



## Day 1 - 11 Nov 2014, Tuesday

08:00	Registration & Coffee	10:15	<b>The New World LPG Supply Paradigm &amp; Risk Management Effect</b> <i>Mr. Ernst Brandstaetter</i> Managing Director <b>SHV Gas Supply &amp; Risk Management SAS</b>
09:00	Chairman's Welcome & Remarks	10:45	Discussion followed by Networking Refreshments
09:10	<b>Global LPG &amp; Ethane Supply/ Demand &amp; Trade Dynamics: Challenges &amp; Expectations</b> <ul style="list-style-type: none"> <li>Global LPG market developments</li> <li>Supply forecast with main focus on US, Middle East and African exports</li> <li>Demand forecast looking at Asian, European, S. American &amp; African import developments</li> <li>Role &amp; impact from European &amp; Asian Petrochemical sector</li> <li>Supply/demand challenges &amp; expectations towards 2025</li> <li>VLGC supply/demand outlook</li> <li>Ethane trade overview, challenges &amp; expectations</li> </ul> <i>Mr. Michael Panas, Consultant</i> <b>Poten &amp; Partners (UK) Ltd</b>	11:25	<b>Global LPG Trade-Flow &amp; Key Trend in Pricing</b> <i>Ronald Kwan, Managing Editor, Asia</i> <b>OPIS</b>
09:45	<b>US Shale Renaissance, Impact on Global Trade &amp; Challenges</b> <ul style="list-style-type: none"> <li>LPG &amp; Condensate Supply Push, &amp; Asset Developments Required to Achieve</li> <li>Global Demand Pull</li> <li>Industry Challenges</li> <li>P66 Growth Plans that Fits</li> </ul> <i>Mr. Jim T. Webster, General Manager, Global LPG &amp; Midstream NGL</i> <b>Phillips 66 (HQ)</b>	11:55	<b>Updates on the Expansion of the Panama Canal &amp; Commercial Terms, Opportunities for Enhanced LPG Trade</b> <i>Mr. Oscar Bazan</i> Executive Vice President for Planning & Business Development <b>Panama Canal Authority</b>
		12:25	Discussion followed by Networking Luncheon
		13:50	<b>Energy Reforms in Mexico &amp; What Opportunities for the Mexican LPG Market?</b> <i>Octavio Perez Salazar</i> General Director <b>Amexgas</b>

## Day 2 - 12 Nov 2014, Wednesday

09:00	Chairman's Remarks	14:20	<b>Development of the African LPG Markets</b>
09:05	<b>China's PDH Project Development &amp; Demand/Import Growth Outlook of LPG</b> <i>Mr. Vincent Zhao</i> Deputy General Manager <b>Oriental Energy Company Limited</b>	14:50	<b>Rise of the LPG Export from Iran</b>
09:35	<b>Analyzing the Growing Presence of LPG in Various Petrochemical Processes – What Potential &amp; Opportunity does this Translate into?</b> <ul style="list-style-type: none"> <li>Update on LPG use in steam crackers</li> <li>Update on LPG use in PDH plants</li> <li>Petrochemical impact on LPG trading balances in Asia</li> </ul> <i>Mr. Ong Han Wee, Consultant</i> <b>FACTS Global Energy</b>	15:20	Discussion followed by Networking Refreshments  <b>Assessing the Demand &amp; Imports Requirement Asia's Key LPG Markets</b>
10:05	<b>Shipowners' Perspective on the Current LPG VLGC Shipping Market</b> <i>Mr. Alex Hadjipateras, Executive Vice President of Business Development</i> <b>Dorian LPG Ltd.</b>	15:50	<b>Japan</b> <i>Tatsuya Hamaguchi</i> General Manager, Middle East <b>Astomos</b>
10:35	Discussion followed by Networking Refreshments	16:20	<b>Korea</b> <i>Mr. Jason Chang, Manager</i> Trading Team <b>E1 Corporation</b>
11:10	<b>Development of LPG Shipping Market &amp; Freight Rates (VLGC &amp; Pressurized)</b> <i>Reidar A. Sundvor, Partner</i> <b>Viamar AS</b>	17:00	Discussion followed by End of Day 1



# LPG

9<sup>TH</sup> LPG TRADE SUMMIT

11-13 Nov, 2014 - Dubai

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## 11:40 Panel Discussion: Thriving Amidst New Competition

*Moderated by:*

*Mr. Deacon Shorr*

*President / Management / LPG*

*Libra Fearnley Energy*

*Panelist:*

*Mr. Ernst Brandstaetter*

*Managing Director*

*SHV Gas Supply & Risk*

*Management SAS*

*Mr. Vincent Zhao*

*Deputy General Manager*

*Oriental Energy Company Limited*

*Mr. Michael Panas, Consultant*

*Poten & Partners (UK) Ltd*

12:30 Final Discussion followed by Networking Luncheon

14:00 End of Main Summit

## “Grappling with New Competition in the Global LPG Market”

According to Poten & Partners, the trends that became apparent in 2013 have continued into 2014. We continue to see an enormous amount of activity in the US gas liquids market, including further expansions of the LPG export terminals and confirmation of several other US terminal projects, and a consequent strong rise in LPG export volumes.

Apart from the USA, export volumes have been relatively stable. Nonetheless there has been a further increase in the amount of LPG moving from West to East of Suez. The extra product is being absorbed mainly in China, India and South East Asia. Chinese PDH facilities have started to enter the market increasing the country's propane demand, while the demand in India and South East Asia is mainly tied up with the retail market.

### Separately Bookable Post-Summit Workshop LPG Pricing, Trading, Shipping & Risk Management

(12 Nov 14:00 - 17:30;

13 Nov 09:00 - 15:00)

*Led by*

*Fabien Markiewicz, Director*

*F M Energy Services*

*& Reidar A. Sundvor, Partner*

*Viamar AS*

#### 1. Introduction

- Why traders exist
- LPG Trading - major factors
- Future outlook for international trade
- Reasons why an organization might trade LPG

In shipping, the VLGC N/B orders continue to pile up creating an order book equivalent to 50% of the size of the current fleet, as shippers prepare to cope with a substantial further expansion of international trade. These developments raise several questions that will be discussed at CMT's 9<sup>th</sup> LPGtrade Summit:

- Is all the US terminal capacity needed?
- What will be the main challenges of propane and butane trade balances going forward?
- How will global retail and petrochemical seaborne demand develop towards 2020?
- Have we reached the point that the VLGC N/B are exceeding the amount needed?
- How will US Gulf prices compare with Asian and European market prices in the future?

More than 12 hours of networking opportunities at 9<sup>th</sup> LPGtrade Summit to renew business ties and forge new business relationship. Here's what you can expect at the summit this November:

- Global LPG & Ethane Supply/Demand & Trade Dynamics: Challenges & Expectations

#### 2. Trading Environment

- Environment
- Market players
- Main regional price setters & market pricing areas
- Factors affecting short term trade
- LPG Market arbitrage

#### 3. Contractual terms and conditions

- Company constraints - contract terms
- Contracts characteristics
- Checklist for contracts
- Market information

#### 4. Trading Techniques

- Basic players' goals
- Trading strategies
- Tools for trading
- Evolution of LPG trading

- Rise of the LPG Export from Iran
- US LPG Export Dynamics & Trade Flow
- Assessing the Demand & Imports Requirement in Japan & Korea
- Analyzing the Growing Presence of LPG in Various Petrochemical Processes in Asia - Ethylene Crackers & Propane Dehydrogenation (PDH)
- LPG Growth Updates in Africa
- Shipowner's Perspective on the VLGC Market & Freight Rates

Not to be missed - The 1<sup>st</sup> LPGtrade Awards and Gala Dinner on 12 Nov 2014, for ALL speakers and participants.

**PLUS Post Summit Workshop (12 - 13 Nov 2014) on Interactive Workshop on LPG Trade - Pricing, Trading, Shipping & Risk Management.**

Register NOW for the 3-full days' exciting event with [huiyan@cmtevents.com.sg](mailto:huiyan@cmtevents.com.sg). Contact us for attractive bundle and group discounts.

#### 5. LPG Shipping

- VLGC & LGC Fleet
- Types of charter
- Fixing a ship

#### 6. Introduction to Price Risk Management

- Understanding the unknown
- Risk management process
- LPG hedging tools
- Exercises

#### 7. Case study and debriefing

<b>Per Person Fee for Conference:</b>	<b>(USD)</b>
Regular Fee for 1	2695.00
Group Fee for 3 or more	1895.00
Workshop Fee for Non-Conference Attendee (per person)	1395.00
Workshop Fee for Conference Attendee (per person)	1095.00
<b>Pay Online By 10 Oct with Visa/MasterCard &amp; SAVE USD75 (per person)</b>	<b>-75.00</b>
<i>Not applicable with any other discount</i>	

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Tel: **(65) 6346 9124**

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Program details published herein are confirmed as at 28/08/2014. Please visit <http://www.cmtevents.com/main.aspx?ev=141127> for latest information on speakers & topics.