



# Energizing India over the next decade: Access, Inclusiveness & Sustainability

December 6-7, 2016, FICCI, New Delhi  
Special track on Fuel Retailing: Petrotech 2016

## DRAFT AGENDA as on November 29, 2016

### Day 01: Tuesday, December 06, 2016

0900 – 1015 hrs	Registration
1015 – 1105 hrs	<b>Inaugural Session</b> <ul style="list-style-type: none"><li>• Welcome Address by Mr. A Didar Singh, Secretary General, FICCI</li><li>• Address by Mr. D Rajkumar, CMD, BPCL</li><li>• Theme Presentation by Mr. Suvojoy Sengupta, Managing Director, Mckinsey&amp;Co.</li><li>• Chief Guest Shri K.D. Tripathi, Secretary, Ministry of Petroleum and Natural Gas, GoI*</li><li>• Closing Remarks and Vote of Thanks by Mr. R.S Sharma, Chairman FICCI Hydrocarbon Committee and Former Chairman ONGC</li></ul>
1105 - 1130	Networking tea / coffee break
1130 – 1345 hrs	<b>Session 1 : Enhancing affordable access to energy</b> <p>This session will explore:</p> <ul style="list-style-type: none"><li>• The issues and challenges associated with bringing affordable access to this new set of customers (potentially up to 300 million) especially in rural and semi urban areas where cost of serving customers could be high, and new infrastructure would need to be created.</li><li>• Use of technology and direct benefits transfer would be explored as a means of expanding access in a profitable manner</li></ul> <p><b>Session Chair :</b> Mr. B. S. Canth, Director (Marketing), IOCL</p> <p><b>Session Speakers</b></p> <ul style="list-style-type: none"><li>• Mr. Arun Singh, ED-LPG, BPCL (Clean Fuel Access to Indian Consumers)</li><li>• Mr. Rajeev Mathur, MD, MGL (Role of gas distribution companies in extending access and creating infrastructure)</li><li>• Mr. Sushil Jiwarajka, Executive Chairman, OMC Power (Solar Penetration in rural market)*</li><li>• Mr. Ajit Mishra, Chief Marketing Officer, Essar Oil (Private Sector Experience in Network Expansion in Rural Areas)</li><li>• Mr. Amit Khera, Partner, Mckinsey&amp; Co. (roadmap for ensuring affordable energy access to all Indians)</li></ul> <p>Questions &amp; Answers</p>
1345-1445 hrs	Lunch
1445 - 1700 hrs	<b>Session 2: Growing Importance of Alternative fuels and E-Mobility</b> <p>This session will explore:</p>

	<ul style="list-style-type: none"> <li>• The pace of maturity and development in these technologies, likely competition against fossil fuel based system (liquid and gaseous) and potential benefits.</li> <li>• The session will focus on likely growth and penetration of hybrid, plug in and battery electric technologies – driven by factors such as falling battery prices, growth in public charging infrastructure and increasing range and performance.</li> <li>• Emergence of new business models such as battery swapping and implications for traditional fuel retailers would be examined.</li> </ul> <p><b>Session Chair:Mr. Mukesh Kumar Surana, CMD, HPCL</b></p> <p><b>Session Speakers</b></p> <ul style="list-style-type: none"> <li>• Tata Motors -(OEMs Perspective - Heavy Vehicles)*</li> <li>• <b>Mr. PavanSachdeva – Sr. GM, Group Public Affairs, M&amp;M(OEMs Perspective - Passenger Cars)</b></li> <li>• <b>Mr. R. K. Garg, Director-Finance, Petronet LNG (LNG as an auto Fuel)</b></li> <li>• <b>Mr. Y. B. Ramakrishna, Chairman, Working Group on Bio Fuels, MoPNG</b></li> <li>• Mr Kamal Bali, Managing Director, Volvo (Experience of Swedish Companies in E-mobility)*</li> </ul> <p>Questions &amp; Answers</p>
1700 – 1725 hrs	<b>Networking tea / coffee break</b>
1730-1830 hrs	<p><b>Session 3: Special Session with the Minister of State (I/C), MoPNG</b></p> <ul style="list-style-type: none"> <li>• Welcome Address by Mr. HarshvardhanNeotia, President, FICCI</li> <li>• <b>Address by Mr. D Rajkumar, CMD, BPCL</b></li> <li>• Prospective of New Age Retail by Retail Group/E Wallet Company*</li> <li>• <b>Key note Address by Shri Dharmendra Pradhan, Hon’ble Minister of State(I/C)for Petroleum and Natural Gas, Gol</b></li> <li>• <b>Summing up by Mr. R.S Sharma, Chairman FICCI Hydrocarbon Committee and Former Chairman ONGC</b></li> </ul>
<b>Day 02: Wednesday, December 07, 2016</b>	
1000 – 1200 hrs	<p><b>Session 4: Gaseous fuels and Allied Infrastructure Development</b></p> <p>This session will explore:</p> <ul style="list-style-type: none"> <li>• The future opportunities for extending the penetration of gaseous fuels especially taking advantage of technologies such as mini LNG liquefaction, drive trains in railways and shipping based on gas and LNG etc.</li> <li>• How Government has brought about major changes in delivery of gaseous fuels to the domestic sector through schemes such as Pahal, Ujjwala and rural LPG.</li> </ul> <p><b>Session Chair : Mr. B. C Tripathi, CMD, GAIL</b></p> <p><b>Special Address: Dr. B. Mohanty, Member (BM), PNGRB</b></p> <p><b>Special Address : Shri Ashutosh Jindal, Joint Secretary (M&amp;GP), MoPNG, Gol</b></p> <p><b>Session Speakers</b></p> <ul style="list-style-type: none"> <li>• <b>Mr. V. Nagarajan, Director-Commercial, IGL (each gas distribution company to present a case study on innovative approach to extending customer uptake in specific sector- Expansion of the Network)</b></li> <li>• <b>Mr. Vivek Joshi, ED, Natural Gas Society(Challenges of CGD Players)</b></li> <li>• <b>Mr. Anindya Chowdhury, General Manager-Gas, Shell (Global examples of high gas penetration economies)</b></li> <li>• <b>Mr. Nitin Patil, CEO, Gujarat Gas- Clean Fuel Access to the End Consumers</b></li> </ul>

	Questions & Answers
1200 – 1230 hrs	<b>Networking tea / coffee break</b>
1230 – 1400 hrs	<p><b>Session 5: Leveraging Technology in fuel retailing and Consumer of the Future</b></p> <p>This session will explore:</p> <ul style="list-style-type: none"> <li>• Leading practices and innovations which are gaining traction in our industry globally and identify early success stories in India.</li> <li>• How to leverage digital technology for market share improvement and customer engagement for fuel retailing companies.</li> <li>• How features such as location based services, personalised offers and dynamic campaigns will re-shape the essentially static customer interface which fuel companies have historically had with their customers</li> </ul> <p><b>Theme Presentation by Mckinsey on Leveraging Technology and Consumer of the Future</b></p> <p><b>Session Chair: Mr. S Ramesh, Director Marketing, BPCL</b></p> <p><b>Session Speakers</b></p> <ul style="list-style-type: none"> <li>• FMCG *</li> <li>• <b>Mr. Vivek Srivastava, National Marketing Manager, RIL: Leveraging Technology and Consumer of Future</b></li> <li>• <b>Mr. Kiran Vasireddy, SVP &amp; Head of Payments, PayTM</b></li> <li>• HPCL*</li> <li>• UBER*</li> <li>• <b>Mr. Amit Wankhede, GM, British Petroleum- Global Initiatives in servicing consumer of the future</b></li> </ul> <p>Questions &amp; Answers</p>
1400 – 1500 hrs	<b>Lunch</b>
1500-1630 hrs	<p><b>Session 6: Energy retail market vision 2030 in India</b></p> <p>This session will explore:</p> <ul style="list-style-type: none"> <li>• The future scenarios of energy retailing in India</li> <li>• Identifying drivers which will shape the growth of energy demand</li> <li>• Develop a vision of the Retail market for various fuels and energy sources</li> <li>• Opportunity to reap demographic dividends</li> </ul> <p><b>Theme Presentation by Mckinsey on the Retail Vision 2030</b></p> <p><b>Discussion Moderated by : Mr. Narendra Taneja</b>  <b>Leading Energy Affairs Expert and Chairman, FICCI Energy Security Group</b></p> <p><b>Panel Discussion with the Session dignitaries:</b></p> <ul style="list-style-type: none"> <li>• Shri Ajay Prakash Sawhney, Additional Secretary, MoPNG, GoI*</li> <li>• <b>Mr. D Rajkumar, CMD, BPCL</b></li> <li>• <b>Mr Prabhat Singh, MD, Petronet LNG Ltd</b></li> <li>• Mr. H. Kumar, MD, MRPL*</li> <li>• Mr. Rajeev Sharma, CEO, Adani Gas Ltd*</li> </ul> <p>Questions &amp; Answers</p>

\* To be confirmed