Energy security is a top Indian priority. The recent, decisive victory of a pro-business government will accelerate growth and spur demand for fossil fuels. Canada has been identified as a potential investment partner and a leading source of innovative technology and services.

The Canada-India Business Council, in partnership with the University of Alberta School of Business and the Petrotech Society of India, is hosting an Energy Forum July 17 and 18, in Calgary. The Forum will bring together leaders and experts from both countries to discuss oil and gas investment, crude oil trading and refining, unconventional gas development and oil and gas sourcing from Canada.

This is an excellent opportunity for Canadian producers as well as providers of energy technology and services to learn more about India’s energy needs and how best to respond.

Attendees from India include the Ministry of Petroleum and Natural Gas, Directorate General of Hydrocarbons, ONGC, Indian Oil Corporation, Oil India, Gas Authority of India and Petronet LNG.

Reception & Dinner
Date: Thursday, July 17, 2014
Time: 6:00 p.m.
Location: Petroleum Club
319 5 Ave SW

Forum
Date: Friday, July 18, 2014
Time: 8:45 - 4:30 p.m.
Location: McDougall Centre
455 6th Street SW
INDIVIDUAL TICKETS, FULL FORUM

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RECEPTION & DINNER (JULY 17 EVENING)

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JULY 17 RECESSION

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JULY 18 FORUM

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## WELCOME AND INTRODUCTORY REMARKS: 8:45 to 9:00 AM

### SESSION 1: 9:00 to 10:15 AM

### Investment Opportunities in Canada

**Planned Presenters**
- Jonathan DeWolfe, Director, Policy and Outreach, Industry Canada
- Prem Singh, Principal, Affluence Capital
- John Zahary, CEO, Sunshine Oil Sands (ret.)
- ONGC Videsh Ltd.

**Regulations affecting SOEs and private/public companies;**
- 2013 Revisions of ICA and SOE Guidelines
- Myths and reality of the Canada Investment Act (ICA)

**Opportunities for Indian companies in Alberta**

**Recent areas of interest in Alberta upstream (unconventional gas, vs. oil sands), midstream and downstream investments and integrated operations**

**Various investment modes in Alberta (acquisition, joint ventures), M&A regulations, and legal options**

**Indian government policies surrounding “Maharatna” status and overseas investment rules.**

**Strategies and motivations of PSUs focusing on E&P, equity oil, global supply chains**

### SESSION 2: 10:45 to Noon (12:00 PM)

### Crude Oil Trading and Refining

**Planned Presenters**
- Russ Girling, CEO, TransCanada (TBC)
- Richard Masson, CEO, Alberta Petroleum Marketing Commission (APMC)
- Mike Ashar, CEO, Irving Oil, EVP Suncor (ret.)
- Indian Oil Corporation

**Update on pipeline infrastructure and rail to Canada’s East Coast**

**Future Western Canadian benchmark and various crude streams likely to play role in future India-Alberta trade**

**India’s crude oil purchase policies, tender rules, term contracts, and techno-commercial considerations (e.g. NOCs vs. MNCs and official selling prices)**

**Crude receipt capacity of Indian refineries**

**Best practices in processing high tan and high sulphur crude**

## LUNCH Noon to 1:30 PM
### Lunch and Keynote Presenters

Presentations and moderated questions from the luncheon audience to presenters, on their proposed topics:

- Energy Priorities for the new Government of India.
- Current Environment for Investment in Canada.

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**Moderator/M.C.**
Dave Mowat, President, ATB Bank (TBC)

**Alberta Representative**
Hon. Diana McQueen, Minister, Alberta Energy

**India Representative**
Directorate General of Hydrocarbons, India

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#### SESSION 3: 1:30 to 2:45 PM

**Policy, Regulatory, and Operational Best Practices in Unconventional Hydrocarbon Development**

- Challenges of unconventional resource development, or play-focused resource development
- Development of the unconventional regulatory framework
- India moving to marginal and high-cost reservoirs
- Canada-India engagement in unconventional technologies and services transfer to India’s new plays
- Investment Opportunities in India

**Planned Presenters**

- Jim Ellis, CEO Alberta Energy Regulator
- Kevin Hefferman, President, Canadian Society of Unconventional Resources
- ONGC (Explorations)
- Mark Salkeld, Pres. & CEO, Petroleum Services Association of Canada
- Directorate General Hydrocarbons, India

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#### SESSION 4: 3:00 to 4:15 PM

**Coastal and LNG Developments**

- Linking upstream Canadian assets to East Coast projects and facilities
- LNG Facilities, Opportunities, and Challenges in India

**Planned Presenters**

- Senior government representative from Atlantic Canada
- David Collyer, President, Canadian Association of Petroleum Producers
- Director, H-Energy (TBC)
- Dr. A.K Baylan, Managing Director & CEO, PETRONET LNG

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**FINAL PANEL- 4:15 to 4:45 PM**

To wrap-up and conclude:

*Where lies the greatest potential for future bilateral partnerships?*

*Where do we go from here?*