



LPG 12th LPGtrade Summit

23 - 25 Oct 2017, Dubai

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Management
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into our 34th year

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Day One - 23 Oct 2017, Monday

- 08:00 Registration
- 09:00 Chairman's Welcome Remarks
*Mr. Michael Panas, Managing Consultant
NGLStrategy, LLC*
- 09:10 **Export Competitiveness of Middle East's LPG**
- LPG Supply Outlook
 - New Petrochemical Projects
 - Export Competitiveness
- Mr. Ong Han Wee, Consultant
FACTS Global Energy*
- 09:45 **Iran - Outlook of LPG Production & Export Capacity**
- Mr. Amirhooshang Karami, Head of
Marketing & Sales Dept.
Iranian Gas Commercial Company I.G.C.C*
- 10:15 Discussion & Networking Coffee
- 10:55 **Changing Focus of LPG in Europe**
- How LPG seaborne trade has changed: challenges & expectations
 - Effect of petrochemical players on the NGL market in Europe
 - The role of the US on European NGLs
- Ms. Emma Lamb,
LPG & NGL Consulting Team Leader,
Poten & Partners (UK) Ltd*
- 11:25 **LPG Demand Growth in China & Import Growth Outlook**
- Demand outlook esp. PDH, Steam-Cracking, Butane in Gasoline, etc
- Mr. Tony Liang, Assistant General Manager
Wanhua Petrochemical Co. Ltd*
- 11:55 **South Korean LPG Market: Supply Dynamics & Demand Drivers**
- Overview & Origins of Supply

- LPG Demand Changes & Future Outlook
*Mr. Kevin Kim, Team Leader, Global Planning, LPG & Coal Trading
SK Gas Co Ltd*
- 12:30 Discussion followed by Networking Luncheon
- 13:55 Afternoon Chairman
- Mr. Ong Han Wee, Consultant
FACTS Global Energy*
- 14:00 **LPG Bunkering & Outlook of Japan LPG Market**
- LPG Bunker Project as Alternative Source for IMO Regulation 2020
 - Recent Out Look of LPG Market and Situation of Nuclear Power Plants
 - Domestic Price Formula, CP & MB
- Mr. Yuki Asai, General Manager, Middle East
Astomos Energy Corporation*
- 14:30 **Indonesia's LPG Demand Development, Opportunities for Imports & Trade**
- Mr. Anizar Burlian, VP Crude & Product Trading and Commercial
PT Pertamina (Persero)*
- 15:00 **US' LPG – Production Mix & Outlook, Domestic Demand & Export Markets**
- Mr. Justin Kleiderer, Director, NGL Marketing & Supply
Enterprise Products Partners, L.P*
- 15:30 Discussion & Networking Tea
- 16:00 **Basrah Gas - Insider's Perspective from One of Iraq's Largest Public-Private Partnerships for Gas Infrastructure Development**
- Gas Infrastructure & potential in Iraq
 - Basrah Gas Company, inception, structure & journey so far
 - Gas development plans for Southern Iraq

- Condensate & LPG exports/plans
Mr. Muhammad Salman Salim, Marketing Manager, Basrah Gas Company
- 16:30 **The New Reality of the LPG Market: How is this Market Changing?**
- LPG: One Product, Two Different Stories (Propane vs Butane)
 - LPG's Dependence on Other Product Economics: From Simplicity to Complexity
 - LPG Petchem Demand: Steady or Swing Demand?
 - The present & potential of the retail market - what lies behind retail growth & how far can this be sustained?
- Mr. Michael Panas, Managing Consultant
NGL Strategy, LLC*
- 17:00 Discussion followed by End of Day One

7:10 - 18:10 **Networking Reception for ALL Speakers & Participants**

Day Two - 24 Oct 2017, Tuesday

- 09:00 Chairman's Welcome Remarks
*Mr. James T. Webster, Executive Advisor
NGL Strategy, LLC*
- 09:05 **India - Demand & Infrastructural Development, Opportunities for International Imports**
- Mr. Gaurav Ambasht, Chief Manager (LPG Operations),
Indian Oil Corp Ltd (IOC)*
- 09:35 **Pakistan - Demand & Infrastructural Development, Opportunities for International Imports**
- Dr. Imtiaz Ahmed, Chief Executive Officer
International Petrochemicals Pvt Ltd*
- 10:05 **Sub Saharan LPG Market Potential - Demand, Supply Sources & Infrastructure Development**
- Mr. Emmanuel Mangeni, Director / Consultant,
Ultimate Gas Professionals Limited*
- 10:35 Discussion & Networking Coffee
- 11:05 **LPG Shipping: VLGC Market Outlook - Trade & Fleet Growth, Ship Value Development**
- Mr. Reidar A Sundvor, Managing Partner
ViaMar AS*
- 11:35 **Panel Discussion - Assessing Opportunities for Increased Demand & Global Trade**
- LPG production expectations – where do we expect further LPG export volumes to come from?
 - Rising importance of butane
 - How industrial LPG uses (steam-cracking, PDH, PowerGen) have changed the market & what we expect to be their impact in the future.
 - Is retail demand bouncing back?
 - Shipping market revival – timing & required steps
- Moderated by:
Mr. Michael Panas, Managing Consultant
NGLStrategy, LLC
Mr. Alex Hadjipateras, Executive Vice President of Business Development
Dorian LPG Ltd.
Mr. Gaurav Ambasht, Chief Manager (LPG Operation), Indian Oil Corp Ltd (IOC)
Mr. Tony Liang, Assistant General Manager
Wanhua Petrochemical Co. Ltd.
Mr. Justin Kleiderer, Director, NGL Marketing & Supply, Enterprise Products Partners, L.P.
Mr. Kevin Kim, Team Leader, Global Planning, LPG & Coal Trading, SK Gas Co Ltd*
- 12:20 Final Discussion & Closing Luncheon
- 14:00 End of Main Summit



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Separately Bookable Post-Summit Workshop - Day One

(24th Oct 13:30 – 17:30, Tuesday)

LPG: A Byproduct Market Governed by the Economics of Major Markets (Tools & Fundamentals to Navigate Changing Circumstances)

- 13:20 Workshop Registration
- 13:30 **Introduction**
- The Basics of the LPG Market: Life in the Old Dog Yet?
 - Global LPG Supply: sources and major exporters
 - Global LPG Demand: outlets and major importers
 - LPG Trading & Shipping
- 14:00 **LPG Market Fundamentals**
- How has Shale Gas Changed the NGL Market?
 - Upstream Fundamentals
 - Midstream Fundamentals
 - Downstream Fundamentals
- 15:30 **Intro to LPG Pricing**
- Introduction to Global LPG Pricing & Major LPG Pricing Hubs
 - How LPG Pricing Patterns Have Evolved
 - Understanding the Basics of LPG Price Forecasting
- 16:30 **Fundamentals of LPG as Petrochemical Feedstock**
- Petchems and Their Feedstock
 - Flexible Feed Petrochemicals that Consume LPG
 - Fixed Feed Petrochemicals that Consume LPG
- 17:30 End of Part 1
(To resume on 25th Oct at 09:00)

Separately Bookable Post-Summit Workshop - Day Two

(25th Oct 09:00 – 14:00, Wednesday)

- 09:00 **LPG Shipping**
- LPG Shipping Fundamentals
 - LPG Shipping Supply/Demand and the Effects on Freight Rates
 - LPG Shipping Charter Types and Strategies
- 09:30 **Key Economics of the LPG Market**
- Upstream & Midstream Economics
 - Petchem Economics
 - Shipping Economics
 - Exercises
- 10:45 **LPG Trading**
- LPG Trading Fundamentals
 - Major Trading Routes and Players
 - What Factors Affect LPG Trading
 - LPG Market Arbitrage Calcs
 - Major Contractual Terms and Conditions
 - Trading Strategies and Tools
- 12:00 **Case study and Debriefing**
- 13:00 Conclusion & Closing Lunch
- 14:00 End of Workshop

“Assessing Opportunities for Increased Demand & Global Trade”

The LPG market is currently in a period of transition; adapting to an environment of increasing supply, growing importance of the petrochemical markets, lower global price spreads and depressed freight rates.

Supply has increased in the last few years from both

the US, as a result of Shale Gas exploration, as well as from the Middle East as players maintain global market share and production projects come to fruition.

In terms of propane demand, Asia remains a key output for trade volumes driven mainly by the onset of new PDH facilities, particularly in China and Korea. Furthermore, the narrowing of the spread has resulted in arbitrage economics becoming unfavourable creating a challenging trading environment.

At the same time, the VLGC fleet has increased substantially, depressing freight rates to levels around or below OPEX costs. Combined 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.

Gathering key commercial players from Asia, Europe, US and the Middle East, CMT's 12 LPGtrade Summit is a NOT TO BE MISSED event for all who are involved in the global LPG trade (production, procurement, trade and etc). Register NOW to attend with your team, to enjoy attractive early bird group discounts. Contact huiyan@cmtsp.com.sg today!

Multiple Benefits to Attain Your Business Leads

- Maximum networking benefits over 2.5 days, offering vital opportunities for producers-traders-buyers direct interaction
- Get updates on Iranian LPG export capacity outlook for the next 18 – 24 months
- Keep track on LPG demand & infrastructure market brewing in South Asia – India, Bangladesh, Pakistan
- Assess the demand & offtake growth from India, China, South Korea, Japan & Indonesia
- Find out the economics of LPG-fuelled power plant & LPG bunkering

- Stay abreast with the corresponding impact of petrochemical market shifts & NGLs on European LPG
- Learn from Panama Canal on managing shipment flow in the expanded canal
- Deepen your knowledge with tools & fundamentals to thrive through the evolving LPG markets

Per Person Fee for Conference:	(USD)
Regular Fee for 1	2295.00
(Optional) Post Conference Workshop (for Conference Attendee) (24 th Oct 13:30 - 17:30 & 25 th Oct 9:00 - 14:00)	1095.00
Workshop fee for Non-Conference Attendee	1395.00
Group Discount for 3 or more to Save	- 600.00

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