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# 8<sup>th</sup> ASIA Petchem Feedstocks MARKETS

April 6-7 2009 / SINGAPORE  
Swissotel Merchant Court

***"Integration & Competitiveness the Key to Survive the Downturn"***

Purvin & Gertz  
Petrochemical Corporation of Singapore  
Nexant  
Singapore Management University  
& Dren Analytics (Singapore)  
IRPC Public Company Limited

Inter-American Economic Council (Singapore)  
& Society of Financial Service Professionals  
Sinopec  
BASF-YPC Co., Ltd  
KBC Advanced Technology Pte Ltd  
Goldman Sachs

Petrovietnam  
ONGC  
Lurgi  
Shell Chemicals ME

promotion partners



## Day 1 - Monday, 6 April

08:00 Registration and Coffee

09:00 Chairman's Welcome and Remarks

### 09:10 Petrochemical Feedstock Market Outlook in Asia/Middle East

- Crude oil volatility & market trend
- Role of gas, naphtha & condensate in steam cracking
- Alternative feedstock competitiveness
- Production Developments
- Price implications
- Market Opportunities

*N. Ravivenkatesh Senior Consultant  
Purvin & Gertz*

### 09:50 Review of Global Petrochemical Market and Impact on Global Naphtha Supply/Demand

- Overview of the Global Petrochemical Markets
- Demand trends and demand drivers
- Consolidation in Petrochemicals business
- Impact of global slowdown on Petchem industry
- Strategies adopted by Petrochemical players

*Stan Park, Deputy Managing Director  
Petrochemical Corporation of Singapore*

10:30 Discussion followed by coffee

### 11:00 Update on Thailand's Petrochemical Scene

- Prospect for future petchem investment
- New projects and expansion updates
- Shift towards gas based feedstock

*Chawalit Tippawanich, Vice President  
Petrochemical Business  
IRPC Public Company Limited*

### 11:30 LPG and Condensate Opportunities for Petrochemicals

- Availability and trade developments
- Key users and consumption developments
- Pricing linkages
- Substitution and value maximization opportunities

*Joel Chow Wai Sain, Senior Consultant  
Nexant*

### 12:10 Feedstock Price Volatility – Risks in Swaps and Hedging

*Martin Pennay, Managing Director  
Commodities Sales  
Goldman Sachs*

12:45 Discussion followed by Networking Luncheon

14:05 Afternoon Chairman

### 14:10 Global Economic Outlook

- Credit crunch and its impact on global trade and investment
- Currency movement and trends
- Global recessions and impact on consumer demand
- How fast will Asia recover from the downturn?

*Leong Sze Hian, Singapore Representative  
Inter-American Economic Council (Singapore)  
President  
Society of Financial Service Professionals*

### 14:40 Latest Update on China's Petrochemical Expansion

- Current production demand Vs import and outlook towards 2015
- Will China continue to be a big importer of petchem feedstock?
- Projects update

*Yujiao, Vice Director-Marketing Research  
Division, Economics & Development Research  
Sinopec*

### 15:15 Economics of Operating an Integrated Petrochemical Site

- Economics of refinery-petchem integration
- Current situation and forecast of feedstock
- Projects update
- Development of value chain

*Dr Bernd Blumenberg, President  
BASF-YPC Co., Ltd*

15:50 Discussion followed by Tea

### 16:20 Update of Middle East Petrochemical's Development and Feedstock Outlook

- Ethane availability update following the global slowdown
- Naphtha and LPG - competition for Asian petchem markets
- Project uncertainties as financing dries up and growth (temporarily) disappears
- Still room for the mega-projects ?

*Phil Parker, General Manager  
New Business Development  
Shell Chemicals ME*

### 16:50 Technology Development to Increase Cracker Yield

- Increasing margin in a weak petchem environment
- Operations & cost reduction management
- Case studies of implementing technology on petrochemical sites

*Steven I Kantorowicz, Vice President  
Petrochemicals Asia  
KBC Advanced Technology Pte Ltd*

17:20 Discussion Followed by End of Day 1

## Day 2 - Tuesday, 7 April

09:00 Chairman's Remarks

### 09:05 Analysing Financing Challenges in a Credit Crunch Environment – What Bankers look for?

- The Basel II regime and its implications on bank credit risk management
- Improving access to credit and credit pricing
- Case study: An unconventional but effective approach

*Edward Ng, Adjunct Finance Professor  
& Managing Director,  
Singapore Management University  
& Dren Analytics (Singapore)*

- 09:40 **Petrochemicals Development and Feedstock Outlook in Vietnam**
- Current production demand and supply outlook
  - Sources of feedstock and logistics
  - Projects update and future development
- Phan Gia Tieu Cam, Manager*  
- Process Simulation Department  
**Petrovietnam Research and Development Center for Petroleum Processing**
- 10:15 Discussion followed by Coffee
- 10:45 **India's Petrochemicals Feedstock Markets Development and Trade within the Region**
- Refinery-petrochemical integration – securing stable feedstock supply and ensuring flexibility
  - Has domestic demand increased?
  - Where are the export markets?
- Ashanendu Mandal, Chief Engineer*  
(Production-Marketing), **ONGC**
- 11:20 **Coal to (Poly) Propylene - From Engineering to Construction**
- Drivers of coal-based MTP
  - Status of current projects
- Senior Representative, Lurgi*
- 12:00 **Minimizing Shipping Risk: Investors and Owners Considerations**
- Overview of the current shipping economics
  - Country risk analysis and its effect on freight rates
  - Examining costs in the shipping industry, sources of finance and trends in charter rates
- 12:30 Final Discussion followed by Closing Luncheon
- 14:00 End of Conference

### You Will Network With

- Managing Directors/Presidents • Vice Presidents • Directors
- Sales/Marketing/Business Development Managers
- Trading Managers • Executives • Analysts from international /regional refineries and crackers feedstock trading companies, petrochemicals companies, coal suppliers, analysts, financiers, chemical additives, technology suppliers and shipping/logistics/storage companies

## Integration and Competitiveness the Key to Survive the Downturn

*"Demand has dropped so dramatically in the fourth quarter that roughly 25% of capacity has been shut down... "It's really unprecedented to see that much shut down."*

(Source: C&EN - 12 Jan 09)

*The condensate market was battered by the slump in Asian naphtha values, as petrochemical prices spiralled lower. ...even as naphtha cracks began to recover, also brought some of the darkest moments to the condensate market.*

(Source: Singapore Platts - 20 Jan 09)

With falling demand, tightening credit, volatile feedstock pricing, the outlook for the petrochemicals sector is increasingly gloomy. What are the long-term predictions for the industry and what regional trends are likely?

*Crude oil prices, which dropped from a peak of \$147/bbl in July 2008 to below \$48/bbl in December due to weak demand resulting from the global economic crisis, are unlikely to recover above \$50/bbl in 2009, analysts said.* (Source: ICIS News - 08 Jan 09)

In order to optimize their cost of production, petrochemical players have been evaluating and developing alternative feedstock options: bio-based and coal based feedstock, are these still a viable option for the petrochemical industry in the current falling crude oil environment? While production efficiencies and economics are main concern, what is the role of technology to help increase cracker yield and margin in a weak petchem environment.

Global liquidity constraints affect the industry players, and the main concern to producer is how to get trade financing. What are the alternative avenues of financing available and strategies going forward? Price volatility surrounding petrochemical feedstock is a harsh reality that creates distress all along the supply chain. How can the industry cope with the challenge of price fluctuations?

Given these and other seismic shifts in the business bedrock, it is now more important than ever for producers & traders from petrochemical companies, refineries, gas, condensate, naphtha, methanol, coal, technology specialists, EPCs to join together to find solutions for the future growth of the industry and ensure sustainability. It is crucial for all involved in the sector to keep abreast of all current activities in order to maintain and build a competitive position in the market.

CMT's **8th Asia Petchem Feedstocks Markets** will help identify opportunities amidst challenges:

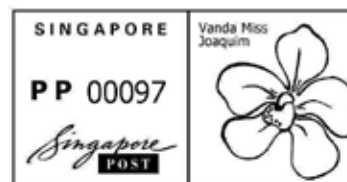
Key Highlights:

1. Credit crunch and its impact on global trade and investment. How will consumers' habits change in light of credit crunch? How fast will Asia recover from the downturn?
2. Feedstock market dynamics and how this is impacting petchem margins, market and trends.
3. Review on global crude, condensate, naphtha, LPG and gasoline market
4. Assessing the viability of bio based and coal based feedstock for the petrochemical industry
5. Evaluating innovative technology to increase cracker yield and margin.
6. Hear from Goldman Sachs on risks involved in swaps and hedging and how it helps in managing feedstock price volatility
7. Latest on the economics of petchem – refinery integration to gain competitive advantage
8. Keep abreast of the latest petrochemical development and feedstock outlook in Asia/Middle East and use this knowledge to develop robust plans for an uncertain future
9. China's coal outlook and how will it transform the way petrochemical products are being produced? How sustainable is this option?
10. Assessing trade finance solutions and criteria for lending



# 8<sup>th</sup> ASIA Petchem Feedstocks MARKETS

SINGAPORE / 6-7 April 2009



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## 9<sup>th</sup> Asia Nylon Markets & Technology

SHANGHAI, 12-13 Mar

*"Charting through economic downturn, dissecting  
challenges & finding opportunities"*

## 5<sup>th</sup> Asia Aromatics & Derivatives

SINGAPORE, 20-21 April

*"Assessing Opportunities in Volatile Times"*

## 3<sup>rd</sup> Bioplastics Markets

GUANGZHOU, 21-22 May

*"Monetizing Coal Polygeneration and Integrating  
Environmental Friendly Solutions"*

## 11<sup>th</sup> Asia/China Olefins & Polyolefins Markets

SHANGHAI, 16-17 June

*"Strategising and Creating Value in the Downturn"*

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### FEES

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

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USD1,595	USD1,295 (MIN SAVINGS OF USD900)

\* 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.

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### CONFERENCE VENUE

CMT has arranged special discounted room rate at S\$ 280++ (Single) per room per night only (subject to room and rate availability) for delegates at Swissotel Merchant Court Singapore. Daily Buffet Breakfast is at additional S\$30.00++ per person upon consumption.

Please reserve your room with the hotel directly, providing full credit card number and expiry date to:

Stefanie Busse, Group Coordinator  
**Swissotel Merchant Court Singapore**  
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