

5th Oleochemicals Outlook

23-24 August 2017
Yogyakarta, Indonesia
Grand Aston Yogyakarta

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Day One - Wednesday, August 23rd

- 08:00 Morning Registrations & Refreshment
- 09:00 Chairman's Welcome & Introduction
Chris De Lavigne, Principal – Strategy KPMG Services Pte Ltd
- 09:10 **GLOBAL ECONOMIC OUTLOOK**
- US economic forecast under new administration
 - Emerging markets growth projections
 - China & India's economic reforms & its impact on Asia
 - Regional currencies trends
- Dr. Adrian Panggabean, Chief Economist - Treasury and Capital Market PT Bank CIMB Niaga Tbk*
- 09:40 **GLOBAL OLEOCHEMICALS MARKET TRENDS**
- Current demand/supply forecast – Asia, US, Latin America and Europe
 - Raw materials cost comparison & its competitiveness
 - Explore ways/innovations to extract higher margins for oleo value chain
- Dr. Julian Conway Mcgill, Head of South East Asia LMC International Ltd*
- 10:10 Discussion followed by Networking Refreshment
- 10:40 **INDIA'S PERSONAL CARE INDUSTRY TRENDS & OPPORTUNITIES**
- Demand/supply projections
 - Changing consumer lifestyle on product choices/growth trends
 - Evolving raw materials trends
 - Opportunities and challenges
- Jerard Kumar, General Manager - Purchase CavinKare Pvt. Ltd.*
- 11:10 **SUSTAINABLE & STRATEGIC SOURCING STRATEGY – JNJ'S PERSPECTIVE**
- The evolving trends in the consumer goods industry and the need for sourcing strategies to adapt and evolve
 - How the industry can build win-win partnerships with suppliers to build and foster new value propositions for customers

- The importance of thinking end-to-end and driving value through various other levers apart from price
- S. Sri Saravanan (Sri), GSO Oleochemicals - Source Lead Baby Value Stream Johnson & Johnson Pte Ltd*
- 11:40 **IMPLEMENTING SUSTAINABILITY IN THE PALM VALUE CHAIN**
- Improving transparency along the value chain
- Dr. Surina Ismail, Group Head of Sustainability IOI Corporation Berhad*
- 12:10 Discussion followed by Networking Lunch
- 13:40 Chairman's Introduction
Simon Beer, CEO / Director Sales & Marketing Buss ChemTech AG
- 13:45 **ASIA'S PALM OIL MARKET OUTLOOK & TRENDS**
- Regional biofuels mandate on palm oil market
 - Value additions in palm oil to drive margins
 - Demand/supply projections & capacities updates
 - Trade flow & market trends
- Chris De Lavigne, Principal – Strategy KPMG Services Pte Ltd*
- 14:15 **AFRICA'S PALM OIL & DERIVATIVES GROWTH TRENDS**
- Palm oil supply/demand outlook
 - Developing downstream value chain & challenges
 - Key growth markets & projections for the next 3 years
 - Emerging Africa – how big will it be?
- Naveen Sharma, Head of Edible Oils Division Olam International Limited*
- 14:45 **INDONESIA BIODIESEL INDUSTRY DEVELOPMENT & CHALLENGES**
- Supply/demand growth outlook
 - Government's policy to support the biodiesel industry & B20 progress status
 - Impact of biodiesel subsidy reduction on the industry
 - Challenges and opportunities moving forward
- Paulus Tjakrawan, Chairman Indonesian Association of Biofuel Producers (APROBI)*

- 15:15 Discussion followed by Networking Refreshment
- 15:45 **OLEOCHEMISTRY AND DERIVATIVES IN THE LUBRICANTS MARKET AND VARIOUS OTHER MARKETS**
- Uses of natural oils, oleochemicals, esters in Lubricants (fuels, engines, coolants, industrial, grease)
 - Drivers, legislation and trends in bio-degradable Lubricants
 - Value proposition and challenges to bio-degradable Lubricants
 - Insights into various other markets like Home Personal Care and others for green renewable ingredients
- Choon Wai How, Deputy General Manager for Global Amines Company Senior Manager, Wilmar International Ltd*
- 16:15 **ASIA SURFACTANTS MARKET OUTLOOK & TRENDS**
- Demand/supply projections
 - Crude oil price volatility and its impact on producers' margins
 - Shifting trend towards bio surfactants & dynamics in the Alkoxylates markets
 - Key growth drivers, regions and applications
- Dr. Jean-Guy Le Helloc Regional Product / Distribution Director Solvay Specialty Chemicals Asia Pacific Pte Ltd*
- 16:45 Discussion followed by End of Day One

17:00 - 18:00

Networking Reception for all speakers and delegates

Day Two - Thursday, August 24th

- 09:00 Chairman's Introduction
Dr. Julian Conway Mcgill, Head of South East Asia LMC International Ltd
- 09:05 **CHINA'S GLYCERINE MARKET TRENDS & DIRECTIONS**
- China's glycerine production
 - China's glycerine import
 - China's glycerine demand and its main downstream applications
 - Glycerine price movement and market prognosis
- Fred Wang, Managing Director HBI (China) Co., Ltd*

- 09:35 **DEVELOPMENT OF BIOCHEMICAL PRODUCTION VIA GLYEROL/BIO MASS**
- Feedstock, economics & technology evaluation
 - Update on commercialization of biochemical production in Malaysia
- Ken Richards, Managing Director Leaf Resources Limited*
- 10:05 **INTEGRATED R&D IN OLEOCHEMICALS – FROM BENCH TO INDUSTRIAL SCALE**
- Ralf Lange, CEO/ Owner Inventa Technologies (S) Pte Ltd*
- 10:35 Discussion followed by Networking Refreshment
- 11:10 **PHILIPPINES COCO-OLEO INDUSTRY PROSPECTS**
- Coconut oil market outlook & demand drivers
 - Oleochemical economics
- Marco Reyes, CEO, HanCole Corporation*
- 11:40 **CHOOSING A TECHNOLOGY PROVIDER FOR A SUCCESSFUL OLEOCHEMICAL PLANT**
- What should be considered when engaging outside technology providers?
 - Determining in-house know-how, experience and resource gaps
 - Specifying battery limits and scope of supply
 - Evaluating and matching vendor capabilities
 - Review of typical project timeline and potential problem areas
- Simon Beer, CEO / Director Sales & Marketing Buss ChemTech AG*
- 12:10 Final Discussion followed by Closing Lunch
- 13:45 End of Conference

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