

# 4<sup>th</sup> Oleochemicals Outlook

23 - 24 Aug 2016  
Bali, Indonesia

ORGANISED BY



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## Day One - 23 Aug 2016, Tuesday

08:00	Registrations & Coffee/Tea	10:15	Discussion followed by Networking Refreshment	11:45	<b>RSPO – IS IT SUSTAINABLE?</b> <ul style="list-style-type: none"><li>• Can the momentum be maintained?</li><li>• Can it stop peatsmog haze?</li><li>• The price of certification: who benefits?</li><li>• RSPO Next – can it increase uptake?</li></ul> <i>Ir. Qua Kiat Seng, Advisor ASEAN Oleochemical Manufacturers Group (AOMG)</i>	14:45	<b>GROWTH POTENTIAL OF BIO-LUBRICANTS &amp; NOVEL TECHNOLOGY UPDATES</b> <ul style="list-style-type: none"><li>• Cost/performance comparison with synthetic lubes</li><li>• Commercialization updates</li></ul> <i>Mr. Allen Barbieri, CEO Biosynthetic Technologies</i>
09:00	Chairman's Welcome Remarks & Introduction	10:45	<b>WHERE IS THE OLEOCHEMICALS INDUSTRY HEADING?</b> <ul style="list-style-type: none"><li>• Overcapacity, Boon or Bane for the Oleo Industry?</li><li>• Dealing with rising natural oils prices &amp; low crude oil price</li><li>• Comparing markets in Asia with Europe and USA</li></ul> <i>Mr. Chris DeLavigne Principal – Strategy KPMG Services Pte Ltd</i>	12:15	Discussion followed by Networking Lunch	15:15	Discussion followed by Networking Refreshment
09:10	<b>GLOBAL ECONOMIC OUTLOOK</b> <ul style="list-style-type: none"><li>• Impact of Brexit on global economy</li><li>• Is the US economy heading for a recession?</li><li>• Will China's economy decelerate further?</li><li>• Emerging markets growth forecast</li><li>• Currencies trend</li><li>• Commodity prices, esp CPO</li></ul> <i>Mr. David E. Sumual, Chief Economist PT Bank Central Asia Tbk</i>	11:15	<b>SUSTAINABLE &amp; STRATEGIC SOURCING STRATEGY – KAO CORPORATION'S PERSPECTIVE</b> <ul style="list-style-type: none"><li>• Emerging trends &amp; its impact on sourcing strategy</li><li>• Sourcing and supply chain optimization</li><li>• Building a win-win partnership with suppliers</li><li>• Communicating sustainability target with your suppliers</li><li>• RSPO certified materials &amp; traceability challenges</li></ul> <i>Mr. Nobuhiko Masui, Director - Procurement, Raw Materials, Commodities Kao Corporation</i>	13:40	Afternoon Chairman's Introduction	15:45	<b>ASIA'S PALM OIL MARKET OUTLOOK &amp; TRENDS</b> <ul style="list-style-type: none"><li>• Impact of El-Nino &amp; regional biofuels mandate on palm oil market</li><li>• Demand/supply projections &amp; capacities updates</li><li>• Trade flow &amp; market trends</li><li>• Impact of France's progressive import tax on CPO</li><li>• Indonesia palm oil export tax policy &amp; the impact</li></ul> <i>Mr. Mohamad Fadhil Hasan Executive Director Indonesian Palm Oil Producers Association (GAPKI)</i>
09:45	<b>HOW ARE NATURAL ALCOHOL PRODUCERS SURVIVING IN A WORLD OF CHEAP CRUDE AND EXPENSIVE LAURIC OILS?</b> <ul style="list-style-type: none"><li>• Recent trends in lauric oil prices and outlook</li><li>• Margins in SE Asian natural alcohol production</li><li>• Developments in fatty alcohol capacities</li><li>• The slow-down in China versus LAB substitution - which is most significant for alcohol demand?</li><li>• A brief look at alcohol derivatives</li><li>• What is the outlook for the sector?</li></ul> <i>Dr. Caroline Midgley, Director of Biofuels and Biochemicals LMC International Ltd</i>			13:45	<b>MEETING THE MANDATE FOR BIODIESEL BLENDED FUELS IN INDONESIA</b> <ul style="list-style-type: none"><li>• Biodiesel forecasted demand in 2016 – 2020</li><li>• Biodiesel pricing mechanism in current crude oil market</li><li>• Expanding application in transport &amp; power generation</li><li>• Opportunities for suppliers</li><li>• Trading &amp; distribution challenges</li></ul> <i>Mr. Dadan Kusdiana, Director Indonesia Estate Crop Fund Agency</i>		
				14:15	<b>BIODIESEL INDUSTRY DEVELOPMENT IN A VOLATILE CRUDE ENVIRONMENT</b> <i>Shashank Sukumaran Louis Dreyfus Company</i>		

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## 16:15 GLYCERINE MARKET TRENDS & DIRECTION

- Demand/supply projection
- Key export region & growth drivers
- Ways to regain profitability and competitiveness in the industry

*Mr. Sovakar Nayak, Vice President  
Palms Resources Pte Ltd*

16:45 Discussion followed by  
End of Day One

17:00 Networking Reception for all  
Speakers & Delegates

## Day Two - 24 Aug 2016, Wednesday

09:00 Chairman's Introduction

## 09:10 FATTY ACIDS & FATTY ALCOHOLS INDUSTRY DEVELOPMENT IN CHINA

- Industry overview & development prospect
- Demand/Supply analysis and market trends
- Emerging application & growth prospect
- Feedstock challenges with fluctuating raw materials prices

*Mr. Leo Liu Xuejun, General Manager  
Shanghai Bailey Oils & Fats Co. Ltd*

## 09:45 DEVELOPMENT OF PRIVATE LABEL PERSONAL CARE PRODUCTS IN INDIA

- Challenges & opportunities
- Market outlook & emerging trends
- Key growth segment within private label sector
- Sustainability initiatives & ingredients demand
- Private label growth & its impact on product pricing

*Mr. Pradeep Kumar  
Sr. Executive Vice President,  
Kräuter Healthcare Limited,  
AKC Group*

10:15 Discussion followed by  
Networking Refreshment

## 10:45 SURFACTANTS MARKET TRENDS & PROCUREMENT CHALLENGES

- Demand/supply projections
- Move towards sustainable raw materials
- Key growth drivers, region and applications
- RSPO certified materials & traceability challenges

## 11:15 IDENTIFYING NON-TRADITIONAL OPPORTUNITY THROUGH ADVANCED BIOTECHNOLOGY AND CHEMISTRY IN LOW CRUDE OIL PRICE ENVIRONMENT: SIME DARBY EXPERIENCE

- Available technology being developed and research (using palm/oleochemical as feedstock through biotechnology or chemistry

- Global trends in lubricant and polymer/plastic sectors
- Challenges on investment in volatile crude oil market

*Dr. Hirzun Mohd. Yusof  
Vice President I,  
Integrative and Applied Biology  
Sime Darby Technology Centre  
Sdn Bhd*

## 11:45 SAFFLOWER OIL AS AN ALTERNATIVE FEEDSTOCK FOR THE OLEOCHEMICALS INDUSTRY

- Development and technology innovations
- Key applications and their trends
- Commercialisation plans

*Trevor Gawne, Director  
GO Resources*

## 12:15 EXTENDING OLEOCHEMISTRY - GLYCERIN TO PROPYLENE GLYCOL

- Key technology features & economics evaluation

*Dr. Armin Brandner  
Senior Process Engineer, Technology,  
Oleochemicals Product Line  
Air Liquide Global E&C  
Solutions Germany*

12:45 Discussion followed by Closing Lunch

14:15 End of Conference.

## Highlights:

- **PT Bank Central Asia** analyses the global economic performance & currency trends
- Find out how are natural alcohol producers surviving in a world of cheap crude and expensive Lauric oils from **LMC International**
- **KPMG Services** provides a comparison of the Oleo markets in Asia with Europe and USA, sharing insights on where the industry is heading!
- **Kao Corporation** share their sustainable & strategic sourcing strategy, including the commitment to RSPO certified materials & traceability challenges
- Hear from **AOMG** their views on RSPO and if it's sustainable & can the momentum be maintained?
- **GAPKI** to provides update on the palm oil market trends
- Get the latest on the growth potential of bio-lubricants & novel technology from **Biosynthetic Technologies**
- **Shanghai Bailey Oils & Fats Co.**, shares Fatty acids & fatty alcohols industry development in China
- **Krauter Healthcare** discusses the development of private label personal care products in India
- Identifying non-traditional opportunity through advanced biotechnology and chemistry in low crude oil price environment: **Sime Darby** experience
- **PT Louis Dreyfus Commodities Indonesia** shares biodiesel industry development in a volatile crude environment

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