

6th Oleochemicals Outlook

5 - 6 September 2018 / Bali, Indonesia

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Management
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Day 1 - 5 Sep 2018, Wednesday

08:00 Morning Registration & Networking Coffee/Tea

09:00 Chairman's Welcome Remarks and Introduction

09:10 GLOBAL ECONOMIC OUTLOOK

- How bullish is the US economy?
- SE Asia looking bright?
- Is super powerhouse India overtaking China?
- Risk to the global economies

Mr. Zahidi Alias, Chief Economist Malaysian Rating Corporation Berhad

09:40 CAN FATTY ACID PRODUCERS FIND NEW MARKETS FOR THEIR PRODUCT?

- Which downstream markets merit investment for fatty acids?
- How quickly are these markets and applications growing?
- Where can oleo-chemical companies compete with chemical companies?

*Dr. Julian Conway Mcgill
Head of South East Asia
LMC International Ltd*

10:10 Discussion followed by Networking Refreshment

10:45 FUTURE OF DETERGENTS & NEW TRENDS IN CHINA

- Market trends & growth prospect
- Eco innovations with changing life style
- Impact on raw materials requirements

*Dr. Kitty Li Ping, Zhang, Chief Scientist
Liby Enterprise Group Co., Ltd*

11:15 OILS AND FATS PROCUREMENT CHALLENGES FROM KAO CORPORATION

- Kao Sustainability Statement and its scope
- Methodologies and update on Kao's traceability and risk management in supply chain

*Mr. Satoshi Nakashima, Manager
Kao Corporation*

11:45 FATTY ALCOHOLS OUTLOOK & SURFACTANTS TRENDS

*Mr. Nikhil Vallabhan
Principal Consultant
- Chemicals, Materials & Food
Frost & Sullivan Asia Pacific*

12:15 Discussion followed by Networking Lunch

13:40 Chairman's Introduction

13:45 PALM OIL MARKET OUTLOOK & TRENDS

- Regulatory uncertainties in the EU/USA and its impact on palm oil demand
- Regional biodiesel mandate update
- Implication of crude oil and

currency movement on CPO

- Seasonality pattern in production and stocks
 - Price outlook in 2018/19
- Mr. David Ng, Derivatives Products Specialist - Head of Marketing
Phillip Futures Sdn Bhd*

14:15 STRATEGY TO ADVANCE SUSTAINABLE OIL PALM FOR BIOENERGY IN INDONESIA

*Mr. Edi Wibowo
Director of Fund and Disbursement
Indonesia Estate Crop Fund Agency*

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

*Mr. Paulus Tjakrawan, Vice Chairman
Indonesian Association of Biofuel Producers (APROBI)*

15:15 Discussion followed by Networking Refreshment

15:45 SUSTAINABILITY COMMITMENT & PARTNERSHIP IN THE PALM VALUE CHAIN

- Improving transparency and traceability in the supply chain
- Dr. Shariman Alwani
Chief Strategy & Innovation Officer
Sime Darby Plantation Sdn Bhd*

16:15 MARKET PROSPECT OF CASTOR BASED OLEOCHEMICALS & EMERGING APPLICATIONS

- Demand/supply outlook
- Economics of castor oil vs other oils
- Sustainable production and supply chain
- Emerging applications & key exports

*Mr. Polara Subhash, Technical Director
Royal Castor Products Limited*

16:45 PHILIPPINE COCONUT IN THE OLEOCHEMICAL INDUSTRY

- CNO price outlook from a different perspective
- Sustainable Coconut Oil Supply and the future
- Downstream Potentials in the Oleochemicals

*Mr. Ryan Jervis Jao
AVP & Business Development
JNJ Oleochemical Inc*

17:15 Discussion followed by End of Day 1

17:30 - 18:30 hrs.

Networking Reception

for all speakers & delegates

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

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Day 2 - 6 Sep 2018, Thursday

09:00 Chairman's Introduction

09:10 INDIA'S PROMISING OLEOCHEMICALS & DERIVATIVES MARKET

- Raw materials volatility & supply challenge
- Growth drivers, trends & emerging applications
- Synergy through vertical integration
- Surfactants -Emerging applications – Home & Personal care, agri & etc
- Petrochemical and oleochemical raw materials dynamics for Surfactants
- Mega trends driving the industry forward for surfactants

Mr. Sadanand Palnitkar

*Associate Vice President (Marketing)
Godrej Industries Limited*

09:40 VALORIZATION OF CRUDE GLYCEROL INTO EPOXY PROPANOL VIA A GREEN PATHWAY FOR THE OLEOCHEMICAL INDUSTRY

- Green alternative to produce EP
- Pilot trials and commercialization

Mr. Syed Salim Syed Ali

*Senior Vice President/ Cluster Head,
Palm Downstream Cluster
Felda Global Ventures Holdings Bhd*

10:10 Discussion followed by Networking Refreshment

10:45 ECH MARKET OUTLOOK AND ITS IMPACT ON GLYCERINE DEMAND

11:15 CHINA OLEOCHEMICALS AND GLYCERINE MARKET TRENDS

- Oleochemicals demand/ supply forecast
- Driver for natural fatty alcohol vs synthetic fatty alcohol
- Downstream demand outlook
- China's Biodiesel/Glycerine production & market trends moving forward

11:45 MODULAR DELIVERY STRATEGY FOR OLEOCHEMICALS PLANTS

- An environment that demands fast track implementation leads to increased project risks.
- The presented project delivery model shows how to identify and mitigate those risks and provide high project certainty with very competitive schedules

Mr. Steven van Wagenveld

Head of Oleochemicals

*ThyssenKrupp Industrial Solutions
(Thailand) Ltd*

12:15 Final Discussion followed by Closing Lunch

13:45 End of Conference.

"Excel in the challenging world of Oleochemicals"

Globally, fatty acid capacity has more than doubled between 2004 and 2016, to almost 1.3 m tons. The fatty acid market is now entering a period of consolidation. Can the fatty acid producers find new markets for their product? Which downstream markets merit investment for fatty acids? How quickly are these markets and applications growing? Where can oleo-chemical companies compete with chemical companies?

Unlike fatty acids, fatty alcohol capacity is set to rise, driven by rising synthetic production. Synthetic fatty alcohols will continue to take more market share, with utilization rates rising to 90% by 2020. This will have a negative impact on the utilization rates in the natural alcohol sector, forecasted to fall to 66% in 2019.

The European Parliament and EU member states have agreed to phase out palm oil from motor fuels by 2030, easing back from an initial deadline of 2021. This gives a breather to the palm oil producers in SE Asia, especially Malaysia and Indonesia, the biggest palm oil producers in the world. This extension will give the countries more time to improve palm oil's production management as well as seek new markets! Could China and India be the alternative markets in time to come?

Meanwhile, Indonesia's Energy and Mineral Resources Ministry intends to increase and expand the country's national biodiesel mandate in order to cut fossil fuel imports and boost the consumption of palm oil. It plans for biodiesel mandate to cover the train sector from May 2018 and the mining sector from July, according to Reuters report.

Brand owners from Unilever, Kao Corp, Colgate Palmolive, L'Oreal and many more are leading the trend to purchase only sustainably sourced palm oil that is traceable to the plantation. While raising sustainability standards might pose an initial challenge for companies, the opportunities for improving brand impact, increasing transparency and changing consumer behavior are huge. Learn more about sustainable sourcing strategy, Methodologies and update on Kao's traceability and supply chain risk management at **6th Oleochemicals Outlook** conference on **5-6 Sept 2018 in Bali!**

Key Sessions include:

- Analysis of the Global economic outlook by **Malaysian Rating Corporation**
- **LMC International** shares insights on "Can fatty acid producers find new markets for their product?"
- **Guangzhou Liby Enterprise Group** discusses the future of detergents & new trends in China
- **Kao Corporation** highlights their sustainability statement and its scope, including the Methodologies and update on their traceability and supply chain risk management
- **Phillip Futures** provide analysis of the Palm oil market outlook & trends, including the regulatory uncertainties in the EU/USA and its impact on palm oil demand
- **Indonesia Estate Crop Fund Agency** shares sustainable oil palm strategy in Indonesia and **APROBI** discusses Indonesia biodiesel industry development & challenges
- Market prospect of castor based oleochemicals & emerging applications by **Royal Castor Products** while **JNJ Oleochemicals** shares insights on the Philippines coconut industry & its downstream potential
- Find out from **Godrej Industries** the performance of India's promising oleochemicals & derivatives market
- **Felda Global Ventures (FGV)** shed insights on the valorization of crude glycerol into epoxy propanol via a green pathway for the oleochemical industry
- Learn from **ThyssenKrupp Industrial Solutions** the Modular delivery strategy for oleochemicals plants
- Network with industry's who's who in the Oleo value chain

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