

Program topics, speakers and schedules listed herein are confirmed as at printing time.
Please refer to the event's Latest Schedule at www.cmtevents.com for most up-to-date details.

www.cmtevents.com



3rd MENA aromatics & DERIVATIVES MARKETS

21-22 October 2008 / Doha, Qatar
Doha Marriott Hotel

"Middle East - the fast emerging source of aromatics!"

Qatar Petroleum

Nexant

Qurain Petrochemical Ind. Co.

Qatar National Bank

Maersk Logistics

Mustang Engineering

WorleyParsons

Platts

EcoSecurities Middle East

Haldia Petrochemicals Ltd

Shell Chemicals ME

Global Service Intl (GSI)

Norton Rose LLP

Borzouyeh (Nouri) Petrochemical Co.

Photos Courtesy of Qatar Petroleum

promotion partners



Day 1

Tuesday, 21st October 2008

- 8:00 Registration & Coffee
- 9:00 Chairman's Welcome & Introduction
- 9:10 **UPDATE ON WORLD SCALE PETCHEM COMPLEX INCLUDING AROMATICS DOWNSTREAM DEVELOPMENT IN QATAR**
Mohammed Nacereddine Kebir, Manager, Petrochemical Ventures, Downstream Ventures
Qatar Petroleum
- 9:45 **GLOBAL AROMATICS TRENDS & OUTLOOK**
 - Demand drivers and pricing volatility
 - Investment update
 - Impact of new capacities from MidEast on global markets
 - Prospects for coal to aromatics
 - Strategic issues facing the industry
 Dr. Andrew Spiers
Senior Vice President - Chemicals
Nexant
- 10:20 Discussion followed by Refreshment
- 10:40 **CRUDE OIL MOVEMENT & ITS IMPACT ON AROMATICS MARKET**
Shahrin Ismaiyatim
Global Petrochemicals Editorial Director
Platts
- 11.15 **AROMATICS – AN INTEGRATED VALUE CHAIN FOR MIDEAST?**
 - Refinery integration developments and rationale
 - Benzene : import or export?
 - MidEast advantage in aromatic value chains
 Phil Parker, General Manager
New Business Development
Shell Chemicals ME
Qatar Shell Service Co. WLL

- 11:50 **DEVELOPMENT OF AROMATICS PROJECT IN KUWAIT**
 - Feedstock challenges
 - Status and product offtake plan
 - Downstream integration plan
 - Technology selection
 Waleed Al-Asfoor, General Manager
Qurain Petrochemical Industries Co.
- 12:25 Discussion followed by Lunch
- 13:45 **MIDDLE EAST ECONOMIC OUTLOOK**
 - Market overview & ratings
 - Qatari Banking sector
 Roy Thomas, Senior Economist
– Economics & Research
Qatar National Bank
- 14:15 **LOGISTICS AND DISTRIBUTION CHALLENGES BETWEEN MIDDLE EAST & ASIA**
 - Sea freight challenges
 - Supply chain bottlenecks
 - Planning ahead of the competition
 Anthony Elwine, Global Head-Petrochemical
Maersk Logistics
- 14:45 **CONTRACTING STRATEGIES TO MANAGE RISING COST**
 - Market shift
 - Win-win contracting strategies
 - Risk sharing
 - Best practice models
 Jay Ibrahim, Senior Vice President
Regional Director AMEA
WorleyParsons
- 15:20 Discussion followed by Refreshment
- 15:50 **GLOBAL PET MARKET DEVELOPMENT**
 - Demand/supply projection
 - Competitiveness of PET production in MidEast vs Asia
 - New capacities in the MidEast & impact on global trade
 - Development trend
 Francesco Zanchi, CEO
Global Service International (GSI)

- 16:20 **GLOBAL CUMENE/ PHENOL MARKET DEVELOPMENT & TRADE FLOW**
- 16:50 **ADVANCEMENT IN AROMATICS RECOVERY TECHNOLOGY**
 - Aromatic markets dictate recovery technology
 - Traditional aromatics recovery technologies
 - Recent advancements :
 - Robust and flexible unit designs
 - Design improvements
 Richard J Kolodziej
Process Technology Manager
Mustang Engineering
- 17:20 **FINANCING SOLUTIONS FOR PETCHEM PROJECT AMID TIGHTENING FINANCING MARKETS**
Charles Whitney, Senior Associate
London Office
Norton Rose LLP
- 17:50 Discussion followed by End of Day One

18:00 – 19:00 hrs.

Networking Reception
for all Speakers & Participants

Day 2

Wednesday, 22nd October 2008

- 9:00 Chairman's Remark
- 9:05 **STYRENICS MARKET OUTLOOK IN EGYPT & PROJECT DEVELOPMENT**
 - Drivers for growth
 - Project update & development
 - Sources of feedstock

How competitive is the Middle East in the Aromatics downstream investments?

- 9:40 **COMPETITIVENESS OF WORLD'S LARGEST AROMATICS COMPLEX IN IRAN**
- Aromatics production capacity in Iran
 - Aromatics & derivatives domestic & export markets/destination
 - Further investment plans into aromatics & derivatives
 - Feed price and its impact on the aromatics product
- Hamid Reza Rostami, Managing Director
Borzouyeh (Nouri) Petrochemical Co
- 10:20 Discussion followed by Refreshment
- 10:50 **AROMATICS & DERIVATIVE MARKET DEVELOPMENT IN INDIA**
- SB Dutta, GM – Chemical Marketing
Haldia Petrochemicals Ltd
- 11:20 **CARBON EMISSIONS & TRADING OPPORTUNITIES FOR PETCHEM INDUSTRIES**
- The Kyoto Protocol and the Clean Development Mechanism – a context to carbon trading
 - Opportunities for carbon emissions in the petchem industry
 - Emissions trading in the Middle East and regional update
- Souheil Abboud
Middle East Regional Manager
EcoSecurities Middle East
- 11:50 Final Discussion & End of conference followed by Closing Lunch

Site Visit to Ras Laffan Industrial City (Optional – USD100 / person)

- 12:45 Assemble at lobby & depart for site visit
- 14:15 VIP escort & guided tour of **Ras Laffan Industrial City**
- 15:30 Leaves Ras Laffan for Marriott Hotel
- 17:00 Arrives at Marriott Hotel

“The Qatar Petrochemicals Complex (QPCC), which is expected to begin commercial production in 2011, would produce 1.7 mil ton/yr of propylene, PP, Styrene, PS & Aromatics (xylene)” 16/10/07, Pipeline Magazine

“State-run Indian Oil Corp. says it plans to seek board approval for a \$2.5bil PX unit at the Haldia refinery in March 08” 07/02/08, Earthtimes.org

“The IPIC & Borealis have signed a MOU along with Abu Dhabi Investment Council to prepare jointly for the first phase of the development of a planned new Chemicals Industrial City to be located in Abu Dhabi. The multi-billion dollar project comprises of a world scale naphtha cracker, ...a world scale reformer, xylene, benzene, cumene, phenol & derivatives units”. 19/03/08, Borealis website

With Middle East diversifying into Aromatics & downstream investment, doubts are aplenty about their competitiveness relative to Asia. With no cost advantage as in olefins investment & burgeoning oil and naphtha prices, the future seems uncertain. Besides EPC costs are today an all-time high making downstream investments non competitive. How are the aromatics investors responding to these challenges? Will all the announced projects go ahead?

Strategic investment in styrene & phenol industries in the Middle East coupled with demand for PET is expected to provide an additional outlet for olefins. To what extent can the markets absorb these additional capacities when they come on-stream in the next 3-5 years? Will the petchem industry recover from the down-cycle then?

CMT's 3rd MENA Aromatics & Derivatives Markets conference gathers the leading regional industry players to address pertinent industry issues. Excellent opportunity to network with global players in one venue!

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Key reasons to attend

- Assess the global aromatics industry's performance & how Middle East capacities will tip the balance?
- Find out how the aromatics players are responding to the high oil prices & impact of gasoline prices on benzene market
- Economics & effectiveness of coal based aromatics
- Gain first hand information on the project status from **Qatar Petroleum & Qurain Petchem Industries** on their aromatics and downstream investment
- Keep abreast on the market dynamics in **India & Egypt**
- With rising EPC costs, find out what are the cost management contracting strategies
- Learn from the carbon expert how petchem companies can profit from carbon management & trading opportunity
- Evaluate the cost economics of refinery & petchem integration
- Discover the latest BTX technology advancement to provide higher yield at lower cost
- Stay updated on the downstream development trend
- Logistics and distribution issues are ever so important especially for Middle East project targeting Far East or Europe market. How is the freight market doing and what are the constraints/ challenges faced?

Register with your team today at www.cmtevents.com or contact sasha@cmtp.com.sg for more details.

YOU'LL NETWORK WITH

• CEOs • MDs • VPs • Business Development Directors
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• Sales & Marketing Director • Commercial Director/Manager
• Product Manager • Regional Manager • Traders
from petrochemicals/aromatics & derivatives manufacturing & trading companies including catalyst suppliers, feedstock providers, consultants, banking & financial institutions, technology providers & EPC contractors.

REGISTRATION

3rd MENA
aromatics
& DERIVATIVES MARKETS
21-22 October / DOHA

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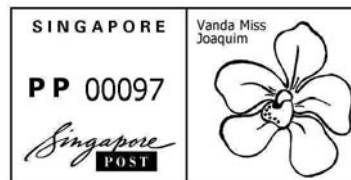
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CONFERENCE VENUE

CMT has arranged special discounted room rate at QR 1250 (Single/Double) + 17% Taxes per room per night only (subject to room and rate availability) for delegates at **Doha Marriott Hotel**. Breakfast is available at QR 94 + 17% Taxes per person. Please reserve your room with the hotel directly, providing full credit card number and expiry date to:
Minelli De Kretser, EBC Manager, **Doha Marriott Hotel**
Ras Aboud Street, PO Box 1911, Doha, Qatar
Tel: 974 4298808 Fax: 974 4298804
Email: minelli.dekretser@marriotthotels.com
Cut off Date for Room Booking: 20 September 2008



Register for (pls tick)

- conference
 plus site visit (at USD100 extra)

Fees: The full Registration Fee includes cost of all sessions, luncheon, coffee/tea & documentation.

| | |
|----------|---|
| 1 Person | Group fee for 3 or more* (from the same company) |
| USD1,895 | USD1,495 (MIN SAVINGS OF USD1200) |

* Terms and conditions apply.

Cancellations, Refunds & Transfers: A full refund will be promptly made for all written cancellations 3 weeks before the meeting. Thereafter, cancellations are not refundable. A substitute may be made at any time.

TO REGISTER

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TELEGRAPHIC TRANSFER

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TT must include additional USD21 for Beneficiary's Bank charges. Delegates must bear all bank charges and local taxes (if applicable). Fees must be NETT of ALL charges.

CUSTOMISED SPONSORSHIP PACKAGES AVAILABLE

This event is an excellent platform to promote your organisation to influential players and investors in the industry. Sponsorship opportunities available include Corporate, Exclusive Luncheon, Cocktail & Documentation sponsor. Exhibition / catalogue display can be arranged upon request. Contact cynthia@cmtsp.com.sg or (65) 6346 9132.

Photocopy Registration Form to Preserve Brochure Copy. Oct 2008

CMT'S UPCOMING EVENTS

16th APS
ASIA PETCHEM SUMMIT

Bangkok, Thailand / 9-10 October

"Evolving the value chain to strategize for the downturn"

4th ASIA
REFINING

Singapore / 16-17 October

"Re-Engineering for the cyclical downturn"
"Responding strategies to fuels demand, specification and emission management"

3rd LPGtrade Summit

Dubai, UAE / 10-11 November

"Aligning strategy with shifting market dynamics: expanded supply, new export markets, freight & storage"

6th MENA Olefins & Polyolefins Markets

Dubai, UAE / 11-12 November

"How will the Gulf tip the balance in the world's olefins & polyolefins markets?"

2nd Arabplast Summit 2009

Dubai, UAE / 12-13 January

In conjunction with **Arabplast Exhibition**
(10-13th Jan 2009)