

# OIL & GAS TRADING FOR NON-TRADERS

8 - 9 June 2015 / Singapore

This training program for non-trading staff in organisations will give you a solid foundation in the fundamentals of Physical and Financial Oil & Gas trading. You will examine all of the trading tools available to modern day energy trading professionals. You'll explore the key dynamics that drive international energy prices, the exchanges, the participants, the users of the market and who, what, why and how... of the market.



## INSTRUCTOR :

**Mr. TOM JAMES** has been involved in Energy & Commodity markets since 1989 and is an internationally known business architect,

leading market analyst and trading director in the Energy & Commodity markets, having developed his skills and expertise over the years whilst at top tier financial institutions around the world. He has a track record of successfully building trading teams and profitable investment strategies thanks to his deep knowledge and practical broad experience of this sector.

In 2011 he was shortlisted in the top 5 nominees for the Individual Achievement Award by the Energy Institute in London, United Kingdom.

In recognition of his expertise in Energy & Commodity trading, he was selected in 2006 for the Petronet LNG (PLL) Chair Professorship at the University of Petroleum & Energy Studies in Asia, a position he continues to hold.

He is a regular commentator on Market Trends for International News channels and is a weekly contributor to the CNBC energy market analysis review.

It will give you the knowledge and understanding to improve your interaction with the front office trading area of your organisation and fully appreciate the critical importance of non-trading roles in organisations in the successful execution and management of any trading or risk management program in the energy sector.

## KEY QUESTIONS THAT WILL BE ADDRESSED :

- Do you know the key producers/consumers and physical trade flows around the world?
- Are you aware of the various trading tools available for the international Oil & Gas markets?
- Do you know the implications of each tool & technique as it relates to your specific job function in your organisation?
- Have you ever wondered how the Physical and Financial Oil & Gas markets actually work?
- What are the key dynamics and drivers of international energy prices?
- How the oil and gas exchanges operate and now offer credit clearing functions for the oil and gas industry?

## WHO SHOULD ATTEND?

This program has been designed for the "non-trader". The course is applicable to middle & back-office staff. Individuals in every functional support area of responsibility who are impacted by trading operations will benefit from this program. Employees providing support to trading functions such as marketing, sales, IT, strategy, research, engineering, supply & distribution, trading risk management, purchasing & financial & accounting will find the course useful.

FEE	1 PAX	3 PAX OR MORE
Per Person	USD 2295.00	USD 2095.00
<b>Early bird discount - Pay Online with Credit Card by 28<sup>th</sup> February to SAVE USD 200.00 per person</b>		



## FOR ENQUIRIES

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## COURSE AGENDA

### DAY 1

#### Introduction to the Global Oil & Gas markets

- Introduction to Oil & Gas
- Key producing nations
  - OPEC
  - Russia
- Key Consuming nations
  - China
  - India
  - OECD
- Big changes in Oil & Gas flows since 2008
- Biofuels / Alternative Energy impacts
- Key physical flows of Oil & Gas around the world
  - Producing nations, Consuming nations
- Pricing of Oil & Gas
  - Fixed price physical deals and the transition from 1977 to present day
  - Geopolitics, Embargoes

#### Pricing in Oil & Gas markets

- The pricing reference agencies
  - Platts
    - The Platts Window MOC pricing
  - ARGUS
    - The role they play
    - How do they operate
    - How are they regulated

#### The Oil & Gas trading Operational framework

The important functions and roles everyone plays in a trading business

##### Front Office

- Scope of the front office

##### Middle Office

- Functions within a trading organisation
- Key responsibilities
- Sources of operational risk

##### Back Office

- Role within a trading organisation
- Fundamental tasks
- Operational risk

How it all fits together... the important synergies and roles everyone in the trading organisations plays for a successful oil transaction.

### DAY 2

#### The fundamentals of Physical Oil / Gas trading

- Shipping of Oil & Gas
  - Types of Ships used
  - Key shipping routes
- Key shipping terms utilised
  - FOB, CIF, Ex-Wharf, DES, Ex-pipeline
  - Demurrage
- Trade Finance of physical deals
  - How deals are usually financed
  - Typical trade cycle – supply chain lifecycle of an oil/gas trade
  - Example deals - Letters of Credit and other documentation
- What usually goes wrong
- Example physical contract structures key points

#### The key market participants

- Crude oil producers, traders, refiners,
- Product traders
- Distributors e.g. Bunker Fuel Suppliers, Retail

#### The role of Financial Oil & Gas Markets

- Financial Markets versus the Physical Markets
- Their important role for managing risk
- The basics of their application by Oil & Gas firms
- A typical financial oil and gas trade
  - Lifecycle
  - Interaction with the front, middle and back office functions

#### What sort of data and how does the Front Office analyse the price of oil and gas markets?

- Key news and data that traders watch for fundamental analysis in the international oil and gas markets
- Price analysis by traders the principals of techniques they use and how it can impact decisions in the physical supply chain



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