

# LPG

## 8<sup>TH</sup> LPG TRADE SUMMIT

DOHA, QATAR  
18 - 20 Nov 2013

OFFICIAL HOST





ORGANISED BY



[www.cmtevents.com](http://www.cmtevents.com)

### Day 1 - Monday, 18 Nov 2013

<p>07:30 Registration &amp; Coffee</p> <p>08:30 <b>Keynote Address by His Excellency Dr. Mohammed bin Saleh Al-Sada</b></p> <p>08:45 Chairman's Remarks</p> <p>09:00 <b>LPGtrade Summit - Plenary Keynote Session</b> Mr. Saad Abdullah Al Kuwari CEO, <b>Qatar International Petroleum Marketing Company Ltd. (Tasweeq)</b> Mr. Ian R. Taylor, President and CEO, <b>Vitol Group</b> Mr. Michael F. Conway, President <b>Shell International Trading &amp; Shipping Co. Ltd - STASCO</b></p> <p>10:20 Discussion followed by <b>Networking Coffee</b> <i>Hosted by</i>  ناقلات</p> <p>11:00 <b>Global Economic &amp; IEA's World Energy Outlook 2013</b> Ms. Kristine Petrosyan Senior Energy Analyst <b>International Energy Agency (IEA)</b></p>	<p>11:30 <b>Global LPG Supply/Demand Market Dynamics &amp; Issues</b> ket with Perspective on the Key Questions about the Future</p> <ul style="list-style-type: none"> <li>Asian market developments – Retail Demand Growth Potential &amp; Growth in Petrochemical Sector Demand</li> <li>Update on Middle East Export Supply Changes, taking into account of New LPG-Producing &amp; Consuming Projects</li> <li>Potential for Increasing Supplies from Africa</li> <li>South America's Increased Import Needs</li> <li>Role &amp; Impact of Europe's Petrochemical Sector</li> <li>Impact on Shipping</li> </ul> <p><i>Mr. Michael Panas, Consultant</i> <b>Poten &amp; Partners</b></p> <p>12:00 <b>Developments and Challenges in the US NGL Midstream Market</b></p> <ul style="list-style-type: none"> <li>Projected Production Volumes</li> <li>Challenges relating to bringing the production volume to market</li> <li>Focus on some specific</li> </ul>	<p>infrastructure projects</p> <ul style="list-style-type: none"> <li>Responding to the changing market</li> </ul> <p><i>Mr. James T Webster</i> General Manager, <b>Global LPG Phillips 66</b></p> <p>12:30 Discussion followed by <b>Networking Lunch</b> <i>Hosted by</i>  قطر للبترول الدولية Qatar Petroleum International</p> <p>14:00 <b>LPG Shipping Market &amp; Freight Rates (VLGC &amp; Pressurized)</b> <i>Anders Lalim, Director – Gas Dept</i> <b>Lorentzen &amp; Stemoco A/S</b></p> <p>14:30 <b>The Panama Canal Expansion &amp; Impact on LPG Trade</b> <i>Mrs. Silvia de Marucci</i> Senior Specialist for Liquid Bulk Market Segment <b>Panama Canal Authority</b></p> <p>15:00 <b>Global LPG Trade Flows &amp; Pricing Dynamics</b> <i>Mr. Dermot McGowan, Editor</i> <b>Oil Price Information Service (OPIS)</b></p> <p>15:30 Discussion followed by <b>Networking Tea</b></p>	<p>16:00 <b>European LPG Market: Development &amp; Challenges</b> <i>Mr. Ernst Brandstaetter</i> Managing Director <b>SHV Gas Supply &amp; Risk Management SAS</b></p> <p>16:30 <i>Bayegan's Presentation (To be Advised)</i> <i>Mr. Mark Trgovich</i> Regional Director <b>BGN International DMCC</b></p> <p>17:00 <b>A Perfect Storm: Global Natural Gas Liquid Markets 2013-2023</b> <i>Ms. Sarah Emerson</i> Managing Principal <b>Petroleum &amp; Alternative Fuels Energy Security Analysis, Inc (ESAI)</b></p> <p>17:30 Discussion followed by End of Day One</p>
--	---	---	--

19:00 to 22:00  
**Gala Dinner**  
for ALL Speakers & Participants  
*Hosted & Sponsored by*



**Tasweeq**  
Qatar International Petroleum Marketing Company Ltd.

Program details published herein are confirmed as at 22/10/2013.  
Please visit <http://www.cmtevents.com/main.aspx?ev=131130>  
for latest information on speakers & topics.

# LPG

## 8<sup>TH</sup> LPG TRADE SUMMIT

DOHA, QATAR  
18 - 20 Nov 2013

OFFICIAL HOST



ORGANISED BY



[www.cmtevents.com](http://www.cmtevents.com)

### Day 2 - Tuesday, 19 Nov 2013

- 09:00 Chairman's Remarks  
*Mr. Deacon Shorr, President  
Libra Fearnley Energy*
- 09:05 **Development of the West African LPG Markets**  
*Senior Representative  
Oando Marketing PLC*
- 09:30 **The Growing Latin American Markets – Perspectives on Demand & Import Requirements**  
*Mr. Rodrigo Aranda  
Chief Commercial Officer  
Silver Fuels Inc.*
- 10:00 **Demand growth in Asia's Traditional Market – Japan**  
*Mr. Tsutomu Yagi  
Assistant General Manager,  
Supply Division  
Astomos Energy Corporation*
- 10:40 **Asia-Pacific Trade Flows & Pricing**
- Will China become the swing consumer?
  - Will Japan and South Korea turn exclusively to US exports?
  - The role of Middle East supply to the region
  - The role of India and Indonesia as growth markets
- Mr. Nick Black, Vice President,  
LPG, Argus Media Ltd*

- 11:00 Discussion followed by Networking Coffee
- 11:30 **Propane Dehydrogenation (PDH) Updates in China and LPG Demand Growth**  
*Mr. Eric Yao  
Chief Commercial Officer  
Unipecc America, Inc.*
- 12:00 **Comparative Outlook of LPG's role as Petchem Feedstock in Asia, Europe & US**  
*Mr. Ong Han Wee, Consultant  
FACTS Global Energy*
- 12:30 **Panel Discussion (Producers, Traders & Shipping): The rise of the unconventional – impact on the LPG market dynamics**  
**Confirmed:**  
*Mr. Abdulla Al-Naemi  
Marketing Director, LPG  
Qatar International Petroleum Marketing Company Ltd.  
(Tasweeq)  
Mr. Deacon Shorr, President  
Libra Fearnley Energy  
Mr. Macgill James, Manager  
NGL Origination, Phillips 66*
- 13:15 Final Discussion followed by **Networking Lunch**  
**Hosted by**
-   
14:20 End of Summit

### Separately Bookable

Post Summit Workshop  
(19th Nov 1400 - 1730hrs to  
20th Nov 0900 - 1200hrs)

### LPG Trading, Pricing & Shipping - The Interactive Workshop

The objective of the training is to give you an interactive understanding of the LPG trading business and the tools for LPG trade and develop trading activities.

This workshop is for LPG/Energy Managers and/or Operators of Producers, Traders, Importers, Brokers, Exporters, Energy Bank/ Finance Department staff, Storage and Shipping (Operators, Managers, Shipowners); And for those who need to be equipped with the environment and approach of LPG trading, how traders view and evaluate their alternatives.

### Workshop outline:

- 14:30 **Overview**
- Why traders exist
  - LPG Trading – major factors
  - Future outlook for international trade
  - Reasons why an organization might trade LPG
- Mr. Fabien Markiewicz, Director  
F M Energy Services*
- 15:00 **Trading environment**
- Environment
  - Main market players (producers - importers - consumers - Main traders - shippers - Brokers - storages)
  - Main regional price setters
  - LPG market pricing areas
  - Factors affecting short term trade
  - Main regional markets and

- characteristics  
*Mr. Fabien Markiewicz, Director  
F M Energy Services*
- 15:45 **Contractual terms and conditions**
- Example
  - Checklist for contracts
  - Market information
- Mr. Fabien Markiewicz, Director  
F M Energy Services*
- 16:30 **Trading techniques**
- Basic players goals
  - Trading strategies
  - Arbitrage movements
  - Evolution of LPG trading
- Mr. Fabien Markiewicz, Director  
F M Energy Services*

### Day 3 - Wednesday, 20 Nov 2013

- 09:00 **LPG Shipping**
- Freight
  - Calculations
  - Terms
  - CP
- Mr. Sebastian Venjar, General Manager  
Lorentzen & Stemoco Singapore  
Pte Ltd*
- 10:00 **Introduction to price risk management**
- Understanding the unknown
  - Risk management process
  - LPG hedging tools
- Mr. Fabien Markiewicz, Director  
F M Energy Services*
- 11:00 **Case Study**  
*Mr. Fabien Markiewicz, Director  
F M Energy Services*
- 12:00 Final Discussion followed by Closing Lunch