



Chemical and Energy Training

Prospectus

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Chemical and Energy Training

Petrochemical Workshops

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Chemical and Energy Training Courses and Workshops

Maximizing the value of scarce resources is job number one in business. Never has there been so much change. It is imperative to train industry newcomers as well as keep seasoned professionals up-to-date on the impact of the latest industry issues and trends. IHS Markit, Chemical Energy and Training programs are designed to unlock and maximize the potential of human resources working in the oil and gas, petrochemical, polymers and plastics, and specialty chemical businesses as well as those involved in supporting allied industries.

IHS Markit is the leading information company providing comprehensive content, insight and expertise in key areas shaping today's global landscape. Business and governments around the world use our products, services and solutions to make faster and more confident decisions.

IHS Markit leverages the combined expertise of seasoned industry consultants from the former CMAI, SRI Consulting (SRIC) and Purvin & Gertz companies. IHS Markit, Chemical Energy and Training courses and workshops cover the whole value chain, from refined products to petrochemical building blocks through to polymers and plastic processing spanning technology, markets and economics. They are continually evolving, ensuring the hottest topics are covered and workshop attendees are fully informed of the key issues facing the industry.

The courses and workshops are available either at open public events or on-site company training. IHS Markit uses only experienced consultants to provide the teaching. Our highly knowledgeable industry experts provide context to the material through real-world industry examples. Workshops are typically given to a group of 20–30 people.

Courses and workshops are designed to be of interest and value to new and experienced professionals from the chemical, energy, refining and renewables industries, or those in adjacent industries such as agriculture, oil and gas, manufacturing, automotive and financial services. These courses will benefit anyone who is looking to deepen their knowledge and understanding across chemical and energy value chains or those looking to gain strategic viewpoints on end-markets, processes and trends.

We invite you to browse this training prospectus and consider enrolling in one or more of our training programs. For a complete listing of our course offerings, visit ihsmarkit.com/edu. We also offer custom on-site courses tailored to your specific needs.

For additional information please contact me directly or one of our regional training managers.

We look forward to seeing you at one of courses or workshops in the near future.

Dr. Jeffrey S. Plotkin

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PETROCHEMICAL WORKSHOPS

Understanding the Global Petrochemical Industry

Master Petrochemical Industry Fundamentals... Make Better Business Decisions

This 3-day in-depth course provides basic information and insights into the Petrochemical Industry. The course covers industry fundamentals, changing feedstock slates, process technology, marketing dynamics, and profitability drivers.

In addition to covering the basics, the course will discuss how the volatile oil prices are impacting decisions around the world, from shale gas in North America, to coal in China, to ethane imports in Europe.

It is important to understand the basic industry drivers and how they affect your business, so you can make better, more informed business decisions.

CPE credits available. For more information, visit:
ihsmarkit.com/edu

Who is it for?

This 3-day educational course is designed to be of interest and value to both technical and non-technical industry participants. Attendees represent a wide range of job functions and types of companies.

Job function: Business managers, Process engineers, Financial analysts/accountants, R&D chemists, Licensing managers, Strategic planners, Purchasing agents, Sales and marketing executives, HR and legal managers.

Company types: Petrochemical companies, Oil and gas companies, Plastics Fabricators and Converters, Compounders and formulators, Specialty and performance chemical companies, Biotech start-ups, Industrial gas companies, Technology licensing companies, Commercial and investment banks, Private equity and venture capital firms, Law firms.

Workshop Contents

Course participants will come away from the course with a deep understanding of how the industry works. Content covered includes:

- Industry fundamentals: the industry may be evolving, but the key fundamentals remain the same.
- The impact of shifting feedstock slates. Shale gas and oil, coal, and bio-based feeds are significantly expanding feedstock options around the world.
- Industry jargon, acronyms, and abbreviations explained
- Regional differences: the focus on maximizing regional advantages is reshaping the structure of the global industry.
- The benefits of refinery and petrochemical integration. Participants will learn how existing and new entrants are leveraging this advantage.

“This class is excellent for new hires. I will definitely recommend to our HR group.”

– Alex Chou, Lead Operations Planner, LyondellBasell

- Value chains and their seven basic building blocks
- Petrochemical process technology and the expanding feedstock options that are driving changes in technology
- Industry economics, including cost of production methodologies, price-setting mechanisms, and profitability drivers
- Market dynamics, such as regional capacity and demand breakdowns, trade balances, logistics, and end-use profiles and applications

“Kudos to Dr. Plotkin!” He’s not only a great instructor but his knowledge, humor and delivery of the course makes this one of the best training classes I’ve ever had the privilege of taking - he’s excellent!”

– Kari Smith, Sales Manager, Helm U.S. Corporation

Course Contents - Day 1

Day 1 Morning Session

Introduction to Petrochemicals

“This is the most exciting time to be in the industry as there is so much change. And with change comes opportunity – if we have a good understanding of the industry dynamics driving this change” – Dr. Jeff.

Regional Overview – “A Trip Around the World”

- **North America** – Shale gas reinvigorating the industry, but will low oil prices put the brakes on this?
- **Western Europe** – Good food, good wine, good beer, but no cheap feedstocks!
- **Russia** – Lots of oil and gas but lacking infrastructure.
- **Middle East** – A region in transition – Going downstream to create jobs, but coping with higher feedstock costs.
- **Asia** – China the engine of growth, but slowing – Using coal to invent and re-invent the future.
- **South America** – Industry is reorganizing – Brazil leading the way in “green” chemicals.

Understanding Petrochemical Feedstocks

- **Natural gas** – Including an extensive discussion of shale gas. Learn about the concept of “stranded” gas and how this has created pockets of regional advantage in the olefins business.
- **Natural gas liquids (NGLs)** – Ethane, propane, butanes, condensates – Each with their own uses and price drivers – Learn how all of this impacts the petrochemical industry.
- **Oil** – Naphtha, middle distillates, heavy oil – Extensive discussion about how refining intersects with petrochemicals and the benefits of refinery/petrochemical integration.
- **Coal** – Learn how China is leveraging cheap coal using old historical processes but also innovating new approaches as well.
- **Renewables** – Will bio-based routes to “petrochemicals” make an impact? Come find out about the opportunities and challenges.

Introduction to the Olefins Business

Introducing ethylene, propylene, and the C₄ olefins (butadiene, n-butenes, isobutylene) – Chemical structures, physical form, sources, logistic issues, trade balances, key players, and value chains.

Ethylene – The Largest of the Building Blocks

- **Steam Cracking** – A detailed look at the “heart and soul” of the petrochemical industry. Learn how Carbon Petroleum Dubbs put the “steam into steam cracking”.
- **Methanol to Olefins (MTO)** – Finally commercial! Is this a game-changer? Will MTO grow outside of China?
- **“Green” Ethylene from Bioethanol** – A great example of Dr. Jeff’s theory of “Reverse Process Economics”.

Day 1 Afternoon Session

Olefin Economics

Cost of production methodology – Learn how costs are built-up in the petrochemical industry.

- Capex versus opex • Raw material costs • Utility costs
- By-product credits • Variable or incremental costs
- Fixed costs – Labor, maintenance, etc • Selling, general & administrative costs • Cash costs • Cash margins • ROI

Ethylene Economics – A case study comparing the costs of an ethane cracker versus a naphtha cracker. Regional costs are compared over the 20 years. Understand the huge Saudi advantage stemming from \$0.75/MM Btu gas. The concept of cost curves is introduced and a global cost curve for ethylene production is presented and discussed.

Propylene – The Second Largest Building Block, but the Fastest Growing Olefin

- Unlike ethylene, three grades: polymer grade, chemical grade, and refinery grade.
- Steam cracker co-product – The largest source, but shale gas causing a reduction – Learn why.
- Propylene from FCC units – Refineries coming to the rescue.
- On-purpose propylene – Mind the gap! – Propane dehydrogenation (PDH), olefin metathesis, enhanced FCC, olefin cracking, methanol to propylene (MTP), and “green” propylene.

The C₄ Olefins – Butadiene, Butene-1, Butene-2, and Isobutylene

- C₄ disposition – Recycle co-crack or separate for chemical use.
- Separating the C₄'s – Not straightforward, must use our “bag of tricks” – Learn how and understand what raffinate-1 and raffinate-2 are all about.
- **Butadiene** – Steam cracker by-product, but once again shale gas is hurting this source. Will on-purpose butadiene technology proliferate?
- **n-Butenes (butene-1/butene-2) and isobutylene** – From both steam crackers and FCC units – Competing with gasoline use.

Course Contents - Day 2

Day 2 Morning Session

Introducing Benzene, Toluene and the Xylenes – Taking the Complexity out of Aromatics Complexes

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 – The Largest of the Aromatics

- Learn how benzene limits in gasoline around the world are impacting benzene supply.
- Understand how cheap shale gas negatively impacts benzene supply.
- Coal-based benzene becoming more and more important in China.
- Secondary sources – Hydrodealkylation (HDA) and toluene disproportionation (TDP) fill in supply gaps.

Toluene – Learn about the Magic of Toluene Transformations – Fooling Mother Nature!

Xylenes – para-Xylene Rules!

- Highlighting the role of refineries in the aromatics business.
- How will huge Chinese investments in aromatics change global trade?
- Understand how the industry rebalances mixed xylenes distribution to match market demand.

Petrochemical Value Chains – Understanding How the Industry Adds Value by Satisfying Market Demands

For the remainder of the course, the derivatives of each of the seven building blocks will be discussed one by one. These discussions will include: historical origins, key players, trade, process technologies, and end-use applications. In many cases, end-use application discussions will be reinforced by many “colorful and interesting” graphics and “show and tell” demonstrations.

Exploring the Ethylene Value Chain – Dominated by Four Very Commoditized Businesses

- **Polyethylene** – LDPE, LLDPE, HDPE – Learn what polymers are and what the difference is between the three types of polyethylene. Tupperware and Hula Hoops start a new industry! “Green” polyethylene – What is it? What does “green” mean? Is it here to stay?
- **PVC and the Vinyls Chain** – Chlor/Alkali, EDC, VCM, PVC. Environmental, health & safety issues are always a consideration in this value chain. How can PVC be both rigid and flexible?
- **Ethylene Oxide (EO) and Monoethylene Glycol (MEG)** – Key to the polyester business, anti-freeze and a range of specialty uses. Learn why the Middle East players dominate trade in MEG?
- **Styrene** – Key monomer for polystyrene, ABS, SBR and UPR – This discussion will be held off until the discussion of the benzene value chain on Day 3.

Day 2 Afternoon Session

Exploring the Propylene Value Chain – Bringing Good Things to Life

- **Polypropylene** – The most versatile and fastest growing of the polyolefins. Who invented PP? The most disputed story of invention in the entire industry!
- **Cumene/Phenol/Acetone** – “Tyranny of the Two for One Process”.
- **Bisphenol A (BPA)** – Toxicity issues weighing on this industry segment.
- **Polycarbonate** – Strong, tough, glass-like clear – A wonderful plastic.
- **Epoxy resins** – Super-tough thermoset.

- **Phenol Formaldehyde (PF Resins)** – The original thermoset molding resin.
- **Methyl Methacrylate (MMA)/PMMA** – The other glass-like plastic, competing with polycarbonate.
- **Propylene Oxide (PO)** – Understanding the alphabet soup of process routes to PO: CHPO, PO/MTBE, PO/SM and more recently HPPO. Impacts the polyurethane business.
- **Oxo- Alcohols** – n-Butanol and 2-Ethylhexanol. Biotech and regulatory issues impacting business.
- **Acrylic Acid** – Key monomer for Super Adsorbent Polymers (SAPs). Diaper demo not to be missed! Also impacts the coatings business – Water based paint and UV-cured coatings.
- **Acrylonitrile** – By-product hydrogen cyanide a barrier to entry. Acrylic fiber – Synthetic wool and world’s second synthetic fiber. Also polyacrylonitrile is precursor to carbon fibers.



Industry Presenter/ Subject Matter Expert

Dr. Jeffrey S. Plotkin
Vice President, Chemical and
Energy Training, IHS Markit
Jeff.Plotkin@ihsmarkit.com

Course Contents - Day 3

Day 3 Morning Session

Exploring the C₄ Olefins Value Chains – Key to the Synthetic Rubber Industry

- **Natural Rubber** – Fascinating tale of discovery, but importantly led to the development of the synthetic rubber industry.
- **Polybutadiene Rubber (PBR) / Styrene Butadiene Rubber (SBR)** – Key to the development of synthetic tires. WW II spurs innovation.
- **Butyl Rubber (IIR)** – How we keep the air in tires.
- **EPDM** – automotive hoses, gaskets, sealants, roofing, embranes.
- **Butene-1** – Comonomer for LLDPE and HDPE.
- **Butene-2** – Monomer for making methyl ether ketone (MEK).
- **Isobutene** – Butyl rubber, MMA, and MTBE production.
- **MTBE** – The sad story of the demise of MTBE in the US.
- **Maleic Anhydride (MAN)** – Exception to the rule. No need for a double bond, made direct from n-butane.

Exploring the Aromatics Value Chain

- **Styrene** – An interconnected story – Conventional technology versus POSM technology.
- **Polystyrene** – GPPS/HIPS/EPS – What are they and their different end-use applications.
- **ABS** – High impact plastic. Key to Lego products.
- **Nylon 6,6 and Nylon 6** – First well understood polymers and led to the development of the synthetic fiber industry.
- **Cyclohexane/Adipic Acid** – Nylon 6,6 precursors.
- **Caprolactam** – Nylon 6 precursor.

Day 3 Afternoon Session

Exploring the Aromatics Value Chain (continued)

- **Polyurethanes** – Very high value business.
- **MDI/TDI** – The two large volume isocyanates for polyurethane production. Phosgene provides a barrier to entry.
- **PTA/DMT** – Key monomers for polyester.
- **Polyester (PET)** – The fastest growing polymer in the world. Fiber, film and bottle end-uses.

Exploring the C₁ Value Chain – Cheap Shale Gas and Coal is Stimulating Interest

- **Synthesis gas (Syngas)** – what is it, how we make it and what we do with it.
- **Ammonia** – The world's largest volume chemical.
- **Methanol** – Who says you can't teach an old dog new tricks! – Increasing fuel uses and MTO.
- **Acetic Acid/Acetic Anhydride** – Totally built up from C₁ chemistry.
- **VAM/PVAc/PVOH/PVB** – An extensive value chain into very specialized end-use applications.

Wrap-up and Conclusion of Course

“Excellent class! Dr. Jeff has a great understanding of the chemical industry and can explain it in an easy- to- understand way. I will recommend this class to my colleagues.”

– Rick Evans, National Market Manager- Americas, Kuraray America, Inc.

The 3-day course was developed and is taught by Dr. Jeffrey S. Plotkin, an internationally recognized educator with over 36 years experience in the petrochemical industry working for operating companies and consulting firms.

Dr. Plotkin is particularly adept at breaking down the complex petrochemical industry into simple and easy-to-understand terms. With a highly engaging speaking style, Dr. Plotkin has the unique ability to transform what could be a dry training course into a fast-paced, enjoyable 3-day course.

Before joining IHS Markit to head up chemical and energy training, Dr. Plotkin was Vice President of Nexant/Chem System's training programs.

He is co-author of the textbook, “Industrial Organic Chemicals, third edition” (Wiley Interscience, 2012) and contributing editor of American Chemical Society's “Patent Watch” on www.chemistry.org.

Dr. Plotkin holds 30 US patents and is the author of over 25 publications in peer-reviewed journals.

He holds a PhD in organometallic chemistry from University of Pennsylvania, an MBA from PACE University, and was a postdoctoral research fellow at Ohio State University.

Petrochemical Industry Fundamentals

Workshop Overview

Gain a comprehensive overview on the industry fundamentals, changing feedstock slates, impact of production of petrochemicals, process technology, market dynamics across the olefins, aromatics and thermoplastic products, profitability drivers – all to help you make better informed business decisions.

Who is it for?

Anyone new to the industry who wants an overview of the key elements of the petrochemical industry, from new graduates to business analysts to lawyers to professionals throughout the petrochemical value chain from feedstock suppliers to downstream processors and converters.

Workshop contents

Petrochemical Feedstocks

- Natural Gas
- Natural Gas Liquids (NGLs)
- Crude Oil Fractions, especially naphtha, coal and renewables

Petrochemical Building Blocks

- Aromatics: Benzene, Toluene, Xylenes
- Light Olefins: Ethylene, Propylene, Butadiene

Heavy Olefins: Butadiene, Butylenes

Exploring Petrochemical Value Chains

- Polyethylenes (LDPE, LLDPE, HDPE)
- Polypropylene (PP)
- Polystyrene (GPPS, HIPS, EPS)
- Chlor-alkali/Vinyls
- Synthesis Gas (Syngas) – Ammonia and Methanol

Global Markets

- Market Drivers
- Demand and Consumption Patterns
- Outlook for Investment

Industry Presenters / Subject Matter Experts



Larry Tan

Managing Director, Asia,
Chemical Consulting,
IHS Markit

Mr. Tan has more than three decades of experience within the oil and

petrochemical industry, specifically in the refinery and basic petrochemical segments within Asia and in the Middle East. He is frequently invited to share his market views at petrochemical industry conferences as well as to conduct bespoke in-house training for oil and petrochemical industry subjects. Mr. also serves as an adjunct lecturer with the Singapore Management University's International Trading Institute. In addition to prior work as a consultant, the majority of Mr. Tan's career was spent with ExxonMobil Oil and Chemicals in various functional areas of increasing responsibility - process engineering, technical, refinery operations, US research and development, supply chain, shipping, manufacturing planning, joint venture commercial oversight (aromatics) and sales and marketing (aromatics and olefins). After he left ExxonMobil, he traded olefins and aromatics for European firms covering the Asian markets and was the CEO of an Australian biodiesel company based in Singapore.



John Page

Vice President Oil,
Midstream, Downstream
and Chemical Consulting,
IHS Markit

John has over 32 years experience in the chemical

industry, 17 years at Imperial Chemical Industries and 11 years at CMAI, prior to the acquisition of CMAI by IHS Markit in 2011. John's current global leadership role includes advising and offering strategic advice on structural changes in the industry, building new investment cases, and assisting in the valuation of potential acquisition targets. John graduated as a Chemical Engineer from Cambridge University and completed an MBA from London Business School in 1999.

“John Page was brilliant, he was answering questions ensuring that you understand everything”

– Technical Sales

“Great foundations for new people in the industry. Very nice, well designed slide deck with up-to-date graphs”

– Bond Analyst

“The instructors are very willing to answer questions and use simple and easy to understand explanations for non-chemical background people so they can understand petrochemicals”

– Director of Business Development

“Good overview of the industry. Appropriate and not digging into too much detail with a clear overall look at the industry and value chains”

– Customer Service Advisor

Industry Presenters / Subject Matter Experts



Chris Geisler

Vice President, Americas, Chemical Consulting, IHS Markit

Chris joined IHS Markit (formerly CMAI) in 1999 as Project Manager in the Business Advisory Services Group primarily responsible for proprietary studies. Chris'

project focus is varied with expertise in olefins, aromatics and their derivatives. Chris has spent time in Asia involved in various technical and market due diligence projects. He has also been involved in due diligence projects in Europe and has acted as an Independent Engineer for a urea/ammonia facility in the Middle East. Chris has performed feasibility studies for multiple olefin & aromatics projects in the Middle East.



Sanjay Sharma

Vice President, Middle East & India, Chemical Consulting, IHS Markit

Sanjay has over 21 years of experience in the industry with extensive consulting, project management, commercial and manufacturing experience. He has actively

participated in developing strategic direction, improving business performance, developing and managing joint ventures and alliances and engaging in mergers and acquisitions. Sanjay has managed assignments in Europe, Middle East, India and Asia covering wide range of products within Petrochemical, Chemical and Specialty sectors.



Anthony Palmer, M.B.A.

Vice President, Chemical Consulting, IHS Markit

Mr. Anthony J. Palmer is vice president of Chemical Consulting at IHS Markit, with responsibility for overseeing the consulting operations of the New

York and Santa Clara offices. He directs diverse client engagements related to the business, technical, and financial aspects of the energy, chemicals, plastics, and associated industries. Mr. Palmer's consulting activities focus on helping companies plan and implement business and corporate development programs worldwide. His expertise includes strategic business management, financial and acquisition analysis, technology assessment, capital project planning, manufacturing strategy, international project development, expert witness/litigation support, and material supply strategy. In addition to consulting, Mr. Palmer is an Adjunct Professor of Management at Connecticut State University's Ansell School of Business Administration, where he teaches courses in Strategic Management using the case analysis approach. Previously, Mr. Palmer worked at CMAI (acquired by IHS in 2011) now part of IHS Markit, as well as CPI Consulting Associates, Chem Systems, and Exxon Corporation. He holds both Bachelor's and Master's degrees in Chemical Engineering from Manhattan College, and a Master of Business Administration in Finance and International Business from Fordham University, New York, US.



Roger Green

Vice President, Chemical Consulting, IHS Markit

Mr. Roger Green serves as a vice president for the chemical consulting practice at IHS Markit, and heads the team for Europe, CIS and Africa. Mr. Green has delivered an

extensive range of consulting engagements during a career of more than 25 years in the chemicals industry. He leads a team that works with clients on investment-related projects, mergers and acquisitions, market studies, project financing, and technology assessments. He joined IHS, now IHS Markit, in 2010 as part of the business advisory services group. During more than a dozen years with Nexant, he managed both technical and commercial assignments for clients later becoming the vice president responsible for Nexant's chemicals practice in the EMEA region, where he led a team of nineteen consultants. Mr. Green started his career in 1984 as a process engineer with John Brown E&C where he was responsible for the detailed design of petrochemical plants worldwide. Mr. Green was graduated from Nottingham University, UK, with Bachelor of Science in Chemical Engineering.

Petrochemical Price Forecasting Techniques

Workshop Overview

Gain an overall understanding on petrochemical price definition and forecasting techniques, production cost analysis and inherent margin analysis to build your confidence in forecasting for the short, medium and long term. Explore the underlying energy and feedstock values, both variable and fixed costs and other production cost models. Discover the impact on inherent margin analysis on supply/demand balances, operating rates with recent market development and return on investment. Be equipped with price forecasting techniques on costing, diagnostic checks, regional relationships and arbitrage and price netbacks.

Workshop contents

Introduction to price definitions & forecasting techniques

- Short-term
- Medium-term
- Long-term

Production cost analysis

- Underlying energy and feedstock values
- Feedstock, variable, fixed costs, and co-product credits
- Alternative values
- Production cost models
 - Case Study #1a: Cash Cost of Methanol Production in China
 - Case Study #1b: Estimating Historical ROIs for Methanol Plant in China
- Cost curves

Inherent margin analysis

- Supply/demand balances
 - Case Study # 3a: Demand forecast for 2018
- Impact of operating rates
- Market momentum & psychology
 - Case Study # 3b: Global methanol supply-demand-trade flow-operating rates planning
- Return on investment
 - Case Study # 3c: Forecast long term ROI
- Scenarios & risk analysis in forecast (approaches and practice)

Price forecasting techniques

- Cost plus margin
- Diagnostic checks
- Regional relationships and arbitrage
 - Case Study # 4: Forecasting methanol long term prices

Industry Presenters / Subject Matter Experts



Larry Tan

Managing Director, Asia,
Chemical Consulting,
IHS Markit

Mr. Tan has more than three decades of experience within the oil and

petrochemical industry, specifically in the refinery and basic petrochemical segments within Asia and in the Middle East. He is frequently invited to share his market views at petrochemical industry conferences as well as to conduct bespoke in-house training for oil and petrochemical industry subjects. Mr. also serves as an adjunct lecturer with the Singapore Management University's International Trading Institute. In addition to prior work as a consultant, the majority of Mr. Tan's career was spent with ExxonMobil Oil and Chemicals in various functional areas of increasing responsibility - process engineering, technical, refinery operations, US research and development, supply chain, shipping, manufacturing planning, joint venture commercial oversight (aromatics) and sales and marketing (aromatics and olefins). After he left ExxonMobil, he traded olefins and aromatics for European firms covering the Asian markets and was the CEO of an Australian biodiesel company based in Singapore.

Commercial Strategies for Petrochemical Industry

Workshop Overview

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 J.I.T. sales and purchase agreements. This course sets the participants in real-life sales and purchase case studies whereby they will be confronted with cost, pricing, volatility, netback and logistics considerations – and they will be tasked to make decisions in this uncertain environment just like in real life. This is the only course of its kind in the industry that uses real life case studies to highlight key commercial concepts.

Workshop contents

An overview of commercial lexicons

Commercial optimization along the Value Chain

- Case Study 1: I smell an optimization opportunity!

Pricing concepts

- Floor, Ceiling and Market concepts
- Netback analysis
 - Case Study 2: Who should we sell the spot cargo to?

Marketing vs trading

- Case Study 3: Tender time

Evolution of trading centers – Oil and Petrochemicals Commercial risk elements

- Market
 - Case Study 4: Sell at fixed or at formula prices?
- Counter-party
- Credit
- Operations
 - Case Study 5: Your vessel is going to miss the laycan!
- Regulatory
- Political

Hedging Strategies in Trading

- Case Study 6: Taking advantage of market contango

Industry Presenters / Subject Matter Experts



Larry Tan

Managing Director, Asia,
Chemical Consulting,
IHS Markit

Mr. Tan has more than three decades of experience within the oil and

petrochemical industry, specifically in the refinery and basic petrochemical segments within Asia and in the Middle East. He is frequently invited to share his market views at petrochemical industry conferences as well as to conduct bespoke in-house training for oil and petrochemical industry subjects. Mr. also serves as an adjunct lecturer with the Singapore Management University's International Trading Institute. In addition to prior work as a consultant, the majority of Mr. Tan's career was spent with ExxonMobil Oil and Chemicals in various functional areas of increasing responsibility - process engineering, technical, refinery operations, US research and development, supply chain, shipping, manufacturing planning, joint venture commercial oversight (aromatics) and sales and marketing (aromatics and olefins). After he left ExxonMobil, he traded olefins and aromatics for European firms covering the Asian markets and was the CEO of an Australian biodiesel company based in Singapore.

Purchasing Excellence in Chemicals

Workshop Overview

This full day workshop is a supplement to the Petrochemical Industry Fundamentals training course, and is designed for purchasers of chemicals and chemically dependent materials, components and systems. It provides insights on how prices of key raw materials are set and a discussion of tools available for buyers of these products. The class reviews pricing concepts relevant to the chemical industry and inputs used by suppliers to set prices. It also examines the pricing dynamics and price setting mechanisms for selected products. Other topics include trends affecting chemical pricing, raw material sourcing strategy considerations, and a discussion of selected case studies.

Who is it for?

This course is designed for anyone who wants an overview of strategic sourcing in the petrochemical industry, from industry newcomers to experienced professionals needing a refresher on this topic. The course should be of interest to purchasing professionals and others involved in sourcing key chemical-related products, as well as individuals seeking a deeper understanding of chemical industry dynamics.

Industry Presenters / Subject Matter Experts



John Mulholland

Vice President, Chemical Strategy Consulting, IHS Markit

John is responsible for the sales and delivery of IHS Markit strategy engagements globally. With more than 25 years in the chemical industry, John has

extensive experience in advising senior industry executives on critical strategic issues and complex business challenges. John has held senior positions at Charles River Associates, Accenture, where he was the Partner responsible for leading the firm's North American chemicals strategy practice, and as a Director at Arthur D. Little. In addition, John was Senior Vice President, Strategy & Marketing at e-Chemicals, a supply chain services company. John began his career in sales and marketing at Shell Chemicals. John has a BSc. in chemical engineering from the University of Michigan and an MBA in finance and marketing from the Booth School of Business at the University of Chicago.



Russell Heinen

Senior Director, Chemical Consulting, IHS Markit

Russel focuses on issues impacting project development costs and company competitiveness. Much of this work leverages his prior experience as leading

the Technology and Analytics Group that is responsible for IHS Markit Chemical's Process Economics Program (PEP), Competitive Cost and Margin Analytics Program, and IHS Markit Downstream Capital Cost Service. In addition to managing these programs, he was also lead development of new services that integrate the upstream and downstream expertise that resides in the other parts of IHS Markit. Before joining IHS Markit, Russell was Vice President at SRI Consulting (SRIC), responsible for the Process Economics (PEP), SRIC's Green House Gas and Safe & Sustainable initiatives and oversight of all consulting activities. Prior to joining SRIC Russell was a Senior Consultant at Purvin & Getz and at Bonner & Moore, he developed systems and analyzed energy markets to identify opportunities for clients to improve profitability. Mr. Heinen has more than 35 years of experience in energy and chemical consulting. His expertise ranges from energy and chemical market analysis, forecasting, and investment analysis. He graduated from Rice University with a B.S. in Civil Engineering and Master of Business and Public Management.

"This course went over tools for purchasing which will be extremely helpful in my day to day buying decisions."

- Procurement Manager

Fundamentals of the Specialty Chemical Industry

Workshop Overview

This is a half-day workshop. With the ongoing transformation of the chemical industry into commodity and specialty oriented enterprises, it is imperative to have a good understanding of key industry fundamentals of the specialty chemical industry. This workshop reviews these fundamentals, starting with the definition and differences of specialties versus commodities and fine chemicals, and how specialty chemicals impact our daily lives. Other topics to be covered include key market players, market segmentation by functionality, application areas and regions, necessity of having a strong service component, and key factors to be successful in the specialty chemicals business. Especially important for industry newcomers is that our instructors will clarify the technical jargon commonly used in the specialty-chemical industry.

As illustration of the above scope topics, various specialty chemical sectors with their markets and players will be presented. Demand drivers in the different regions will be compared and their outlook discussed.

Who is it for?

Anyone who wants an overview of the key elements and profitability drivers of the specialty chemical industry, including industry newcomers and experienced workers needing a refresher or update should take this course. The course is designed to be of interest to both technical and non-technical people including business analysts, purchasing agents, sales & marketing personnel, researchers, process engineers, bankers and finance professionals, HR staff, as well as downstream processors.

Industry Presenters / Subject Matter Experts



Masahiro Yoneyama
Senior Director, Special
Chemical Insight, IHS Markit
Mr. Yoneyama expertise
includes development
of chemical company
strategies and business

plants. Since 2003, Mr. Yoneyama has led a team of researchers in Japan, which has been analyzing the Asian chemical industry and market. He has more than 30 years in the chemical industry, including 15 years at IHS Markit. Previously he was employed in the chemical division in a multinational oil company working in Japan, Singapore and the UK. Mr. Yoneyama received a Bachelor of Engineering in Chemical Engineering from the Waseda University, Tokyo, Japan and an MBA from the University of California at Berkeley, Calif., US.

“This course was taught in a clear, concise way so it was easy to understand. I would recommend it to others.”

– Project Manager

Stefan Mueller, Ph.D.
Senior Principal Chemical Analyst, IHS Markit

Dr. Müller serves as a senior principal analyst at IHS Markit for the chemical industry and has more than 25 years of experience. His expertise includes industrial process development and upscaling. He has authored/co-authored numerous reports, including Amino Acids, Antioxidants, Biocides, Cellulose Acetate Flakes, Cellulose Acetate Fibers, Construction Chemicals, Corrosion Inhibitors, Electronic Chemicals, Feed Additives, Flavors & Fragrances, Food Additives, Lube Oil Additives, Oil Field Chemicals, Pesticides, Plastic Additives, Specialty Chemicals Overview Report, Synthetic Lubricants and Water Management Chemicals. He participated in various single client projects for major global companies in the fields mentioned herein. Dr. Müller’s university degrees include a masters and doctorate in organic chemistry from the Swiss Federal Institute of Technology (ETH), Zürich, Switzerland.



Aida Jebens
Senior Principal Analyst,
Specialty Chemicals,
IHS Markit

Aida Jebens authors market research studies for IHS Markit Chemical Economics Handbook (CEH) and Specialty Chemicals Update Program (SCUP). She has more than twenty years of experience in developing and managing information and projections of manufacturing markets and technical trends. Since joining IHS Markit in 2012, Aida has led and participated in a variety of specialty and commodity chemical projects. Her product coverage includes biocides, catalysts, corrosion inhibitors, cosmetic chemicals, electronic chemicals, lubricating oil additives, printing inks, paper chemicals, synthetic lubricants, textile chemicals, and water management chemicals. Prior to joining IHS Markit, Aida worked in various research and project management capacities at Infonetics Research, a telecommunications market research company; VLSI Research, a market research firm specializing in semiconductors and equipment industry; and at SRI Consulting, a predecessor of IHS Markit.

Commercial Impact of Olefins and Polyolefins Technologies Workshop

Cost Competitiveness, Market Dynamics and Trade

Workshop Overview

This full day workshop will examine the commercial impact of olefins and polyolefins technologies on cost competitiveness, market dynamics and trade. The workshop will begin with a thorough assessment of the global light olefins (ethylene and propylene) business including process technologies, impact of shale gas, key players, demand drivers and regional strength and weaknesses. Following this discussion the polyethylene (LDPE/LLDPE/HDPE) and polypropylene businesses will be examined including advantages/disadvantages of polyolefin process technologies, demand drivers, key producers, and inter-regional trade. Capping off the workshop will be an analysis of the competitiveness of both olefins and polyolefins including a discussion of cost of production methodologies, definition of terms (variable costs, fixed costs, cash costs), and comparative regional economics. Finally, the economics will be put into context by presentation of global cost curves for both olefins and polyolefins.

Who is it for?

Those new to the polyolefins business, as well as experienced professionals, wishing to expand and update their knowledge and understanding of how the latest “hot topic” issues are driving change along the entire polyolefins value chain — from feedstocks through to the basic olefins and plastics. The workshop is designed to be of interest and value to both technical and commercially oriented participants.

Industry Presenters / Subject Matter Experts



Roger Green

Vice President, Chemical Consulting, IHS Markit

Mr. Roger Green serves as a vice president for the chemical consulting practice at IHS Markit, and

heads the team for Europe, CIS and Africa. Mr. Green has delivered an extensive range of consulting engagements during a career of more than 25 years in the chemicals industry. He leads a team that works with clients on investment-related projects, mergers and acquisitions, market studies, project financing, and technology assessments. He joined IHS, now IHS Markit, in 2010 as part of the business advisory services group. During more than a dozen years with Nexant, he managed both technical and commercial assignments for clients later becoming the vice president responsible for Nexant’s chemicals practice in the EMEA region, where he led a team of nineteen consultants. Mr. Green started his career in 1984 as a process engineer with John Brown E&C where he was responsible for the detailed design of petrochemical plants worldwide. Mr. Green was graduated from Nottingham University, UK, with Bachelor of Science in Chemical Engineering.



Mark Morgan, Ph.D.

Global Director – Specialty Chemicals and Renewables, Chemical Consulting, IHS Markit

Dr. Morgan leads business development activities in

chemical consulting focused on specialty chemicals, renewables and advanced materials. Dr. Morgan has dedicated over 21 years to consulting in specialty chemicals, process technology and industrial biotechnology. In addition, to chemicals consulting, he supports work in other IHS Markit business units where chemicals and materials are involved, in particular Aerospace, Defence and Security (AD&S). In 2011, he joined Chemical Market Associates, Inc. (CMAI) to lead its global activities in renewables. Previously, he was with Chem Systems, a leading boutique consulting firm serving chemicals and allied industries. His work covered lenders advisory work, M&A due diligence, project feasibility, technology validation and valuation, legal work and more. Following service in the army, he began his chemicals career with BP undertaking blue sky research as well as plant support, together with taking new ideas from concept to commercialization. Dr. Morgan earned his Ph.D. in Chemical Physics at the University of Bristol, UK.



Robin Waters

Director, Plastics Planning and Analysis, IHS Markit

Robin joined IHS Markit in September 2012 as Director, Polyolefins North America. He brings to his role over

30 years of industry experience. Robin began his career at DuPont initially as a Business Analyst for supporting the global Elastomers business before moving on to a series of positions in Technical Service and Sales for a variety of films and resins sold primarily into packaging markets. Following his technical and sales assignments, Robin held a series of Product and Marketing Management positions covering EVA Resins, Low Density Polyethylene Specialty resins and Polyester Films. Robin later joined Montell Polyolefins (later Basell Polyolefins and currently LyondellBasell) as Product Manager for Polyethylene and, later, Polypropylene – roles which included commercial management of new business startups and third party marketing agreements. Subsequent assignments at Basell/LyondellBasell included Regional Sales Management, Strategic Planning and Commercial Management for Polypropylene. Robin’s responsibilities at IHS Markit cover both Polyethylene and Polypropylene and include support for both Market advisory services as well as single client projects. Robin received a Bachelor of Science in Chemistry from the University of Georgia and an MBA from the University of Miami.

“Great overview of the Olefins and Polyolefins business. Instructors were all very knowledgeable.”

– Sales Manager

Introduction to the Methanol Business

Workshop Overview

This is a full day workshop. The methanol industry is undergoing a significant market shift with the U.S. industry making a comeback owing to the availability of cheap shale gas and the proliferation of methanol to olefin technology in China and potentially coming to the U.S. with BASF's recent announcement of developing a methanol to propylene project. In addition, methanol is increasingly being used more and more in a variety of fuel applications which is also contributing to significant market change. The Methanol Learning Workshop will offer a broad understanding of all major aspects of the global methanol market. The course will include production capacities, key market players, technologies and feedstocks, supply-demand, trade patterns, market demand by derivative, price-setting mechanism, historical and forecast prices and possible future market developments. Developments in traditional methanol derivatives such as formaldehyde and acetyls will be covered as well as new, potentially very large volume applications such as MTO, DME and direct gasoline blending.

Who is it for?

The Methanol Learning Workshop is designed to be of interest to those new to the methanol business as well as experienced personnel wishing to refresh and update their understanding of the current methanol business climate as well as future market developments.

Industry Presenters / Subject Matter Experts



Mike Nash

Global Director, Syngas
Chemicals, IHS Markit

Mike Nash's current role at IHS Markit is Global Business Director for Syngas Chemicals, which

currently includes the methanol and Acetyls practices. A global team of regional consultants, based in China, the US and Europe, provide input and Mike ultimately overlays this with a global perspective. Key responsibilities include the weekly World Methanol Report and monthly World Methanol Analysis, as well as the weekly and monthly Global Acetyls Market Report and the related World Analyses for Methanol, Acetyls and Formaldehyde. Before joining IHS Markit, in September 2012, Mike worked for BP's petrochemicals division for 19 years before a two-year stint in Total's UK fuels business. He performed a variety of commercial roles within BP, in international business management, marketing, project management and Logistics, based in London, Duesseldorf and Kuala Lumpur. His last role in Total UK was Logistics Director, Specialities. Mike has a MA in English Language and Literature, Edinburgh University, UK, 1990 and an MBA from Kingston University, UK, 2001.



Marc Alvarado

Associate Director,
IHS Markit

Marc Alvarado is Associate Director of Methanol - Americas managing research, and consulting

in the Americas. He joined CMAI, now IHS Markit in 2005 as a research associate in the aromatics group. Shortly after, he took on consulting for North America Acetone Market Advisory Service. He assumed full responsibility for the phenol chain within the Aromatics Market Advisory Service to cover cumene, phenol, acetone and bisphenol A. In 2010, he became a member of the Methanol Market Advisory Service and then assumed full consulting duties for the methanol group in the Americas, while maintaining his role in the Acetone Market Advisory Service. Laughlin contributes to proprietary studies for methanol, acetone and MMA; and also supports cumene, phenol and bisphenol A research and analysis efforts. Marc co-authored a paper for the Methanol Institute entitled, "Methanol to Olefins: A Potential Game Changer for Methanol" and received his bachelor's degree in chemistry from University of Houston.



Xiaomeng Ma

Associate Director,
IHS Markit

Xiaomeng Ma is principal analyst at IHS Markit, where she covers the Asian methanol and

derivatives market. She has been with IHS Markit and the legacy company since 2007. Xiaomeng has about 10 years of experience in petrochemical and fine chemical industry in terms of market analysis, business modeling, operations and consulting. Before moving to methanol and its derivatives studies, Xiaomeng's research covered specialty chemicals by means of surfactants, processing additives and intermedia. Xiaomeng Ma received her master's degree in food science and engineering from Wageningen University in the Netherlands.

"Very informative course. Well done by instructors. Good insights into industry."

– Director, Business Development

"Very knowledgeable, helpful, and approachable instructors."

– Engineer

Commercial Impacts of Soda Ash Technologies

Market Dynamics, Energy, Cost Competitiveness, and Trade

Workshop Overview

This interactive workshop will provide a broad understanding of soda ash technologies and their commercial impact on the global soda ash industry. The course will include reviews of technologies, product quality, sources of competitive advantage, and discussion of global and regional technological trends and discontinuities that are impacting trade and profitability. A particular focus will be the recent fluctuations in crude oil prices and their impact on energy costs in the various processes. The course will have four main sections:

- Industry Overview, to set the commercial scene
- Process Technologies, covering Solvay, Hou, and natural
- Competitiveness, at the cash cost level
- Techno Commercial Interactions, especially as revealed in trade patterns

Who is it for?

Those new to the polyolefins business, as well as experienced professionals, wishing to expand and update their knowledge and understanding of how the latest “hot topic” issues are driving change along the entire polyolefins value chain — from feedstocks through to the basic olefins and plastics. The workshop is designed to be of interest and value to both technical and commercially oriented participants.

Industry Presenters / Subject Matter Experts



Marguerite Morrin

Senior Director, Soda Ash, IHS Markit

Ms. Marguerite Morrin, Senior Director, Chlor-alkali/Soda Ash at IHS Markit, covers all chlor-alkali, vinyls and related products. Her primary focus is on the Europe, Middle East and African (EMEA) regions for chlor-

alkali/vinyls and globally for soda ash. She also participates in many single-client consulting studies in chlor-alkali/vinyls and soda ash. She is the lead consultant for IHS Markit in soda ash, presenting many conference papers on the subject, and she was responsible for launching IHS Markit's Global Soda Ash Service in 2008. Ms. Morrin also manages the European chlor-alkali team. She joined Chemical Market Associates, Inc. (CMAI) in 1990, initially as an Analyst in olefins. Since 1994 she was involved in the chlor-alkali product area and helped to build and develop this sector within CMAI, and more recently IHS Markit. Ms. Morrin graduated from University College Dublin, Ireland, with a Bachelor of Science (Hons.) in Chemistry and she also holds a Diploma in Business Studies from University College in Dublin.



Ryan Monis

Consultant, IHS Markit

In 2013, Ryan joined IHS Markit working in the Business Advisory Services team in the London office, working on single client assignments in a wide variety of petrochemicals, with a special focus on fertilizer chemicals. Projects range from primary research in specialty chemicals, to market and price analysis in commodity chemicals, or cost competitiveness and cash cost analysis. Prior to IHS Markit, Ryan worked on sulphur and sulphuric acid markets, and wide exposure to both the metal leaching sector and the phosphate fertilizer sector. Ryan was the Editor of sulphur and sulphuric acid quarterly market reports and developed a market and price forecast model for sulphur and sulphuric acid, working closely with clients in the fertilizer, mining and crude production sector.

“I liked the focus on glass, and detergents during the workshop.”

– Operations Manager

“Thought the workshop was exceptionally well executed.”

– VP, Procurement

Introduction to Chlor-Alkali Training Workshop

A brand new training workshop will precede the conference on Tuesday 11th September.

All delegates will receive:

Networking opportunities, including continental breakfast, lunch, and morning and afternoon breaks and evening reception.

A color printed copy of the presentations in a workbook. Certificates of course completion (upon request).

This workshop will cover:

Process Technology

How are chlor-alkali chemicals made? Chlorine and caustic, KOH, Hydrochloric acid, and bleach.

Environmental trends: Membrane v. diaphragm v. mercury cell technology – what does the world use now and why; what will happen in the future?

- Process Technology – Chlor-alkali Installations
- Chlor-alkali Economics
- Regional energy costs
- Chlor-alkali manufacturing cost structures: by technology, by region
- Global cost curves, regional competitiveness
- ECU valuation: What is it and how does it impact the market?
- Why do Ethylene and PVC integration matter: asset-share economics
- The Chlor-alkali Market: An Overview of Demand, Supply and Trade
- Chlorine and caustic derivatives: End uses and use factors
- Global and regional market overviews: Supply region
- Tableau Exercise
- Team challenge on supply, demand and economics
- The Chlor-alkali Market: An Overview of Demand, Supply and Trade
- Global and regional market overviews: demand by region
- Regional growth factors: What segments make up demand by region and what drives the segment growth?
- Caustic soda trade
- What impacts trade routes? Why do some things move intercontinentally, but others don't?
- Freight costs, tariffs and other factors.
- Chlorine equivalents trade
- How is chlorine moved, where does it go, and what factors are involved in trade?
- Pricing
- What factors set chlor-alkali prices: Regional and global considerations that impact caustic soda, chlorine and hydrochloric acid
- ECU price cycles
- Functional Alternatives
- What materials compete with caustic, chlorine and hydrochloric acid?

Instructors:

- Nick Kovics, Executive Director, Inorganics, IHS Markit
- Hazel A.B. Kreuz, Executive Director, Global Chlor-Alkali/Vinyls Market Advisory Services, IHS Markit
- Catherine Webster, Senior Analyst Chlor Alkali, IHS Markit
- Lauren Zeiss, Associate Director, Chlor Alkali, IHS Markit
- Eddie Kok, Executive Director, Inorganics (Global Vinyls), IHS Markit
- Chuck Carr, Global Business Director Inorganics, Chemical Market Services, IHS Markit

Thermoplastics Industry – Understanding Feedstocks, Building Blocks and Polymers

Workshop Overview

This full-day interactive workshop offers a high level overview of the thermoplastics' markets, covering the historic development of the polymers as well as their chemistry, production processes, end uses, costs, trade patterns and renewables.

Who is it for?

Those new to the plastics industry, throughout the value chain from producers to converters, as well as those wishing to expand their knowledge of the petrochemical industry, perhaps building on an earlier attendance of the Petrochemical Industry Fundamentals workshop.

Workshop Contents

Introduction & Feedstocks

- Definitions
- Oil
- Natural Gas
- Alternate Chemical Feedstocks

Polymers

- Polyethylene
- Polypropylene
- PVC
- Polystyrene
- EPS, PET, ABS
- Polycarbonate
- Nylon and PBT, overview of engineering plastics

Inter-material Competition

Recycling

Fabrication Processes

- Extrusion
- Molding

Industry Presenters / Subject Matter Experts



Nick Vafiadis

Vice President,
Plastics, IHS Markit

Nick is a twenty-five year veteran of the chemical industry and joined IHS Markit (formerly CMAI) in 2002. Nick was responsible for consulting duties for the Chlor-Alkali and Vinyls product chain. In 2007, Nick was named CMAI's Business Director for Polyolefins, and Service Leader for the Global Plastics and Polymers Report. In 2012, Nick was promoted to be responsible for global plastics and contributed to single client projects and studies relating to the polyolefins industry.



Joel Morales

Senior Director, Polyolefins
Americas, IHS Markit

Joel Morales joined IHS Markit in 2013 as Director of Polyolefins. Prior to IHS Markit, he managed resin procurement for Silgan Plastics. Joel began his career at Solvay Polymers, which later became Ineos, in technical services supporting Mexico and Latin America before moving to sales. After 5 years at Solvay Polymers, Joel moved into resin distribution sales as a Product Manager, managing and selling polyethylene and polypropylene resins. He graduated from The Massachusetts Institute of Technology with a Bachelors of Science in Chemical Engineering and a minor in psychology.

“Very good and interesting presentation, close to the market, good examples”

– Operational Purchasing Director

“Broad coverage with right level of details in the presentation and a book to take with you with all information inside: ideal!”

– Procurement Manager

“You have struck a good balance between market situation and theory”

– Sales Manager

“Workshop helped me to understand thermoplastic products with supply/demand and costs dynamics. Very complete and competent”

– Trader



Robin Waters

Director, Plastics Planning
and Analysis, IHS Markit

Robin joined IHS Markit in September 2012 as Director, Polyolefins North America.

He brings to his role over

30 years of industry experience. Robin began his career at DuPont initially as a Business Analyst for supporting the global Elastomers business before moving on to a series of positions in Technical Service and Sales for a variety of films and resins sold primarily into packaging markets. Following his technical and sales assignments, Robin held a series of Product and Marketing Management positions covering EVA Resins, Low Density Polyethylene Specialty resins and Polyester Films. Robin later joined Montell Polyolefins (later Basell Polyolefins and currently LyondellBasell) as Product Manager for Polyethylene and, later, Polypropylene – roles which included commercial management of new business startups and third party marketing agreements. Subsequent assignments at Basell/LyondellBasell included Regional Sales Management, Strategic Planning and Commercial Management for Polypropylene. Robin's responsibilities at IHS Markit cover both Polyethylene and Polypropylene and include support for both Market advisory services as well as single client projects. Robin received a Bachelor of Science in Chemistry from the University of Georgia and an MBA from the University of Miami.

Fundamentals of Renewables

Workshop Overview

The term “Renewables” covers three main sectors, energy, fuels and chemicals, three core business where IHS Markit has a global leading position in terms of up to date business information and insight supported by a world class consulting organization. Around the world, investment in Renewable Energy continues apace with major developments in China, India, etc, outstripping developments in the West. Wind, solar, geothermal (where practical), small scale hydroelectric, biomass co-firing etc, whilst small overall, are becoming an important component of the energy supply mix for many countries. At the same time, given that these sources are generally intermittent, there is increased focus on technology solutions for cost-effective energy storage, both large and small scale.

Biofuels, too are becoming an increasing proportion of the transportation fuels mix, mainly in developed economies, driven by legislation to reduce greenhouse gas emissions and support energy security needs. The industry today is established on a feedstock platform exploiting starch-based sources, sugars and certain natural oils that compete directly or indirectly with the food chain. The industry is moving to alternative feedstocks based on cellulose, industrial and municipal waste whilst developing performance blending components to serve gasoline, diesel and even jet fuel markets.

Renewable or “**Bio-based**” chemicals in the form of biobased plastics, biodegradable materials, green solvents, intermediates, etc, are now commercial serving all manner of industries, e.g. food packaging, beverages through to appliances, construction and even automotive sectors. Technology also continues to evolve in this industry improving product performance and exploiting new feedstocks. In this full-day interactive workshop you will learn about the exciting world of renewable and how this is developing across the energy, transportation fuel and chemical industries. You will learn about markets, technology solutions, industry challenges and importantly you will learn about what it needs to be successful in these businesses from feedstock procurement through technology development through to the end-use customer.

Who is it for?

Financial community/investors and energy/chemical industry participants operating throughout the energy, fuels and chemicals value chain from feedstock suppliers, through production and conversion as well as bio-based and conventional technology developers and agricultural feedstock suppliers.

Industry Presenter / Subject Matter Expert



Mark Morgan, Ph.D.
Global Director – Specialty
Chemicals and Renewables,
Chemical Consulting,
IHS Markit
Dr. Morgan leads business
development activities in

chemical consulting focused on specialty chemicals, renewables and advanced materials. Dr. Morgan has dedicated over 21 years to consulting in specialty chemicals, process technology and industrial biotechnology. In addition, to chemicals consulting, he supports work in other IHS Markit business units where chemicals and materials are involved, in particular Aerospace, Defence and Security (AD&S). In 2011, he joined Chemical Market Associates, Inc. (CMAI) to lead its global activities in renewables. Previously, he was with Chem Systems, a leading boutique consulting firm serving chemicals and allied industries. His work covered lenders advisory work, M&A due diligence, project feasibility, technology validation and valuation, legal work and more. Following service in the army, he began his chemicals career with BP undertaking blue sky research as well as plant support, together with taking new ideas from concept to commercialization. Dr. Morgan earned his Ph.D. in Chemical Physics at the University of Bristol, UK.

“Very well prepared discussion”
– Business Development Engineer

“The structure was effective and
great material was handed out”
– Business Development Engineer

Fundamentals of Renewables Workshop Content

Introduction

Workshop Aims and Objectives

The Renewables Industry

- Industry size and composition
- Energy Overview
- Transportation Fuels
- Chemicals
- Historical development of the industry
- Industry drivers, sustainability factors and globalization
- The concept of biomass-derived building blocks
- Key success factors

Feedstocks Review for energy and Chemicals

- Major characteristics of agricultural feedstocks
- Price and availability
- Characteristics of cellulosic feedstocks and availability
- Characteristics of natural oils destined for chemical use
- Biomass feedstock economics – the farming perspective
- Feedstocks of the future

Renewable Energy

Developments in Wind, Solar and Alternatives

- Review of industry issues
- Review of current and emerging markets
- Review of technology developments
- Comparative production economics
- Strategies for success
- Energy Storage
- Review of the market opportunity
- Approaches to energy storage
- Efficiency and cost effectiveness – what needs to change?
- Comparative economics
- Strategies for success

Renewable Transportation Fuels – “Biofuels”

Market Overview

- Industry drivers and legislation review
- Gasoline developments
- Diesel developments
- Jet fuel developments
- The role of exploiting municipal waste

The Gasoline Opportunity

- Specification needs
- Technology solutions – current and emerging
- Biomass-derived oxygenates and hydrocarbons
- Comparative production economics
- Strategies for success

The Diesel and Jet Fuel Opportunity

- Specification needs
- Technology solutions – current and emerging
- Comparative production economics
- Strategies for success

Renewable or Bio-based Chemicals

The Concept of Platform Chemicals

- Development history
- Relationship with conventional petrochemical building blocks
- Review of conventional approaches to chemicals production
- Biomass and the casualties of shale gas development

Olefins and Derivatives

- Ethylene
- Propylene
- Butadiene, butylenes and isoprene

Aromatics and Derivatives

- Benzene and toluene
- Xylenes and para-xylene

Intermediates and Novel Building Blocks

- Specialties
- New materials and applications

Summary

Revisit Workshop Aims and Objectives

- Industry developments review to date
- What it takes to be successful

Understanding Petrochemicals made from Biomass

Workshop Overview

In most regions of the world today biomass is already being converted into standard chemicals and fuels. The past five years have seen amazing growth in this industry's development with new technology providing cost-competitive processes to manufacture solvents, chemical intermediates and plastics made from biomass. IHS Markit forecasts that within the next 10-12 years a further \$45 billion of new investment in this industry worldwide with feedstock moving to non- food-based biomass and the exploitation of municipal solid waste. This provides investors and chemical producers the opportunity to solve some of the most critical supply challenges for products like butadiene and isoprene and at the same time add value to low cost biomass.

In this full-day interactive workshop you will learn about the existing biomass based chemical business, how it is developing across the commodity and specialty chemical industries, and how these standard chemical products can be made from biomass. Importantly you will learn about what it needs to be successful in this business from feedstock procurement through to the end-use customer.

Who is it for?

Financial community/investors and chemical industry participants operating throughout the chemical value chain from petrochemical feedstock suppliers, through production and conversion as well as biotechnology developers and agricultural feedstock suppliers.

Industry Presenter / Subject Matter Expert



Mark Morgan, Ph.D.
Global Director – Specialty
Chemicals and Renewables,
Chemical Consulting,
IHS Markit

Dr. Morgan leads business development activities in

chemical consulting focused on specialty chemicals, renewables and advanced materials. Dr. Morgan has dedicated over 21 years to consulting in specialty chemicals, process technology and industrial biotechnology. In addition, to chemicals consulting, he supports work in other IHS Markit business units where chemicals and materials are involved, in particular Aerospace, Defence and Security (AD&S). In 2011, he joined Chemical Market Associates, Inc. (CMAI) to lead its global activities in renewables. Previously, he was with Chem Systems, a leading boutique consulting firm serving chemicals and allied industries. His work covered lenders advisory work, M&A due diligence, project feasibility, technology validation and valuation, legal work and more. Following service in the army, he began his chemicals career with BP undertaking blue sky research as well as plant support, together with taking new ideas from concept to commercialization. Dr. Morgan earned his Ph.D. in Chemical Physics at the University of Bristol, UK.

“Very interesting open conversation that covered most of the unknown areas to us regarding renewable energy”

– Business Development Engineer

“Right level of technology and Dr Morgan seemed to be very well prepared”

– Research and Development

“Dr Morgan has showed many different aspects of the complex theme”

– Sales Manager

Introduction to Monetizing Shale Gas, Natural Gas and Coal in Petrochemicals

Workshop Overview

This interactive workshop will discuss the technology and markets of the burgeoning Shale, Natural Gas and Coal via Syn Gas to chemicals sector. Topics include a review of the main hydrocarbon fractions from Natural Gas and typical main uses for those hydrocarbon fractions as well as the sources and technology of Syn Gas production such as coal. The workshop will cover starting from Natural Gas and Syn Gas the production of olefins, methanol, methanol to olefins, ammonia, fertilizers and PVC.

Who is it for?

The financial community and chemical industry participants throughout the value chain from feedstock supplier, through production to conversion, who are interested in understanding this rapidly developing sector of the petrochemical industry.

Workshop Contents

Introduction

- Shale Gas
- Natural Gas
- Valuation and use of the different NGL components
- Coal

Methane

- Introduction to Syngas
- Syngas to Methanol
- Methanol to Olefins
- Syngas to Ammonia
- Ammonia to Fertilisers: Urea and Ammonium Nitrate

Ethane

- Steam Cracking
- The Vinyls Chain

Propane

- Steam Cracking
- Domestic Fuel
- Trade

Butanes

- Differences between the isomers
- Major End Uses of Butanes

Summary

Valuation of Typical Gas Composition

Wrap Up

“Information was timely and well presented.”

– Business Development Manager

Industry Presenters / Subject Matter Experts



Christopher Geisler
Vice President, Chemical Consulting, IHS Markit
Mr. Christopher Geisler serves as vice president of Energy Consulting Americas at IHS Markit.

He has directed engagements including market and technical due diligence support for acquisition, project finance support, conceptual and prefeasibility assessments for new investments, socio-economic impact analysis and provided litigation support services. Mr. Geisler has managed countless commercial studies across the energy, petrochemical and chemical value chains. Mr. Geisler gained 13 years of experience with Chevron in its Refining and Chemicals Companies. He also worked at CMAI prior to the acquisition by IHS, now part of IHS Markit.



Sean Stevenson
Managing Director, IHS Markit

Sean brings over 24 years of petrochemical experience to IHS Markit's single client consultancy business. Prior to joining IHS Markit, (CMAI) in 2010, Sean worked for Nexant, responsible for selling and executing single and multi-client consulting services where he led market and feasibility studies, major company strategy engagements, numerous lenders' independent engineer assignments and multiclient studies. He has also prepared and delivered keynote papers at major petrochemicals conferences. Prior to working in chemicals consultancy, Sean worked for almost 20 years for BP's Chemicals division in roles covering process design, operations management, HSE, logistics and business development.

Engineering Resins: From Feedstocks to the Marketplace

Workshop Overview

The Engineering Resins workshop is the best way to get acquainted with the most relevant concepts for the Nylon, ABS, Polycarbonate, POM, and PBT market sectors. The curriculum will examine how the global market and production dynamics of these engineering polymers are connected to the petrochemical industry as well as major end-use applications from a raw material, supply/demand and investment point of view.

Who is it for?

Those involved with producers or converters of engineering resins, as well as those wishing to expand their knowledge of the petrochemical industry, perhaps building on an earlier attendance of the Petrochemical Industry Fundamentals workshop.

“Engineering Resins Workshop was excellent! Presenter was very knowledgeable and dynamic. I would recommend this to my colleagues”

– Business Development Manager

Industry Presenters / Subject Matter Experts



Brendan Dooley
Director, Engineering
Resins Chemical Market
Advisory Services, IHS
Markit

Brendan Dooley is Director
of Engineering Resins

based in Houston, TX, USA. He joined IHS Markit in 2015 and has 30 years of plastics industry experience, most recently as Director of Sales for North America for a globally integrated nylon producer and previously held commercial positions with integrated, global producers of thermoplastics in The Netherlands, the United Kingdom, Mexico and the US including global responsibilities in the automotive market. Brendan holds degrees in Polymer Engineering and a Master's Degree in Business Administration from Case Western Reserve University in the United States.

Use of Naphtha & NGL as Feedstock

Workshop Overview

This full day workshop will begin with a discussion of the significant end use applications for the major olefins feedstocks, including both chemical and non-chemical competition. It will include coverage of industry jargon and definitions, and other basic information about olefins feedstocks. This course will also have a high level discussion of feedstock economics for the main consuming processes and end uses, as well as the basics of feedstock market valuation and pricing.

This workshop will include an overview of regional feedstock availability supported by an analysis of feedstock production, consumption and trade, including freight implications and major supply drivers. Course attendees will learn how the major olefins feedstocks are consumed both by the petrochemicals industry and by other end users, and will provide insight about why the market values petrochemical feedstocks as it does.

Who is it for?

The course is designed for anyone requiring a thorough overview of the global NGL and naphtha feedstocks markets. These workshops are designed to be of interest from the chemicals, energy and refining industries, or to those in adjacent industries such as LPG retail, oil and gas upstream or midstream, automotive, chemical derivatives and financial services. The workshop is designed to be of interest and value to both technically and commercially oriented participants. Anyone looking to deepen their knowledge and understanding across chemical and energy value chains or those looking to gain strategic viewpoints on end-markets, processes, and trends will benefit.

Course attendees have diverse backgrounds, but examples may include business development managers, traders and shippers, high-level managers assuming commercial responsibility for feedstocks, project managers for infrastructure projects, business analysts for petrochemical, petroleum and natural gas companies, and new professionals entering the NGL or petrochemicals industries.

Industry Presenters / Subject Matter Experts



Walt Hart

Vice President, Global
NGLs, IHS Markit

Dr. Walt Hart, P.E., is a Vice President in the Houston office of Purvin & Gertz, an IHS Markit company. Walt

has managed proprietary studies involving business analysis and strategy, market studies, forecasting, valuations, and legal support on projects around the world. He works primarily in the area of natural gas liquids, but also has experience in alternative fuels, light naphtha and chemicals. He has also authored portions of Purvin & Gertz's worldwide multi-client studies, taught workshops, given seminars, and conducted training workshops. Prior to joining Purvin & Gertz in 2006, Walt spent 16 years at Union Carbide Corporation, The Dow Chemical Company and Owens Corning Fiberglass. He has held positions in process engineering, technical sales, research & development, finance, and strategic planning. He has also taught at the undergraduate level.



Debnil Chowdhury

Director, Natural Gas
Liquids Research,
IHS Markit

Mr. Chowdhury is the primary author of the North American NGLs

service research. Debnil has been involved in a number of refined product and NGLs, pricing, and market entry strategy studies for clients. Prior to joining IHS Markit, Debnil was a Senior Market Analyst for Valero, responsible for strategic planning and market analysis support for downstream, renewable, and retail assets globally. Prior to joining Valero, he was a Process Engineer in Technology Development for Halliburton-KBR. Mr. Chowdhury holds a BS and Certificate in International Affairs from the Georgia Institute of Technology, an Executive Certificate in Management and Leadership from the Massachusetts Institute of Technology's Sloan School of Management, and an MS from Northwestern University.

“Workshop was very good. All was very informative and pertinent to my business”
– Marketing Manager, Gas & Power

“The most beneficial part of the course was to learn about the relationship among the different feedstocks”

– Manager, Engineering & Technology

Fundamentals of LPG Markets Workshop

Workshop Overview

This full-day workshop provides a thorough overview of the important commercial aspects of the global LPG industry. The workshop covers supply, demand, trade and pricing, including drivers. The competition with other fuels and feedstocks within the various end use markets are explored. The impact of logistics such as transportation and storage are related to the location of regional trading hubs and arbitrage. The trends in the regional markets are explained.

Who is it for?

The workshop is designed for anyone requiring a thorough overview of the global markets and infrastructure for liquid petroleum gases. Workshop attendees have diverse backgrounds, but typical participants include business development managers for midstream companies, natural gas liquids traders and shippers, high-level managers assuming commercial responsibility for natural gas liquids, project managers for NGL infrastructure projects, business analysts for petrochemical, petroleum and natural gas companies, and new professionals entering the NGL industry.

Workshop Contents

LPG Terminology and Properties

Production and Supply Drivers

Demand Drivers and End Use Markets

Competing Fuels and Feedstocks

Transportation, Shipping and Storage

Regional Pricing, Trading Hubs and Specifications Hedging and Liquidity

Price Drivers

Global Trade and Arbitrage

LPG Markets – Countries and Trends

- Residential/ Commercial
- Autogas
- Petrochemicals

Regional Market Trends

Qualitative Overview of LPG Fuel and Feedstock Economics

Industry Presenter /
Subject Matter Expert



Walt Hart

Vice President, Global
NGLs, IHS Markit

Dr. Walt Hart, P.E., is a Vice President in the Houston office of Purvin &Gertz, an IHS Markit company. Walt

has managed proprietary studies involving business analysis and strategy, market studies, forecasting, valuations, and legal support on projects around the world. He works primarily in the area of natural gas liquids, but also has experience in alternative fuels, light naphtha and chemicals. He has also authored portions of Purvin & Gertz's worldwide multi-client studies, taught workshops, given seminars, and conducted training workshops. Prior to joining Purvin & Gertz in 2006, Walt spent 16 years at Union Carbide Corporation, The Dow Chemical Company and Owens Corning Fiberglass. He has held positions in process engineering, technical sales, research & development, finance, and strategic planning. He has also taught at the undergraduate level.

“Up-to-date statistics and analysis of LPG – very impressive”

– Business Development Manager

“Excellent workshop – a simple explanation of complex issues”

– CEO, Oil & Energy Division

Basics of Waterborne LPG

Workshop Overview

This workshop is a half day course. US LPG exports are increasing, thus giving cause for additional LPG carriers, and changing the established trade routes. Meanwhile, Middle Eastern and Mediterranean output is also on the rise, causing a shift in the global trade balances. Market participants have an increasing need to understand the logistics and dynamics of the changes that are rapidly occurring. For example, will there be a sufficient number of vessels? Will there be too many? Will terminal capacity become a hindrance to global trade? How will freight costs be affected?

While the course is not intended to teach attendees how to trade LPG, it will cover overwater imports, exports and trade flows, including ship-tracking systems. Information critical to understand waterborne LPG shipping will be covered, including specification issues, industry-specific vernacular, industry participants and their respective roles and other components. The workshop will also cover basic LPG ship design, dimensions, characteristics and costs, freight factors, costs and drivers, as well as terminal development. As a bonus, the development of the overwater ethane trade will be covered, including the interface with the global LPG markets.

Who is it for?

This course is designed for those with an interest in learning the basic principles and mechanics behind the overwater LPG shipping market.

Industry Presenters / Subject Matter Experts



Scott Gray

Senior Director,
Waterborne, IHS Markit

Scott Gray is Senior Director of Energy, IHS Markit. He is based in the company's Houston office.

An expert on the LPG industry, Gray recently joined IHS Markit after serving as a partner in Waterborne Energy, which was acquired by IHS Markit in 2013. For the past 25 years, he has focused on the overwater LPG trade. As the Primary Researcher and Editor of the IHS Markit Waterborne LPG Report, he has a wide-range and long-term view of the international LPG marketplace. Prior to joining Waterborne Energy in May of 1992, Scott spent six years in the petrochemical industry as Editor and then Managing Director of the Houston office for ICIS-LOR, a publisher of petrochemical and energy information. Gray attended Southwest Texas State University in San Marcos.

“Great overview of the over water LPG shipping market. Will help in my daily business activities.”

– Ethane Project Manager

“Instructors made the course material easy to understand for someone new to the industry.”

– Business Analyst

Global Ethane Markets

Workshop Overview

This workshop is a half day course. With surplus Natural Gas Liquids (NGLs) in the US and global trade flows changing, there is intense interest in the impacts of these trends on NGL prices in the US and around the world. While not intended to teach how to trade NGLs, this course will discuss what factors influence NGL prices in global markets and why there are regional price differences. We will show how NGL prices compare with other energy and petrochemical prices, and how the various NGL prices differ among each other. We will discuss the importance of supply, demand and inventories, including the effects of seasonality as well as the extent to which the byproduct nature of NGLs and the various NGL end uses influence pricing. Some other topics include competition, substitution, freight and arbitrage and market sentiment.

Who is it for?

This course will benefit anyone who wants a better understanding of NGL price trends, such as business and financial analysts, traders, commercial managers, petrochemicals producers, LPG retailers and refiners.

Industry Presenter / Subject Matter Expert



Walt Hart

Vice President, Global
NGLs, IHS Markit

Dr. Walt Hart, P.E., is a Vice President in the Houston office of Purvin &Gertz, an IHS Markit company. Walt

has managed proprietary studies involving business analysis and strategy, market studies, forecasting, valuations, and legal support on projects around the world. He works primarily in the area of natural gas liquids, but also has experience in alternative fuels, light naphtha and chemicals. He has also authored portions of Purvin & Gertz's worldwide multi-client studies, taught workshops, given seminars, and conducted training workshops. Prior to joining Purvin & Gertz in 2006, Walt spent 16 years at Union Carbide Corporation, The Dow Chemical Company and Owens Corning Fiberglass. He has held positions in process engineering, technical sales, research & development, finance, and strategic planning. He has also taught at the undergraduate level.

“This course really helped me understand the regional price differences in the NGL industry.”

– Commercial Manager

“A must for anyone dealing with NGL pricing in their daily business life.”

– Financial Analyst

NGL Price Drivers

Workshop Overview

This half-day interactive workshop provides a numerical approach to understanding the value of natural gas liquids with respect to competing fuels, gas processing recovery economics, refining and use as a petrochemical feedstock. Utilizing Purvin & Gertz methodologies, each class member will be given problems to solve and gain hands-on experience in calculating the value of NGLs for various fuel, refining and feedstock applications.

Who is it for?

The workshop is designed for those wishing to understand how natural gas liquids are valued by the refining, natural gas and petrochemical industries. Typical participants range from business analysts, business development managers and commercial managers to traders, risk managers and lawyers.

Workshop Contents

Basic Definitions and Jargon

Natural Gas Processing Plant NGL Recovery Economics

Competing Fuel Values

Refining Values

- LPG in Refineries
- Gasoline Blending Values
- Value as a Refinery Feedstock (Alkylation and Isomerization)

Petrochemical Values

- Feedstock Value in Propane Dehydrogenation
- Use of LPG as an Olefins Feedstock
- Value of LPG as an Olefins Feedstock

Industry Presenter / Subject Matter Expert



Walt Hart

Vice President, Global
NGLs, IHS Markit

Dr. Walt Hart, P.E., is a Vice President in the Houston office of Purvin & Gertz, an IHS Markit company. Walt

has managed proprietary studies involving business analysis and strategy, market studies, forecasting, valuations, and legal support on projects around the world. He works primarily in the area of natural gas liquids, but also has experience in alternative fuels, light naphtha and chemicals. He has also authored portions of Purvin & Gertz's worldwide multi-client studies, taught workshops, given seminars, and conducted training workshops. Prior to joining Purvin & Gertz in 2006, Walt spent 16 years at Union Carbide Corporation, The Dow Chemical Company and Owens Corning Fiberglass. He has held positions in process engineering, technical sales, research & development, finance, and strategic planning. He has also taught at the undergraduate level.

“Workshop was very good. All was very informative and pertinent to my business”

– Marketing Manager, Gas & Power

“The most effective part was to know the relationship among the different feedstocks that exist”

– Manager, Engineering
& Technology

Refinery Economics

Workshop Overview

This two-day workshop is designed to teach the fundamentals of refining economics to non-refiners or to those newly introduced to refining. Attendees gain valuable industry insight to successfully:

- Understand how refineries' profit depends on location, configuration, and crude feedstock
- Evaluate the economic strength of competing refinery installations
- Understand what governs the success or failure of new refinery ventures
- Find out how refinery configurations affect petroleum product prices worldwide
- Improve your perceptiveness of the value of refinery investments
- Learn how to interpret published information on the refining industry and refining companies
- Understand how obvious technology differences affect refinery strength
- Discover how refineries can be modified to become more profitable
- Learn why refineries prefer different types of crude oils
- Find out how trends in petroleum demand force refineries to invest in upgrading capacity

Who is it for?

The workshop should be useful to financing or marketing individuals who have some involvement with refining or petroleum products. The workshop may be helpful to refinery engineers who would like to understand how world markets affect their refineries and why other types of refineries exist. Technical or marketing background is not necessary to benefit from the workshop. Some typical attendees have included business analysts, bankers, crude oil marketers, government / regulators, project developers, insurers, logistics managers and managers in industries impacted by refined products.

Workshop Contents

Introduction to Refining

Crude and Products Pricing

Refinery Margin Calculations

Nature of Crude Oils

Refined Products Quality and

Specifications Refining Technology

Refining Complexity

Simple and Complex Refineries

Refining Yields

Operating Costs

Refined Products Supply / Demand

Market Setting Configuration

Light / Heavy Differential

Refined Products Trade and Transport

Value of Refining Assets

Global Petroleum Market Outlook



Spencer Welch

Director - Oil Markets & Downstream, Energy, IHS Markit

Mr. Spencer Welch is a director on the Oil Markets and Downstream team at IHS Markit, based in the London office. Mr. Welch leads the crude oil valuation and marketability studies for the Europe, Middle East and Africa region, and he has headed a number of studies to assess the fair market value of new crudes. He brings more than 20 years of downstream technical, operational and economic experience to his role at IHS Markit. Mr. Welch held posts with independent oil refiner, Petroplus at Coryton Refinery, UK, prior to joining IHS in 2011. During 13 years with BP at a variety of locations, he held downstream roles, including refinery process engineering, production planning and operations management. During that time, he developed specialist knowledge in reforming, isomerization and hydro-processing, and he gained a broad knowledge of most other refinery processes and linear programming. He has experience in refinery technical support and aviation fuel storage/distribution projects. Mr. Welch holds a Bachelor of Engineering (B.Eng.) from Loughborough University, UK, and the Master of Science (M.Sc.) Engineering Management degree from Bristol University, UK.

Industry Presenter / Subject Matter Expert



Felliipe Balieiro

Director, Refining and Marketing, IHS Markit

Felliipe Balieiro is a Director with IHS Markit's Refining and Marketing team. His primary role is leading the

development of the Automotive Planning Scenarios while also leading the interface with the energy cross-business practice. In this capacity, he integrates macroeconomic factors, the energy supply chain, and price forecasts with detailed data, research, and analysis on the automotive market, including vehicle sales, segmentation, powertrains, current and future government policies, and changing consumer demand to understand light duty vehicle fuel demand. Felliipe has also developed and led various refinery operations and economics classes for external classes. Before joining IHS Markit, he worked for ExxonMobil with various refining and engineering roles.



Glenn Giacobbe

Director, Oil Markets, Midstream, & Downstream Consulting, IHS Markit

Glenn Giacobbe is a Director of Consulting in IHS Markit's Oil Markets, Midstream,

Downstream, & Chemicals (OMDC) group. Prior to that he headed up the IHS Markit Downstream Capital Costs Service. Glenn started his career with IHS Markit in 2010 as an analyst in IHS Markit Chemicals and has an extensive career in the downstream oil and chemicals industry. Prior to joining IHS Markit in 2010, Glenn worked for Atlantic Richfield Co., BP America, LyondellBasell, Western Refining, and SRI Consulting in various roles including business management, crude oil and products trading, market analysis, and refinery technical support. Glenn has worked throughout the downstream industries, from refining through petrochemicals, with experience in plant operations, planning & economics, optimization, capital projects, and supply chain. Glenn has a B.S. in Chemical Engineering from Carnegie Mellon University in Pittsburgh, PA and an MBA from Drexel University in Philadelphia.

Naphtha and Condensates Workshop

Workshop Overview

Naphthas, condensates and liquefied petroleum gases are at the interface between oil and natural gas. This one-day workshop is designed to give attendees an understanding of the fundamentals of condensate and naphtha markets, and how they interact with the markets for natural gas, oil and petrochemicals. The workshop will cover supply, demand and trade. The workshop will distinguish among the different grades of naphthas and condensates, and it will explain why different sources produce the different grades. There will be a discussion on pricing and on how the differences in the qualities of naphthas and condensates influence their market values, and why different grades are preferred for the various end use markets. We will also cover midstream infrastructure and logistics, and their influence on arbitrage and interregional price differentials. There will be a discussion of industry trends.

Who is it for?

The workshop is designed for individuals who need to understand the naphtha and condensate markets and the competition among the various end uses such as for petrochemical feedstock. The workshop will be invaluable for new managers with commercial hydrocarbon responsibilities, the financial community, business planners, commercial traders or marketers, technical employees, and finance and accounting personnel.

Workshop Contents

Definitions and Properties

Sources of Condensates and Naphtha

- Field Condensates
- Plant Condensates
- Refinery Naphthas

Demand and End Uses

Infrastructure and Logistics

Quality and Specifications

Pricing and Regional Differentials

Trade and Arbitrage

Competing Petrochemical Feedstocks

Regional Markets and Trends

Industry Presenters / Subject Matter Experts



Thomas J. Manning
Senior Director, IHS Markit

Thomas J. Manning is a Senior Director of IHS Markit. He has a BS degree in Chemical Engineering from Louisiana Tech University and a MBA degree from the University of Houston. He has over 50 years experience in the oil and gas and petrochemical industries. As a consultant, he has directed a number of single client, as well as multiclient studies on supply, demand, pricing and marketing of petrochemicals, refined products, crude oil and natural gas. He is responsible for directing many of the company's long range studies which investigate future trends in the industry including the annual World LPG Market Outlook.



Ravi Narayanaswamy
Vice President, IHS Markit

Mr. Ravi Narayanaswamy is a Vice President in the IHS Markit Singapore office. Ravi joined Purvin & Gertz in 2005, and currently serves as the Research Leader for IHS Markit Asia / Middle East crude oil, refined products and natural gas liquids markets. Ravi provides technical, commercial and strategic advice to a wide range of clients. Prior to joining Purvin & Gertz, Ravi held numerous positions at ExxonMobil's Singapore complex in refining, supply and petrochemicals. Prior to his employment at ExxonMobil, Ravi held various positions at Hindustan Petroleum Corporation Limited including field, process control, and shift supervisory roles.



About IHS Markit

IHS Markit (Nasdaq: INFO) is a world leader in critical information, analytics and solutions for the major industries and markets that drive economies worldwide. The company delivers next-generation information, analytics and solutions to customers in business, finance and government, improving their operational efficiency and providing deep insights that lead to well-informed, confident decisions. IHS Markit has more than 50,000 key business and government customers, including 85 percent of the Fortune Global 500 and the world's leading financial institutions. Headquartered in London, IHS Markit is committed to sustainable, profitable growth.

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