

# LPG

## 9<sup>TH</sup> LPG TRADE SUMMIT

11-13 Nov 2014 - Dubai

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### Day 1 - 11 Nov 2014, Tuesday

08:00 Registration & Coffee

09:00 Chairman's Welcome & Remarks  
*Mr. Deacon Shorr, President  
Libra Fearnley Energy*

#### 09:10 Global LPG & Ethane Supply/Demand & Trade Dynamics: Challenges & Expectations

- Global LPG market developments
- Supply forecast with main focus on US, Middle East and African exports
- Demand forecast looking at Asian, European, S. American & African import developments
- Role & impact from European & Asian Petrochemical sector
- Supply/demand challenges & expectations towards 2025  
VLGC supply/demand outlook
- Ethane trade overview, challenges & expectations  
*Mr. Michael Panas, Consultant  
Poten & Partners (UK) Ltd*

#### 09:50 US Shale Renaissance, Impact on Global Trade & Challenges

- LPG & Condensate Supply Push, & Asset Developments Required to Achieve
- Global Demand Pull
- Industry Challenges
- P66 Growth Plans that Fits

*Mr. Jim T. Webster, General Manager,  
Global LPG & Midstream NGL  
Phillips 66 (HQ)*

10:20 Discussion followed by Refreshments  
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#### 11:00 The New World LPG Supply Paradigm & Risk Management Effect

*Mr. Ernst Brandstaetter,  
Managing Director  
SHV Gas Supply & Risk Management SAS*

#### 11:35 Global LPG Trade-Flow & Key Trend in Pricing

*Mr. Ronald Kwan, Managing Editor, Asia  
Oil Price Information Service (OPIS)*

12:10 Discussion followed by Networking Luncheon

13:50 Afternoon's Chairman

*Mr. Reidar A Sundvor, Partner, Shipping  
Market Analyst,  
Viamar AS*

#### 13:55 Updates on the Expansion of the Panama Canal & Commercial Terms, Opportunities for Enhanced LPG Trade

*Mr. Oscar Bazan, Executive Vice  
President for Planning & Business  
Development  
Panama Canal Authority*

#### 14:30 Energy Reforms in Mexico & What Opportunities for the Mexican LPG Market?

*Ing. Octavio Perez Salazar, General  
Director, Amexgas*

#### 15:05 LPG Export from Kuwait in Changing Market

- Review of Kuwait's Gas Sector: Gas Production (Associated & Non-Associated), Processing/Extraction Capabilities
- The Gas Value Chain in Kuwait; Local Demand & Export to Different Regions
- Impact of Shale Gas & PDH in the Market Supply & Demand
- Future Gas Developments in Kuwait; Downstream/Upstream Capital Projects, Shipping & Logistics Improvements

*Mr. Rathina Sabapathi Kanagasabai,  
Senior Specialist,  
Kuwait National Petroleum  
Company - KNPC*

*Mr. Ayed A. Al-Fadhli, Senior Analyst,  
Planning (Marketing),  
Kuwait Petroleum Company - KPC*

15:15 Discussion followed by Refreshments  
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#### Assessing the Demand & Imports Requirement in Asia

15:40 Japan

*Mr. Tatsuya Hamaguchi, General  
Manager, Middle East  
Astomos Energy Corporation*

16:15 Korea

*Mr. Jason Chang, Manager, Trading Team  
E1 Corporation*

16:45 Philippines

- Domestic Demand Development & Imports Requirement
- Pricing/Subsidy Mechanism
- Infrastructure Setup for Growth in Usage
- Development of Composite LPG Cylinder

*Mr. Fernando L. Martinez, Chairman & CEO  
Eastern Petroleum Corp. (Eastern  
Renewable Fuels Corporation)*

17:15 Discussion followed by End of Day

17:30 - 19:00 *Networking Reception for  
ALL Speakers & Participants*

### LPGtrade Awards Night

19:00 - 22:00 hrs



Gala Dinner  
for ALL Speakers & Participants

Gala Dinner  
Sponsored by



19:00 Entrance to LPGtrade Awards Night

19:20 Welcome by CMT

19:30 Gala Dinner & Performance  
Commence

20:30 LPGtrade Awards

21:15 Performance & Dance

22:00 End of Dinner

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### Day 2 - 12 Nov 2014, Wednesday

- 09:00 Chairman's Remarks  
*Mr. Michael Panas, Consultant  
Poten & Partners (UK) Ltd*
- 09:05 **China's PDH Project Development & Demand/Import Growth Outlook of LPG**  
*Mr. Frank Yin, LPG Department Head  
Fornax Chemical/Zhejiang Shaoxing  
Sanyuan Petrochemical*
- 09:35 **Analyzing the Growing Presence of LPG in Various Petrochemical Processes – What Potential & Opportunity does this Translate into?**
  - Update on LPG use in steam crackers
  - Update on LPG use in PDH plants
  - Petrochemical impact on LPG trading balances in Asia*Mr. Ong Han Wee, Consultant  
FACTS Global Energy*
- 10:05 **Shipowners' Perspective on the Current LPG VLGC Shipping Market**  
*Mr. Alex Hadjipateras, Executive Vice  
President of Business Development  
Dorian LPG Ltd.*
- 10:35 Discussion followed by Networking Refreshments
- 11:10 **Development of LPG Shipping Market & Freight Rates (VLGC & Pressurized)**  
*Mr. Reidar A Sundvor, Partner, Shipping  
Market Analyst,  
Viamar AS*

- 11:40 **Panel Discussion: Thriving Amidst New Competition**  
*Moderated by:  
Mr. Deacon Shorr, President,  
Libra Fearnley Energy*  
*Panelist:  
Mr. Ernst Brandstaetter, Managing Director  
SHV Gas Supply & Risk Management SAS*  
*Mr. Michael Panas, Consultant  
Poten & Partners (UK) Ltd*  
*Mr. Alex Hadjipateras, Executive Vice  
President of Business Development,  
Dorian LPG Ltd.*  
*Mr. Jim T. Webster, General Manager, Global  
LPG & Midstream NGL,  
Phillips 66 (HQ)*
- 12:30 Final Discussion followed by Networking Luncheon
- 14:00 End of Main Summit

#### Separately Bookable

#### Post-Summit Workshop LPG Pricing, Trading, Shipping & Risk Management

(12 Nov 14:00 - 17:30;

13 Nov 09:00 - 15:00)

Led by

*Mr. Fabien Markiewicz, Director  
F M Energy Services*  
& *Mr. Reidar A. Sundvor, Partner,  
Viamar AS*

- 14:05 **Introduction**
  - Why traders exist
  - LPG Trading - major factors
  - Future outlook for international trade
  - Reasons why an organization might trade LPG*Mr. Fabien Markiewicz, Director  
F M Energy Services*
- 15:45 Coffee Break
- 16:00 **Trading Environment**
  - Environment
  - Market players
  - Main regional price setters & market pricing areas
  - Factors affecting short term trade
  - LPG Market arbitrage*Mr. Fabien Markiewicz, Director  
F M Energy Services*
- 17:30 End of Workshop Day 1

### Day 3 - 13 Nov 2014, Thursday

Post Summit Workshop: LPG Pricing, Trading, Shipping & Risk Management (cont'd)

- 9:00 **Contractual terms and conditions**
  - Company constraints
  - Contract terms
  - Contracts characteristics
  - Checklist for contracts
  - Market information*Mr. Fabien Markiewicz, Director  
F M Energy Services*
- 10:00 **Trading Techniques**
  - Basic players' goals
  - Trading strategies
  - Tools for trading
  - Evolution of LPG trading*Mr. Fabien Markiewicz, Director  
F M Energy Services*
- 11:00 **LPG Shipping**
  - VLGC & LGC Fleet
  - Types of charter
  - Fixing a ship*Mr. Reidar A Sundvor, Partner,  
Shipping Market Analyst  
Viamar AS*
- 11:40 **Streamgas case study & debriefing**  
*Mr. Fabien Markiewicz, Director  
F M Energy Services*
- 12:40 Lunch Break
- 13:40 **Introduction to Price Risk Management**
  - Understanding the unknown
  - Risk management process
  - LPG hedging tools
  - Exercises*Mr. Fabien Markiewicz, Director  
F M Energy Services*
- 14:40 **Case Study, Conclusion & Summary**  
*Mr. Fabien Markiewicz, Director  
F M Energy Services*

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### “Grappling with New Competition in the Global LPG Market”

According to **Poten & Partners**, the trends that became apparent in 2013 have continued into 2014. We continue to see an enormous amount of activity in the US gas liquids market, including further expansions of the LPG export terminals and confirmation of several other US terminal projects, and a consequent strong rise in LPG export volumes.

Apart from the USA, export volumes have been relatively stable. Nonetheless there has been a further increase in the amount of LPG moving from West to East of Suez. The extra product is being absorbed mainly in China, India and South East Asia. Chinese PDH facilities have started to enter the market increasing the country’s propane demand, while the demand in India and South East Asia is mainly tied up with the retail market.

In shipping, the VLGC N/B orders continue to pile up creating an order book equivalent to 50% of the size of the current fleet, as shippers prepare to cope with a substantial further expansion of international trade.

These developments raise several questions that will be discussed at **CMT’s 9th LPGtrade Summit**:

- Is all the US terminal capacity needed?
- What will be the main challenges of propane and butane trade balances going forward?
- How will global retail and petrochemical seaborne demand develop towards 2020?
- Have we reached the point that the VLGC N/B are exceeding the amount needed?

- How will US Gulf prices compare with Asian and European market prices in the future?

More than 12 hours of networking opportunities at **9th LPGtrade Summit** to renew business ties and forge new business relationship. Here’s what you can expect at the summit this November:

- Global LPG & Ethane Supply/Demand & Trade Dynamics: Challenges & Expectations
- Rise of the LPG Export from Iran
- US LPG Export Dynamics & Trade Flow
- Assessing the Demand & Imports Requirement in Japan & Korea
- Analyzing the Growing Presence of LPG in Various Petrochemical Processes in Asia - Ethylene Crackers & Propane Dehydrogenation (PDH)
- LPG Growth Updates in Africa
- Shipowner’s Perspective on the VLGC Market & Freight Rates

Not to be missed - The **1st LPGtrade Awards and Gala Dinner** on 12 Nov 2014, for ALL speakers and participants.

**PLUS Post Summit Workshop (12 - 13 Nov 2014 on Interactive Workshop on LPG Trade - Pricing, Trading, Shipping & Risk Management.**

Register NOW for the 3-full days’ exciting event with [huiyan@cmtsp.com.sg](mailto:huiyan@cmtsp.com.sg). Contact us for attractive bundle and group discounts.

| <b>Per Person Fee for Conference:</b>  | <b>(USD)</b> |
|--|--------------|
| Regular Fee for 1  | 2695.00      |
| Group Fee for 3 or more  | 1895.00      |
| Workshop Fee for Non-Conference Attendee (per person)                        | 1395.00      |
| Workshop Fee for Conference Attendee (per person)                            | 1095.00      |
| <b>Pay Online By 10 Oct</b> with Visa / MasterCard & SAVE USD75 (per person) | -75.00       |
| <i>Not applicable with any other discount</i>                                |              |

### 3 Ways To Register

Online: [www.cmtevents.com](http://www.cmtevents.com)  
 Email: [sasha@cmtsp.com.sg](mailto:sasha@cmtsp.com.sg)  
 Tel: **(65) 6346 9124**

### CUSTOMISED SPONSORSHIP OPPORTUNITY

Package available include **Corporate, Exclusive Luncheon & Cocktail sponsor**. Exhibition / catalogue display can be arranged upon request.

Contact [nisha@cmtsp.com.sg](mailto:nisha@cmtsp.com.sg)

Program details published herein are confirmed as at 05/11/2014.

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