

### Co-Chairs



Robert J. Mason Managing Director, Head of Oil Sands, Investment Banking TD Securities Inc.

David M. Wadsworth

Americas Director Chevron Lummus Global

### Keynote Speaker



Kirk Bailey Executive Vice President Alberta Energy Regulator

### Keynote Dinner Speaker



**David Negrin** President Aquilini Development and Construction Inc.

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An **ALM** Event



#### Dear Colleague:

With ongoing supply disruption risk due to a range of issues in the Ukraine, the Middle East and portions of Africa, Canada's oil sands continue to be recognized as a strategic and secure source of future oil production growth globally. Alberta's oil sands deposits are estimated to contain 1.7 trillion barrels of bitumen in place (170 billion barrels recoverable using current technology) and are ranked amongst the three largest petroleum reserves in the world. Production from oil sands now comprises over 60% of total production from Western Canada, and is expected to make up to approximately 70% by 2020.

While the opportunity is huge, there are considerable challenges facing the industry today.

The recent sharp selloff in International crude prices such as Brent and WTI is reducing the profitability in an already challenged industry.

The combination of reduced consumption and an explosion of production growth in recent years from the development of new tight oil reservoirs in the U.S. has fundamentally changed the supply and demand balance in Canada's only significant existing export market. Given the lack of infrastructure to deliver large volumes to tidewater, Canadian producers have been selling their products at significant discounts to international prices since early 2011 - costing industry, Governments, and ultimately taxpayers, tens of billions of dollars annually. After a period of significant foreign acquisitions within the sector by international majors, the combination of a limited ability to sell production at global prices and the new framework which prevents the acquisition of control of oil sands assets by State Owned Enterprises ("SOE's") has resulted in very little activity for the past two years. Continuing cost pressures in the industry coupled with broad shareholder demands for higher returns and return of capital have combined to slow the pace of investment in new projects, especially by international majors with multiple alternatives globally. The ability by junior developers to finance themselves has also been significantly curtailed, resulting in a number of new projects being put on hold.

For the 12th Annual CANADIAN OIL SANDS SUMMIT, Insight has assembled a roster of leading experts who will provide their insights on the current state of play in oil sands development, and the emerging issues facing the industry.

What are the prospects for the sector's ability to increase exports to tidewater, whether it be the U.S. Gulf Coast or Canada's West or East Coasts, and the impact to Canada if we are not able to diversify our markets?

How successful has industry's widespread movement to establish significant rail export capacity been in 2014?

What impact has the Federal Government's framework for acquisitions by SOEs had on the cost of capital for industry and levels of development going forward? What is the current economic and financing climate for developing new projects? What are the latest strategies being employed to address the industry's history of inflationary cost pressures, especially in this recent low oil price environment? What are the latest emerging technologies and companies in the sector? How will future development be impacted by ongoing environmental group opposition and future CO2 emissions regulations both within Canada and in the U.S.?

These and many more other questions will be addressed during the conference. You will be able to express your own points of view, address your questions to the speakers either in each session or informally during breaks and network with your colleagues in industry and Government.

Co-chairs of the program

#### Robert J. Mason

Managing Director, Head of Oil Sands, Investment Banking TD Securities Inc.

#### David M. Wadsworth

Americas Director Chevron Lummus Global



## Conference Highlights:

- Building a strategic and secure source of future oil production growth globally
- The integrated North American crude oil market
- Managing risks, unlocking value
- Exploitable current and future formations
- The cumulative impact of hosting oil sands projects
   cooperation and partnership
- Taking stock of where Aboriginal business is today
- Retaining the social license from local stakeholders
- Current economic and financing environment in the Oil Sands
- Challenges facing market access the myths and the facts
- Opportunities to reduce green-house gas (GHG) emissions
- Leveraging global talent to accelerate innovation
- New technology landscape
- Shifting policy and politics in the US and how it affects Canadian energy
- Canadian oversight has anything changed?
   and more...

# Distinguished Faculty

#### Co-Chairs



Robert J. Mason Managing Director, Head of Oil Sands, Investment Banking TD Securities Inc.

David M. Wadsworth **Americas Director** Chevron Lummus Global



### Keynote Speaker



Kirk Bailey **Executive Vice President** Alberta Energy Regulator

Keynote Dinner Speaker



**David Negrin** President Aguilini Development and Construction Inc.

### **Speakers**



**Duane Alexander** Director, Business Development, Intra-Alberta Oil Pipelines TransCanada Corporation

Scott Arnold

**Kevin Birn** 

**IHS Energy** 

Director, Canadian

Oil Sands Dialogue

**James Cleland** 

Global General Manager

Heavy Oil Solutions

**Doug Crawford** 

SAS Institute

Executive Lead-Oil & Gas

Americas Energy Overlay

Director, Investor and

Corporate Relations

Canadian Oil Sands Limited



Sheila Hollis Chair Washington DC Office Member of Firm Executive Committee and Partners' Board







**Jeff Peterson** Vice President Reservoir Engineering Cavalier Energy



**Neil Shelly Executive Director** Alberta's Industrial **Heartland Association** 





**Dr. Scott Tiffin** Vice President New Product and Business Development Canatec Newfoundland





**Cameron Todd** Chief Executive Officer US Oil Sands Inc.



**Lance Ubell** Director of Engineering, Construction and Completion Statoil Canada Ltd.



John Zahary President and Chief Executive Officer Altex Energy Ltd.

David H. Black President Kitimat Clean Ltd.

**Mark Schweitzer** Chief Financial Officer Grizzly Oil Sands

**Bob Shepherd** Executive Vice President **Brion Energy** 

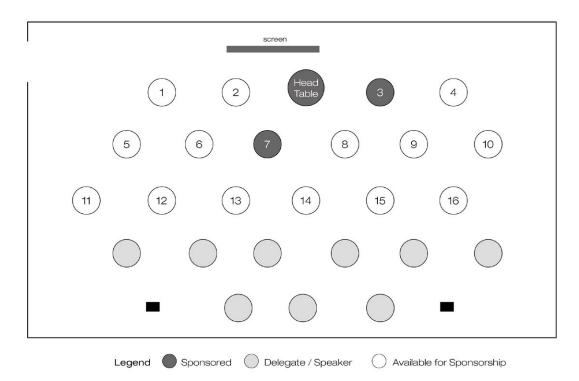
Mike Verney Associate McDaniel & Associates Consultants Ltd.



JP Gladu President & CEO Canadian Council for Aboriginal Business



### GALA DINNER SPONSORSHIP OPPORTUNITIES



### Book your Table now!

Invite your clients and colleagues to attend this premier networking event in the evening on February 10, 2015!

You and your clients will have the opportunity to gain insights from our Distinguished Dinner Speaker:

David Negrin, President, Aquilini Development and Construction Inc.

The presentation will focus on the Aquilini Investment Group's Plan to Build an Oil Pipeline to Canada's West Coast

Reserve your table NOW to avoid disappointment. Gain additional market exposure by having your company listed as one of the dinner table sponsors on the agenda!

Please contact Amy Leung at 416-642-6128 or aleung@alm.com to book your table or conference sponsorship packages now!

Table assignments and availability accurate at time of printing. Please see website for updates.

**Table Sponsors** 







**Head Table** 

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## February 10, 2015

#### 8:00 | Registration and Continental Breakfast

#### 9:00 | Welcoming Remarks from Insight Information

#### **Dr. Victor Pogostin**

Insight Information

#### 9:05 | Opening Remarks from the Co-Chairs

#### Robert J. Mason

Managing Director, Head of Oil Sands, Investment Banking TD Securities Inc.

#### David M. Wadsworth

Americas Director Chevron Lummus Global

# 9:20 | Building a Strategic and Secure Source of Future Oil Production Growth Globally

#### Scott Arnold

Director, Investor and Corporate Relations Canadian Oil Sands Limited

- A look at the campaigns against the oil sands, oil in our culture and the industry response
- How energy, specifically oil, has made our world a better place
- · Wanted: Oil Sands Champions

#### Kevin Birn

Director, Canadian Oil Sands Dialogue IHS Energy

The integrated North American crude oil market:

- Growth in North American supply is changing the oil market in North America
- Continental energy security has been enhanced with rail becoming an enable of growth
- Growth of these complementary sources have strengthened, not weakened the integrated nature of the Canada and US oil market

#### 10:15 | Networking Coffee Break

#### 10:30 | The Cumulative Impact of Hosting Oil Sands Projects

#### JP Gladu

President and Chief Executive Officer Canadian Council for Aboriginal Business

- New reality of Aboriginal business in Canada
- Taking stock of where Aboriginal business is today
- Understanding the business landscape of what's possible on the road to dispelling often negative impressions of what Aboriginal business is and the enormous contributions being made to the Canadian economy

 Providing the exceptional necessary programs that are facilitating sustainable, equitable economic and social prosperity not just for Aboriginal peoples but for all Canadians

#### **Neil Shelly**

**Executive Director** 

Alberta's Industrial Heartland Association

- Overview of Alberta's Industrial Heartland
- Current and future capital investment activity
- Cooperation and partnership in hosting major capital projects
- Retaining the social license from local stakeholders

#### 11:30 | Exploitable Current and Future Formations

#### Mike Verney

Associate

McDaniel & Associates Consultants Ltd.

- SAGD reservoirs review of exploitable criteria of various formations, current performance and review of future projects
- Review of major initiatives to increase SAGD recovery

#### 12:00 | Networking Luncheon

1:00 - 1:30

#### **Keynote Luncheon Address**

Speaker will be announced

#### 1:30 | Managing Risks, Unlocking Value

#### David H. Black

President

Kitimat Clean Ltd.

- Latest update on the Kitimat refinery, oil pipeline, gas pipeline and oil tanker project
- The Fischer-Tropsch refinery configuration

#### **James Cleland**

Global General Manager GE Heavy Oil Solutions

- Targeting environmental performance improvements in Alberta's oil sands
- Opportunities to reduce green-house gas (GHG) emissions
- · Leveraging global talent to accelerate innovation

#### **Bob Shepherd**

Executive Vice President Brion Energy

The presentation will focus on Brion Energy's business philosophy for oil sands development. Hear about Brion Energy's approach to strategic and tactical risk management, while benefiting from the lessons they have learned in Canada and abroad.



# Agenda

#### 3:00 | Networking Refreshment Break

#### 3:15 | Managing Risks, Unlocking Value (continues)

#### Jeff Petersen

Vice President Reservoir Engineering Cavalier Energy

- Planning to reduce reservoir risk
- Reservoir delineation
- Interaction between subsurface and surface teams
- · Design of facilities
- Business environment & access to capital

#### Mark Schweitzer

Chief Financial Officer Grizzly Oil Sands

- Ramp up of Algar Lake production
- Use rail to retain flexibility and consistently access premium markets
- Advance development of core properties

#### Lance Ubell

Director of Engineering, Construction and Completion Statoil Canada Ltd.

- Increasing profitability and becoming more agile in today's challenging energy environment
- Focusing on value over volume: update on Leismer and the building blocks for long-term development of Kai Kos Dehseh assets
- Maintaining safety as top priority in delivering oil sands improvement agenda

# 5:00 | Conference Adjourns for the Day followed by Cocktail Reception *Sponsored by*

6:30 | Gala Dinner

#### 7:30 | Dinner Speaker

#### **David Negrin**

President

Aquilini Development and Construction Inc.

The presentation will focus on the Aquilini Investment Group, owners of the Vancouver Canucks, plan to build an oil pipeline to Canada's West Coast.

## February 11, 2015

#### 8:15 | Continental Breakfast

#### 9:00 | Co-Chair's Opening Remarks

#### David M. Wadsworth

Americas Director Chevron Lummus Global

# 9:25 | Review of the Current Economic and Financing Environment in the Oil Sands

#### Robert J. Mason

Managing Director Head of Oil Sands, Investment Banking TD Securities Inc.

#### 10:00 | Networking Coffee Break

#### **KEYNOTE SESSION**

#### 10:15 | Challenges Facing Market Access?

#### **Duane Alexander**

Director, Business Development, Intra-Alberta Oil Pipelines TransCanada Corporation

TransCanada overall liquids business and how it is impacted by oil sands:

- Overview of TransCanada's liquids transportation business
- Grand Rapids Pipeline and TransCanada's oil sands gathering business
- Growth outlook: opportunities and challenges

#### **Dr. Scott Tiffin**

Vice President New Product and Business Development Canatec Newfoundland & Labrador

The presentation will focus on the technical feasibility of an integrated transportation system and the positive complementarities that will be generated between oil sands export, Beaufort Sea resource development, Mackenzie Valley petroleum development as well as the enormous industrial development benefit potential for northerners and Canadians in creating the new high-tech products and services required to ensure such an export system operates safely, economically and in a manner that is environmentally responsible.

#### John Zahary

President and Chief Executive Officer Altex Energy Ltd.

This presentation will address the myths and the facts of transporting oil product by rail versus pipeline.

- Ongoing need for increased takeaway capacity for oil from Western Canada
- Role that rail has played in increasing takeaway capacity in the past and could play in the future
- Role that rail can play in exporting crude oil away from North America
- Key markets for exports
- Safety/environmental performance of rail



# Agenda

#### 12:00 | Networking Luncheon

1:00 - 1:30

#### **Keynote Lunch Address**

#### Kirk Bailey

Executive Vice President Alberta Energy Regulator

#### 1:35 | New Technology Landscape

Moderator:

#### David M. Wadsworth

Americas Director Chevron Lummus Global

#### **Cameron Todd**

Chief Executive Officer US Oil Sands Inc.

- Low cost and environmental development of surface mineable oil sands
- Bio-solvent driving game-changing potential for the industry
- Update on the company's 2,000 bbl/d commercial demonstration project

#### Doug Crawford

Executive Lead-Oil & Gas Americas Energy Overlay SAS Institute

A method and application of machine learning and predictive analytics to optimize production performance from your heavy oil assets.

#### 2:45 | Networking Refreshment Break

# 3:00 | Canadian and Cross-Border Government Oversight – Has Anything Changed?

#### Sheila Hollis

Chair Washington DC Office Member of Firm Executive Committee and Partners' Board Duane Morris LLP

The presentation will review the shifting policy and politics in the US and how it affects Canadian energy, oil and gas in particular. It would also focus on environmental and market dynamics as ultimately reflected in the squeeze on Canada south of the border.

#### Lars Olthafer

Partner

Blake, Cassels & Graydon LLP

The presentation will review the major changes to the federal and Alberta regulatory regimes for energy developments over the last two years and examine, with reference to some topical examples, whether the promised improved efficiencies have materialized, and how the system is coping with the shifting market dynamics for Canada's oil and gas.

4:00 | Closing Remarks by the Co-chairs

4:15 | Conference Ends

## WHO SHOULD ATTEND:

The program will have most direct appeal to:

- Oil & Gas Investors
- Presidents, CEO's and CFO 's of Oil & Gas and Pipeline Companies
- Mining Executives
- Federal and provincial Government Energy Officials and Regulators
- Vice Presidents and Directors of:
  - Investor Relations
  - Oil Sands Development
  - Exploration
  - Business Development
  - Strategic Planning

- Environmental Officials and Experts
- Operations Managers
- Lawyers and In-house Counsel
- Petroleum Landmen
- Petroleum Joint Venture Specialists
- Exploration Geologists and Geophysicists
- Geophysical and Drilling Contractors
- Officials from Aboriginal Groups and Businesses
- Aboriginal Land Administrators and Area Regulators
- Pipeline Specialists
- Community Relations Coordinators

# February 10th - 11th, 2015 TELUS Convention Centre, Calgary, AB

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EXPIRY DATE (MM / YY)	SIGNATURE		
GST Reg. #856568779RT0001  □ Early Bird Price (Register and pay by December 19, 2014) \$2,095.00 + GST (\$104.75) = \$2,199.75  □ Regular Conference Price \$2,395.00 + GST (\$119.75) = \$2,514.75  Attending Gala Dinner February 10, 2015 (included in Conference Price) □ Yes □ No  □ Gala Dinner Only, Table of 8 guests \$3,800.00 + GST (\$190.00) = \$3,990.00			
Dietary Restrictions: Do you have any dietary restrictions?  If yes, please indicate:		□ No	☐Yes
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