and Offloading unit) to serve oil and gas production service for oil and gas field operators. From 2015, he took the role of Vice President of Operation in Brazil where MODEC holds 10 FPSO facilities to charter and operate. MODEC contributes to deliver around 20% of all Brazil oil production, or around the half of gigantic pre-salt reservoirs in Brazil. He has also assumed the role of Chief Transformation Officer (CTO) to lead deep/wide financial and sustainable transformation at MODEC do Brazil with consultancy firm.

From 2017, he extended his role into Ghana to extend, synergize, adapt, and further elaborate Brazil experience, methodology, and deliverables into Ghanaian operation where MODEC operates two FPSOs. As a matter of continuation of transformation journey, he is currently leading digital transformation in operation as well as working as advisor for global digital strategy.
Getulio Vargas.

Ricardo da Silva Frazão, Brazil Commercial Director
Oceaneering Brasil
Getulio Vargas.

Ricardo da Silva Frazão, Brazil Commercial Director
Oceaneering Brasil
Graduated as an Electrician Engineering at Federal University Fluminense in 1987 he has been working for companies as Siemens, Ultrace, GE, MPE and MFX.

Ricardo Frazão joined Oceaneering in 2013 as Project Group Manager. In 2014 assumes as a Commercial Manager all Brazil Umbilicals Business.

In 2017 as Commercial Director is in charge of all Oceaneering Business in Brazil. He has also a degree for MBA in Marketing from Fundação Getulio Vargas.

Augusto Borella Hougaz, General Manager for Digital Transformation
Petrobras
Mechanical engineer Doctor in Science from University of São Paulo. At Petrobras became Petroleum Engineer. Since April 2018, holds the position of General Manager for Digital Transformation. Previously he occupied different managerial positions as Technical Competencies Manager for Wells and Rigs (2016-2018) and R&D Manager for Well Construction (2013-2016). In his technical career, Borella was Drilling Consultant for pre-salt wells (2011-2012) and worked as Drilling Program Engineer at International Business Area and Santos Basin Operations.

Additionally, he was professor (2009-2010) and course coordinator (2011-2012) of Petroleum Engineering Course at Santos Catholic University.

Ricardo Toneto de Melo, Subsea Manager - Libra Project
Petrobras
Ricardo Toneto de Melo is currently the Subsea Manager for Libra Project in Petrobras.

Prior to this role, he worked in various projects in Petrobras, including deepwater pos-salt and pre-salt projects. Some of these roles include Subsea Systems Engineer, Project Management Practices applied in Subsea, Subsea Project Manager, Subsea Engineering Manager.

Toneto holds a bachelor degree in Mechanical Engineering since 1995. He has three specialist degrees: Subsea Engineering, Planning Engineering and Maintenance Engineering.

He has more than 20 years experience in engineering and project management and has worked for Petrobras for more than 10 years.

Roberta Nobre Damiani Pereira, Procurement Management and Orientation
Petrobras
Roberta Nobre Damiani Pereira is the manager responsible for the implementation of Law 13.303/16 at Petrobras and works at Corporate Affairs Board – Good and Service Procurement area. She holds a degree in Business Administration from UERJ, a MBA in Management of Human Resources from UFF, a MBA in Oil & Gas Business Management from IPB and a MBA in Advanced Business Management from FGV. She has been working at Petrobras for 13 years and has held several management positions in the Procurement area. Before being appointed to the implementation of Law 13.303/16, she held the position of Subsea Procurement Manager.

Nelson Queiroz Tanure, CEO
PetroRio
Nelson is the Chief Executive Officer (CEO) at PetroRio since May 2018. Joined the company in 2014 and actively participated in the restructuring process.

PetroRio is today the main independent oil & gas company in Latin America and we have an ambitious vision to transform the company into one of the most admired in Brazil.

Born in Rio de Janeiro, holds a bachelor’s degree in economics from Boston College/ IBMEC. Previously worked for Docas Investimentos, having participated in several restructuring projects, turnarounds and M&A’s in different sectors such as telecommunications, infrastructure and financial services.

Ibsen Flores Lima, President Director
Pré-Sal Petróleo - PPSA
He holds degrees in Mechanical Engineering from UFRJ (1977), business administration from UFRJ (1989) and an MBA in business management from FGV (2000). He has worked at Petrobras for 37 years with emphasis on production facilities on terrestrial and marine production fields in the Espírito Santo and Campos Basins. He held several management positions, including those of general manager of E&P facilities and production processes at Petrobras’ headquarters from 2010 to 2015.

Paul Hillegeist, President & COO | Director
Quest Offshore | GulfQuest
Paul Hillegeist is an entrepreneur and thought-leader with expertise in the offshore energy industry, developed during his successful 29-year career in the field. Paul began as a market strategist, working for two major companies before launching his own business, Quest Offshore Resources, Inc., with two partners in 1999.

While serving as President and COO of Quest Offshore, Paul developed and was a partner in several start-up entities related to the business. In 2016, he successfully sold Quest’s Data & Subscription division to Verisk Analytics, VRSK (NASDAQ). Most recently, he co-founded Quest Floating Wind Energy, an innovative start-up delivering market insight, predictive analytics and supply chain insight.

Throughout his career he has worked closely with C-Suite leaders of major client companies developing strategic relationships and building collaborative growth initiatives. Specifically, these include upstream energy-focused International Oil Companies, National Oil Companies, Independent producers, tier-one supply chain, industrial conglomerates, sell-side and buy-side global financial firms, institutional investors, renewables developers and mid-stream transportation companies.

Paul holds a Bachelor of Arts degree in Economics from The University of Texas at Austin. In his free time, Paul enjoys Longhorn Football games and spending time with his family and golden retrievers in the Texas Hill Country boating, fishing and hunting.
Flavio Piccio, Managing Director – Saipem do Brasil
Saipem

At age 63, born in Rome – Italy, Flavio Piccio, is working at Saipem do Brasil as Managing Director for more than one year. Working for Saipem Group since 1982, Mr. Flavio has a MSc degree in Mechanic Engineering and background in Management and has been working in countries such as Nigeria, Denmark, Netherlands, United Kingdom and Malaysia.

Over the last 36 years dedicated to Saipem, Mr. Flavio has performed different jobs/positions within the Group, being the last one: “Offshore Area Manager Caspian Sea, Black Sea and North Mediterranean Sea”.

José Borges Frias Jr., Head of Strategy and Business Excellence – Divisions: Digital Factory / Process Industries and Drives
Siemens Ltda.

José Borges Frias Júnior has both Brazilian and European citizenship, speaks Portuguese, as mother tong and is fluent in English, German and Spanish and holds a degree in Mechanical Engineering from the Polytechnic School at São Paulo University (USP) and in Business Administration from FEA / USP, an MBA from the Business School São Paulo and Rotman School of Business at the University of Toronto / Canada and executive specialization courses at Fundação Dom Cabral and the Kellogg School of Management in Chicago in the United States.

Acting at Siemens since 1987, he has worked in several areas such as Industrial Engineering, Quality, Process Management, Service, CRM-customer service, Marketing Communication and Strategic Marketing. All this experience was accomplished mainly within the industrial and telecommunications segments.

He worked at Siemens headquarters in Germany for little over than a year in a technology transfer project of a new contactors line to be installed and launched in Siemens Brazil. He led many other corporate projects like the corporate supplier evaluation process, ISO 9001 certifications, National Award for Quality (PNO) and was acted as representative of Brazil, Argentina and Chile in the worldwide Siemens CRM project.

Borges is currently Director of Strategy, Market Intelligence and Business Excellence for 3 Siemens Divisions in Brazil: Digital Factory; Process Industries and Drives; Building Technologies.

He is also the coordinator of Siemens’ Digitization initiative and actively participates in the main discussion forums with Government (MCTIC, MDIC), Academy, Industry National Confederation (CNI), Development National Bank (BNDES) and Class Organizations on the topic Advanced Manufacturing (Industrie 4.0) and competitiveness of Brazilian industry.

Claudio Makarovsky, Head of Oil & Gas / President
Siemens / ABESPetro

Claudio Makarovsky has Bachelor Degree in Chemical Engineering and MBA in Corporate Finance by FGV- Babson College. Is Head of Oil & Gas Sales at Siemens Brazil and President of ABESPetro.

Fernando Coelho Filho, Federal Deputy – DEM/PE
Chamber of Deputies – Brazil

Fernando Coelho Filho was born on February 28, 1984, in Recife (Pernambuco). He graduated in Business Administration from Fundação Armando Alvares Penteado (FAAP). He first joined the legislature as a federal congressman at age 22 and was re-elected for two more terms. As legislator, Fernando was PSB's leader in the House of Representatives from February 1, 2015, until he was appointed to serve as Minister of Mines and Energy in 2016.

While he was Minister, Fernando made a positive impact in the Brazilian mining and energy sector. In the energy market, his work in Oil and Gas reforming the regulatory structure resulted in new investment of over USD 8 billion. In the Biofuel sector, Fernando began an innovative program called Renovabio incentivizing low-carbon fuel use. Mr. Coelho Filho advanced the cause of renewable energy in Brazil by diversifying the electric grid and adding 6 GW of solar, wind, small hydroelectric energy. More than USD 500 billion of transmission wires is being invested until 2026. In the mining sector, Mr. Coelho Filho was responsible for creating the mining regulatory agency. This agency will advance a more structured mining environment providing more stability to investors and more security for the population while at the same time maintaining environmental standards. Finally, Mr. Coelho Filho was responsible for Brazil's joining the International Energy Agency and the International Renewable Energy Agency. Brazil's presence at these agencies will amplify Brazil's voice on the global energy agenda.

Mr. Coelho Filho left his tenure as Minister in 2018 and was re-elected to his fourth term in the legislature.
Philippe Blanchard, Managing Director
Total E&P do Brasil Ltda.

Philippe Blanchard has a degree in Mathematics and Physics from École Polytechnique in France and has followed a postgraduate master in Geophysics in Institut Français du Pétrole.

Philippe started his career in former Elf Aquitaine in 1994 as a Geophysicist for France Exploration activities. He subsequently served as Exploration Geophysicist in Angola at the time of Block 17 deep-water discoveries, between 1997 and 2000. Philippe moved to Total’s Development and Planning division in the head office, in France, being in charge of development studies, mostly for Africa assets, between 2003 to 2005.

In 2006, he joined Production Operations as site manager in OML58 producing license (gas and oil) located onshore Niger Delta, in Nigeria, and returned later to Angola as Producing License Director for the Block 3.

He moved back to Total’s head office in 2011 as a Project Director in Total E&P New Ventures, mostly in charge of acquisition and divestments of Upstream assets focusing on Africa.

In May 2014, Philippe was appointed Managing Director of Total E&P PNG Limited – Total Group subsidiary in Papua New Guinea and the operator of PRL-15 license that comprises the fields Elk and Antelope to be the second LNG development in the country.

In October 2018, Philippe Blanchard was appointed President of Total E&P do Brasil and Total Group representative in Brazil.

Rogério Campos, Partner – Oil & Gas
Veirano Advogados

Rogério has more than 15 years of experience practicing law, with a strong focus on general contractual and corporate law. He has deep knowledge in the oil & gas, shipping, defense and security industries, working consistently with Brazilian and international companies. Rogério also assists a number of energy and infrastructure companies in Brazil and abroad with settling in Brazil and throughout their respective operations, including project finance.

Rogério has also advised clients with multiple mergers, acquisitions and restructuring transactions, with particular experience in due diligence, drafting sessions and negotiation of the respective agreements. Focusing on the infrastructure, oil & gas, and shipbuilding industries, Rogério is also experienced in the various legal aspects related to the defense and security industries, regularly advising local and foreign companies on the negotiation of their contracts with the Brazilian Armed Forces.

Recognized for his knowledge of the Petrobras bid system, Rogério advises clients on the revision of Petrobras bid documents (including farm-out agreements), assessing their main risks and liabilities, drafting requests for clarification during tenders and direct negotiations, attending bid-related meetings, as well as, preparing bid-related documents and appeals against decisions of the bid committees.

Rogério also works with Maritime Law and shipbuilding clients, including revision and negotiations of financing and respective collateralization, building, chartering and operation contracts, as well as assisting its clients in the attainment of all regulatory requirements of navigation companies and their Brazilian or foreign-flagged vessels.

Prior to joining Veirano Advogados, Rogério was seconded to Petrobras for more than two years where he gained significant experience with the Petrobras bid process. Rogério has worked as an international associate of the law firm Paul Hastings LLP, in New York, NY, between the years of 2015 and 2016.

Ali Hage, Partner
Veirano Advogados

Ali El Hage Filho is a Brazilian lawyer and a solicitor of England & Wales. He is a partner at Veirano Advogados and has extensive experience in the Oil & Gas sector, working in projects and operations in Brazil and in the UK. Prior to joining Veirano Ali worked for circa 13 years in senior in-house legal counsel roles for BG Group, based initially in São Paulo, then in Rio de Janeiro and lastly in Aberdeen, UK as the Vice President leading the Legal, Compliance and Contracts and Procurement areas of one of the most important business divisions of BG Group, responsible for the company’s UK and Norway oil and gas production. Ali holds and LLM from the University of Warwick (UK) and Insper (Brazil). He has worked across different businesses segments within the oil and gas industry, from natural gas distribution and transportation to the full life cycle of the upstream, from early licensing and exploration to production and decommissioning. Ali has led and coordinated legal support to a variety of matters relevant to the oil and gas industry, from financing, M&A transactions and project development to critical issues closer to companies’ operations, including disputes, compliance, emergency response and procurement.

Carlos Maurício Maia Ribeiro, Partner
Vieira Rezende Advogados

Carlos Maurício holds a Law Degree from Pontifícia Universidade Católica de Rio de Janeiro and an MBA in Economics and Corporate Law from the Post-Graduation School of Economy of Fundação Getulio Vargas – FGV, as well as an Executive Post-Graduate Degree in Oil & Gas from COPPE/Universidade Federal do Rio de Janeiro – UFRJ and also an Executive Post-Graduate in the Environment from COPPE/Universidade Federal do Rio de Janeiro – UFRJ. He is fluent in English and French. Mr. Ribeiro’s practice at Vieira Rezende Advogados encompasses Environmental and O&G law. He also acts as legal counsel for the Brazilian Association of Oilfield Services Companies (ABESPetro). Mr. Ribeiro is a member of the Brazilian Petroleum, Gas and Biofuels Institute (IBP), the Association of International Petroleum Negotiators – AIPN, the Rocky Mountain Mineral Law Foundation – RMMLF and the NBCC – Norwegian-Brazil Chamber of Commerce.

Philippe Blanchard, Managing Director
Total E&P do Brasil Ltda.
AFGlobal
AFGlobal Corporation is a fully integrated, global oil and gas OEM and technology specialist providing differentiated technology, products, and services. We are the market leader in pressure pumping and managed pressure drilling (MPD), and have a significant global market position in subsea connectors, as well as sealing products for land, offshore and general industrial applications. AFGlobal provides strategic technologies to the upstream market for onshore, offshore and connectors and precision manufacturing requirements. The Company maintains a significant position in oil and gas, power generation and general industrial through three core business segments.

Offshore: Our Advanced Drilling Systems feature comprehensive, purpose-built drilling equipment includes robust managed pressure drilling technology. Our Subsea Production Systems bring custom subsea connection solutions to support production and intervention requirements.

Onshore: Our Pressure Pumping Technologies offer advanced pressure pumping equipment and data management/measurement technologies supported by a growing service offering. Connectors & Precision Manufacturing: Our Sealing Products & Technologies feature a vast range of forged and machined products—from highly engineered connections to standard flanges—available in wide range of materials.

For more information, visit our website at www.afglobalcorp.com

Gulf Quest
Gulf Quest is a partnership between Gulf Energy Information and Quest Conferences LLC for the joint operation of offshore conferences, including the leading global deepwater technology event, MCE-DD Deepwater Development. Newly launched executive level events include Deepwater Executive Summit, held annually in Houston, and Global Offshore Brazil Summit.

McDermott
McDermott is a premier, fully integrated provider of technology, engineering and construction solutions to the energy industry. For more than a century, customers have trusted McDermott to design and build end-to-end infrastructure and technology solutions to transport and transform oil and gas into the products the world needs today. Our proprietary technologies, integrated expertise and comprehensive solutions deliver certainty, innovation and added value to energy projects around the world. Customers rely on McDermott to deliver certainty to the most complex projects, from concept to commissioning. It is called the “One McDermott Way.” Operating in over 54 countries, McDermott’s locally focused and globally-integrated resources include approximately 40,000 employees, a diversified fleet of specialty marine construction vessels and fabrication facilities around the world. As used in this press release, McDermott includes McDermott International, Inc. and its subsidiaries and affiliates. To learn more, visit www.mcdermott.com

Quest Offshore Resources
Quest Offshore Resources is dedicated to providing market expertise, strategy & advisory, data analytics, market research and technical conferences to our clients including MCE-Deepwater Development, a leading deepwater oil & gas event in Europe, now in its 15th year. Quest recently formed a partnership Gulf Quest LLC with Gulf Publishing Company for joint operation of offshore conferences and events dedicated to the advancement of global exploration and production and related deepwater technologies.

In 2018 Quest launched a SaaS business Q FWE – Quest Floating Wind Energy, LLC, focused on Economics & Finance, Technology and Market Intelligence within the alternative energy landscape focused on offshore wind, specifically floating wind energy. Q FWE’s mission is to unite, educate and expand the global offshore floating wind industry leveraging Quest Offshore’s resources and vast experience to connect and bridge the various disciplines and services within this burgeoning sector.

Siemens
Siemens AG (Berlin and Munich) is a global technology powerhouse that has stood for engineering excellence, innovation, quality, reliability and internationality for 170 years. The company is active around the globe, focusing on the areas of electrification, automation and digitalization. One of the world’s largest providers of energy-efficient, resource-saving technologies, Siemens is a leading supplier of efficient power generation and power transmission solutions and a pioneer in infrastructure solutions as well as automation, drive and software solutions for industry. With its publicly listed subsidiary Siemens Healthineers AG, the company is also a leading provider of medical imaging equipment – such as computed tomography and magnetic resonance imaging systems – and a leader in laboratory diagnostics as well as clinical IT. In fiscal 2017, which ended on September 30, 2017, Siemens generated revenue of €83.0 billion and net income of €6.2 billion. At the end of September 2017, the company had around 377,000 employees worldwide. Further information is available on the Internet at www.siemens.com.

MODEC
MODEC, Inc., headquartered in Japan, is an owner, operator and EPCI general contractor of floating production systems for offshore Oil and Gas industry including Floating Production Storage and Offloading (FPSO) units, Floating Storage and Offloading (FSO) units, Floating Liquefied Natural Gas (FLNG), Tension Leg Platforms (TLP), Semi-Submersibles and FSRUs. MODEC has developed a Floating Storage Regasification Water-Desalination & Power-Generation (FSRWP®) concept with a mission to utilize its accumulated operational and design experience in floating production systems and the increasingly available of LNG to bring clean Power and Water on an IPP, EPCI, BOO or BOOT basis within 24 months of contract award.

SOFEC Inc., a MODEC group company, is a leader in the development and supply of Single-Point Moorings (SPM), and is engaged in research related to state-of-the-art tanker mooring systems and associated components. Projects range from Front End Engineering Design (FEED) contracts to full Engineering, Procurement and Construction (EPC) Projects. EPC Projects supplied by SOFEC include Marine Terminals for hydrocarbon import and export, as well as SPM turrets, tower yoke and spread moorings for tanker based Floating Production Systems. SOFEC’s mooring systems are installed throughout the world in water depths ranging from 11 meters to 2,300 meters.

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QUEST OFFSHORE

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Wintershall (Associate Sponsor)
Wintershall is Germany’s largest internationally active crude oil and natural gas producer. We explore and produce oil and gas in Europe, North Africa, South America, Russia, and the Middle East. We have been active for over 85 years and have a workforce in excess of about 2,000 employees from more than 50 nationalities. As a wholly owned subsidiary of the chemical group BASF, we base our success on our technical know-how and strong international partnerships.

Wood (Diamond Sponsor)
Wood is a global leader in the delivery of project, engineering and technical services to energy and industrial markets. We operate in more than 60 countries, employing around 60,000 people, with revenues of over $10 billion. We provide performance-driven solutions throughout the asset life cycle, from concept to decommissioning across a broad range of industrial markets, including the upstream, midstream and downstream oil & gas, power & process, environment and infrastructure, clean energy, mining, nuclear, and general industrial sectors. www.woodplc.com

World Oil (Conference Organizer)
World Oil, established in 1916 as The Oil Weekly, is published monthly by Gulf Publishing Company. For more than 100 years, World Oil has provided readers with global coverage of the latest information and technological advances relating to the exploration, drilling, completion and production of offshore and onshore oil and gas.

World Oil’s mission is, “Defining Conventional, Shale and Offshore Technology for Oil and Gas.” World Oil readers are global, qualified upstream engineers, management, and operating professionals. World Oil brings buyers and sellers together through World Oil’s superior, audited circulation and engaged online audience.

Supporting Organizations

ABESPetro (Lead Supporting Organization)
ABESPetro (Brazilian Association of Oil Services Companies) is a non-profit civil association, founded in 2004 and composed by 43 of the leading service providers and equipment suppliers to exploration and production of oil and gas industry. Our mission is to represent the interests of the associated companies in front of Government authorities, other associations and the industrial sector, through activities that promote continuous and sustainable development of the oil and gas industry in Brazil.

Associação Brasileira das Empresas de Apoio Marítimo-ABEAM
ABEAM, Brazilian Association of Maritime Support Companies, aims to contribute to the Brazilian development of Maritime Support, encourage policies for the sector and carry out the structural organization of the same with the Government. Abeam, in relation to hydrocarbon and mineral exploration and production activities on the Brazilian submarine platform, also: - Represents associated companies and acts in all matters that deal with the Maritime Support Sector to these activities; - Promotes studies of general interest relating to the exploitation and production of these minerals at sea; - Collaborates with government agencies in the development and implementation of the development of policy for the sector; - Collaborates with class organizations and official or private entities that are linked or related to the activity; - Disseminates technical-scientific literature and promotes Maritime Support activities; and - Collaborates with government agencies and entities for the training and improvement of skilled labor for the sector.
The companies affiliated to ABEAM are able to operate in all types of vessels used in the Maritime Support sector.

Associação Brasileira de Engenharia Industrial - ABEMI

IADC-Brazil

REDE PETRO BACIA DE CAMPOS
Rede Petro - Campos Basin is a non-profit organization with the objective of promoting, articulating and fostering business generation among the players in the oil, gas and energy production chain.

With the challenge of meeting the demands of the main areas of Brazilian oil exploration and production, Rede Petro – Campos Basin constantly invests in studies to make projects feasible in business promotion through competitiveness, generating for companies and associated institutions opportunities for business.

To this end, Rede Petro - Campos Basin relies on the support of institutional organizations and partner companies, dedicated to increasing the quality of the services offered by the association and keeping it updated with the needs of the market.

Since its foundation in 2003, Rede Petro – Campos Basin has as its main goal to strengthen the collaborating relationship between customers and suppliers, by creating favorable environments for generating business among its members.

Sindicato Nacional da Construção e Reparação Naval e Offshore (SINAVAL)
SINAVAL represents the Brazilian shipyards scattered in several regions of Brazil - builders and repairers of ships for cargo, maritime support, port support and inland navigation; builders of military ships; and builders of rigs for offshore drilling and platforms for offshore oil production such as FPSOs and semi-submersibles.

SINAVAL has the mission to defend the interests of the industries of this sector and to participate in groups of studies in governmental organs and institutions of education and research. Throughout its history, SINAVAL has participated in discussions in favor of an environment favorable to the competitiveness of the shipbuilding industry in Brazil.
McDermott is a premier, fully integrated provider of technology, engineering and construction solutions to the energy industry. For more than a century, customers have trusted McDermott to design and build end-to-end infrastructure and technology solutions to transport and transform oil and gas into the products the world needs today. Our proprietary technologies, integrated expertise and comprehensive solutions deliver certainty, innovation and added value to energy projects around the world. Customers rely on McDermott to deliver certainty to the most complex projects, from concept to commissioning. It is called the “One McDermott Way.” Operating in over 54 countries, McDermott’s locally focused and globally-integrated resources include approximately 40,000 employees, a diversified fleet of specialty marine construction vessels and fabrication facilities around the world.