LPG 11th LPGtrade Summit

14 - 16 Nov 2016, Dubai

ORGANISED BY

Centre for Management Technology®
into our 33rd year

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Day One - 14 Nov 2016, Monday

08:00 Registration & Coffee

09:00 Chairman's Welcome & Remarks
Mr. Michael Panas, Consultant
Poten & Partners Inc

09:10 **LPG: A Market in Transition**
- Global Market Review: What changed in 2016?
- Global Supply/Demand Outlook: Forecast, Challenges & Expectations
- LPG Shipping Outlook: When will freight market improve?
- LPG Pricing: The Evolution of the LPG Pricing

Mr. Michael Panas, Consultant
Poten & Partners Inc

9:45 **The US as an Emerging Supplier of LPG**
- US emerging as a key LPG supplier globally and particularly in Asia
- Supply & export dynamics/drivers for LPG from US (including production, export facilities, and shipping)
- Demand & import dynamics/drivers for LPG for Europe, NWE and particularly Asia (including country specific drivers and market segments and growth)
- Critical variables

Mr. Jim T. Webster, General Manager, Global LPG & Midstream NGL
Phillips 66

10:15 **The Expanded Panama Canal and Benefits/Impacts on LPG Trade Flow**
Mrs. Silvia de Marucci, Senior Specialist, Liquid Bulk Segment
Panama Canal Authority

10:45 Discussion followed by Networking Refreshment Sponsored by

PHILLIPS 66

11:20 **LPG Shipping & Freight Market Outlook**
- Trade Flow Effects from the Opening of the Panama Canal

Mr. Reidar A. Sundvor, Managing Partner
ViaMar AS

11:50 **MENA MacroEconomic Outlook in a Volatile Oil Price Era**
Mr. Edward Bell, Director (Commodity Research)
Emirates NBD

12:20 **Iranian LPG Market – Production, Domestic Development & Export Dynamics**
Mr. Sadegh Tajik, Sales Manager
Daya Petrol FZE

12:50 Discussion followed by Networking Luncheon

14:25 **Afternoon Chairman**
Mr. Jim T. Webster, General Manager, Global LPG & Midstream NGL
Phillips 66

14:30 **Global Petrochemical Market Updates and Forward Impact/Opportunities for LPG**
Mr. Ong Han Wee, Consultant
FACTS Global Energy

15:00 **LPG as Feedstock for Olefins in Europe**
- Petrochemical industry profitability overview – impact of oil prices
- Petrochemicals and polymers market – demand/supply outlook
- Key trends in feedstock supply for European crackers – impact on olefins production & investment in on-purpose technologies.

Ms. Aline Ingram, Senior Consultant
Nexant Limited

15:30 Discussion followed by Networking Refreshments

16:00 **PDH Projects Updates in South Korea & China - Feedstock Economics & Corresponding Demand/Imports Requirements of LPG**
Mr. Chul-Jin, Kim, VP, Head of PDH Process Management, EPC
SK Gas Co Ltd

PDH Projects Updates in South Korea & China
Mr. Tony Liang, Purchasing Manager
Wanhua Chemical Group

17:00 Discussion followed by End of Day One

17:10 - 18:30 Hrs
NETWORKING DINNER & DRINKS RECEPTION
(for ALL Speakers & Participants)

Day Two - 15 Nov 2016, Tuesday

09:00 Chairman's Remarks
Mr. Reidar A. Sundvor, Managing Partner
ViaMar AS

09:05 **Outlook for LPG Demand in Japan**
Mr. Tatsuya Hamaguchi, GM - Middle East Office
Astomos Energy Corporation

09:35 **Development of South East Asia's LPG Retail Market & Infrastructure Development Outlook**
Mr. Ong Han Wee, Consultant
FACTS Global Energy

10:05 **LPG Marketing & Investment Opportunities in the Emerging Markets of South Asia - Pakistan & Bangladesh**
Dr. Imtiaz Ahmed, Chief Executive Officer
International Petrochemicals Pvt Ltd

10:40 Discussion followed by Networking Refreshments

11:15 **Rising LPG demand in India & Investment Opportunities**
Mr. Ashutosh Gupta, Chief Manager (LPG-Operations),
Indian Oil Corporation Ltd

11:45 **Panel Discussion – New Demand/ Offtake For Market Balance**

Moderated by:

Mr. Reidar A. Sundvor, Managing Partner
ViaMar AS

Mr. Jim T. Webster, General Manager, Global LPG & Midstream NGL
Phillips 66

Mr. Michael Panas, NGL Consultant,
Poten & Partners

Mr. Ashutosh Gupta, Chief Manager (LPG-Operations),
Indian Oil Corporation Ltd

12:30 Final Discussion followed by Closing Luncheon

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Separately Bookable Post-Summit Workshop - Day One

(15th Nov 14:00 – 17:30)

LPGtrade in 8 hours Trading, Contracting, Shipping & Risk Management

Outline:

1. Introduction
- Why traders exist
- LPG Trading – major factors
- Future outlook for international trade
- Reasons why an organization might trade LPG

2. Trading environment
- Environment
- Market players
- Main regional price setters and market pricing areas
- Factors affecting short term trade
- LPG Market arbitrage

3. Contractual terms and conditions
- Company constraints – contract terms
- Contracts characteristics
- Checklist for contracts
- Market information

4. Trading techniques
- Basic players' goals
- Trading strategies
- Tools for trading
- Evolution of LPG trading

Separately Bookable Post-Summit Workshop - Day Two

(16th Nov 08:30 – 13:00)

5. LPG Shipping
- VLGC and LGC Fleet
- Types of charter
- Fixing a ship

6. Introduction to price risk management
- Understanding the unknown
- Risk management process
- LPG hedging tools
- Exercises

7. Case study and debriefing

8. Conclusion and Lunch

"Finding New Demand & Offtake for the Rising Global Production"

In terms of demand, Asia remains a key output for trade volumes driven mainly by the onset of new PDH facilities, particularly in China and Korea, and resulting to increased volumes from the US. However, with the narrowing of price spread between the US Mont Belvieu price and Asia CFR price, there are observation of market players attempting to renegotiate or cancel existing long term contracts. And with arbitrage economics becoming unfavourable, particularly to Asia, some market players chose to cancel cargoes and pay for cancellation than to lift the parcel. **With this trend being most prominent recently from July to September, how soon will this eased off?**

Europe has also seen a lowering of volumes from the US, but LPG remains to be the favourable feedstock for steam cracking and ethylene production in the region. Ethane from the US began to be utilised in European petrochemical facilities of Ineos, Sabic and soon to be, Borealis.

Over to **LPG shipping**, the substantial growth of VLGC fleet has depressed freight rates to levels below OPEX costs. Coupled with the decreasing price spread between the US and Asia, the oversupply of VLGCs on a ton-mile basis has forced many market players to realign their positions in the current market. Further newbuilds are scheduled for delivery through next year to 2019, with most foreseeing a tough year or two for shipowners, and consolidation amongst the owners would now seems likely.

With the market shifts and evolving how are you staying updated and connected? Attend **CMT's 11th LPGtrade Summit**, THE premier meeting platform for ALL stakeholders to ***analyze and forecast the future of the global LPG trade. From what's next in emerging markets to smart insights you need to know including:***

- Crude oil market dynamics & corresponding implication on LPG production economics in the US & beyond
- LPG benchmark prices & spread outlook
- Emerging exports from **Iran** & **Angola**
- PDH updates & feedstock demand from **China** & **South Korea**
- Growth of global petrochemical market (PDH, Ethylene Cracking) & LPG offtake
- Development of Asia LPG retail growth & possible LPG demand growth
- Sustaining LPG's demand growth in **Japan**
- Rising LPG demand in **India** & Investment Opportunities
- LPG shipping rates & strategies for commercial sustainability

Act Now! Register with your team at **www.cmtevents.com** to enjoy group discount! Or contact Huiyan at huiyan@cmtsp.com.sg for more information!

Per Person Fee for Conference:	**(USD)**
Regular Fee for 1	2695.00
(Optional) Post Conference Workshop (Nov 15th 2:00PM - 5:30PM & 16th Nov 9:00 AM - 1:00 PM)	1095.00
Group Discount for 3 or more to Save	- 800.00

3 WAYS TO REGISTER

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Program details published herein are confirmed as at 08/11/2016.

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