



## IHS EMEA AROMATICS & OLEFINS CONFERENCE

### Aromatics Fundamentals and Trading workshop

Monday, June 13, 2016

8:30 am – 5:00 pm

This workshop is a good primer for industry newcomers and those needing a refresher in the aromatics business. The technology, markets and economics of the business will be broken down and explained in easy to understand terms. This year's workshop will also discuss key aspects of global aromatics trading.

#### MORNING SESSION

##### Introducing Benzene, Toluene and the Xylenes

Chemical structures, physical form, logistic issues, trade balances, key players, and value chains. Simplifying aromatics complexes – separations techniques, and rebalancing supply/demand via isomerization and interconversions

##### Benzene and Toluene

- Benzene market demand profile and economics
- Understand how benzene supply is limited by cheap shale gas and restrictions coming from gasoline markets
- Explore the relationship between benzene toluene and gasoline
- A look at secondary sources of benzene and how and when these most impact the market – hydrodealkylation (HDA) and toluene disproportionation (TDP)
- Examine key benzene derivatives: styrene, phenol, nylons, MDI

##### Xylenes

- Highlighting the role of refineries in the aromatics business
- Analysis of how global gasoline trends will impact the availability of xylenes
- Understand how the industry rebalances mixed xylenes distribution to match market demand

#### AFTERNOON SESSION

##### Aromatics Trading

This session will present a broad overview of how aromatics are commercially transacted/traded and taught through usage of case examples.

The dynamics of the global petrochemical industry are changing rapidly and in profound ways. There is more volatility in the markets and many industry participants are adjusting towards 'just-in-time' sales and purchase agreements in this new paradigm.

A good understanding of the aromatics markets and how the various elements of feedstock and derivatives interact and affect each other is essential for industry participants. This session puts these into perspective and highlights contract structures and the commercial risk elements involved.

Participants will leave the workshop armed with the knowledge and insights to make good decisions and effectively equipped with the skills to mitigate their future commercial risk exposure to protect industry and/or trading margins.

- Introduction to trading
- Trading opportunities
- Trading Risks
- Hedging