

2<sup>nd</sup> Annual

# **GASOLINE, NAPHTHA & LPG CONFERENCE**

Profiting by keeping it light

November 6-7, 2017 | Mainport Hotel | Rotterdam, Netherlands



Following its successful launch last year, **Platts** is delighted to reveal that the **2nd edition** of the **Gasoline, Naphtha and LPG Conference** returns to **Rotterdam** this **November**.

Designed for Europe's leading **refiners, traders, petrochemicals players, storage and logistics companies, and regulators and policy makers** today, Platts has sourced **25 expert speakers**.

They will gather to analyze the latest developments, challenges and trends at the light end of the barrel.

We hope that you can join them by clearing your busy schedules on November 6-7 to travel to Rotterdam, Netherlands to network, learn and obtain key insights.

## **Topics to be discussed include:**

### **Spotting the latest trends in the downstream market:**

Macroeconomic and global oil fundamentals, current state of play for European refining and evaluating the fortunes of the petrochemicals industry

### **Policy and market developments impacting the demand of gasoline, naphtha and LPG:**

Debating how CO2 cost is weighing on refining margins, are electric vehicles a realistic threat to gasoline demand, examining the mid-term effects of diesel-gate, and opportunities and challenges for bio LPG

### **Dissecting the latest developments, challenges and opportunities at the light end of the barrel:**

Latest supply and demand, pricing and inventory levels for gasoline, will we see oversupply for naphtha until 2020 but short after that, and pricing for propane and butane, LPG global flows and trade trends

### **Market & operational developments, challenges and innovations for light ends:**

Naphtha versus LPG: exploring competition for petchem feedstock long term, and market applications and utilizations for LPG – expanding future possibilities

### **Country and regional perspectives: Developments, challenges and new opportunities in light ends:**

Examining exports into Europe and Asia from the US, latest opportunities for overseas players in Latin America, LPG expansion in Africa, Eastern Europe and the CIS, and exploring the latest market movements for gasoline, naphtha and LPG in Asia

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**DAY 1: MONDAY, NOVEMBER 6<sup>TH</sup>, 2017**

**08.00 Registration and breakfast**

**08.50 Chairman's welcoming remarks**

Chris Hunt, Director General, UK Petroleum Industry Association

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**SPOTTING THE LATEST TRENDS IN THE DOWNSTREAM MARKET**

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**09.00 Macroeconomics: Understanding the global context for light ends production**

- Impact of Brexit on the European refining market – will the UK be disadvantaged and why?
- What impact will the US election have on the refining and petrochemicals markets

Christof Rühl, Global Head of Research, Abu Dhabi Investment Authority (ADIA)

**09.25 Keynote panel discussion: Oil fundamentals: Global and regional crude production, and changing supply and demand patterns affecting crude and oil product flows**

Antonio Merino, Chief Economist, Repsol  
Michael Loewen, Strategist, Scotiabank  
Yao Li, CEO, SIA Energy

**10.15 Current state of play for European refining: Exploring what is impacting the sector regionally and globally**

- Evolution of the light distillates market size in the short and long term along with growth rates – What are the challenges to market growth? What are the key market trends? Pinpointing new trade flows and opportunities
- How should Europe respond to increased supply overseas? What options do they have? Can they prosper in this environment? Where will the market be in five years?
- We have seen a wave of investments to facilitate lighter cracking - can we expect a second wave?

Tim Fitzgibbon, Senior Expert, McKinsey & Company

**10.40 Evaluating the fortunes of the petrochemicals industry, and impact on naphtha and LPG**

- Reasons behind strong aromatic and butadiene prices in early 2017 and outlook for 2017/2018
- Current state of capital projects (US, Middle East, India, China, Iranian expansion plans), new aromatics and global condensate splitter additions, their challenges and potential implications on naphtha demand
- Impact of US ethane cracker additions over 2017/18 on global petchem margins (mainly ethylene price), especially on naphtha-based crackers in Europe and Asia

Iain Stevenson, Editor, EMEA Oil, S&P Global Platts

**11.05 Refreshment Break**

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**DISSECTING THE LATEST DEVELOPMENTS, CHALLENGES AND OPPORTUNITIES AT THE LIGHT END OF THE BARREL**

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**11.45 Gasoline: Assessing the latest supply and demand, pricing and inventory levels regionally and globally**

- Key upcoming projects increasing gasoline output globally
- Assessing the relationship between gasoline and crude prices
- Exploring the latest state of play for gasoline futures and reasons why
- Examining the latest storage levels

Kristine Petrosyan, Oil Industry and Markets Division, International Energy Agency

**12.05 Naphtha: Examining the latest on supply and demand – will we see oversupply until 2020 but short after that?**

- Key factors impacting petrochemical naphtha demand in Europe and Asia
- Outlook for refining margins and impact on naphtha supply, and future use of naphtha and blending in different regions
- Assessing C4 products needed to ensure naphtha cracking is competitive
- What can producers do to keep naphtha margins healthy given petchem feedstock competition?

Suzanne Minter, Director Client Strategy – Energy Solutions, S&P Global Platts

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#Gasoline



**12.25 LPG: Latest on pricing for propane and butane, supply and demand growth, global flows and trade trends**

- Global overview and outlook of key LPG markets: Petrochemical feedstock, domestic distribution and export markets
- Monitoring trade flows, pricing and trends
- Growing imbalances and the need for infrastructure and trade optimization

**Thomas Luten**, Sales & Marketing Analyst, **Royal Vopak**

**12.45 Group Q&A**

*Presenters from the proceeding session will take questions from the Chair*

**13:00 Networking Lunch**

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**POLICY AND MARKET DEVELOPMENTS IMPACTING THE FORTUNES OF GASOLINE, NAPHTHA AND LPG**

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**14.15 Examining the mid-term effects of diesel-gate, the European Air Quality debate and the latest impacts on gasoline demand**

- The diesel dilemma – its effects and counter measures
- Impacts on air quality on public opinion on fossil fuels
- What stance should the industry take and why?

**Chris Hunt**, Director General, **UK Petroleum Industry Association**

**14.40 Light ends in the transportation sector: recent developments and outlook**

- Road transportation trends for LPG and gasoline
- Impact of regulation on demand for light ends as transportation fuels
- Bunker fuel outlook post-2020 and impact on prices for light ends from adjusted refinery operations

**Andrada Irimie**, Crude Oil and Refined Products Market Analyst, **JBC Energy**

**15.05 Electric vehicles – how much of a threat do they realistically pose to gasoline demand?**

- What will be the demand levels for gasoline with the rise of this new technology – what projections of electric car and hybrid rollout is there?
- What developments of battery technology are we seeing?
- Examining the role of government incentives in the switch to electric
- Is LPG seen as a transition product before full integration of EV?
- Is improving fuel efficiency of conventional cars a bigger threat than electric vehicles?

Senior representative from **Fuels Europe**

**15.30 Opportunities and challenges for bio LPG – examining sustainability certification challenges**

**Dr Norbert Schmitz**, General Director, **ISCC**

**15.55 Refreshment Break**

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**COUNTRY AND REGIONAL PERSPECTIVES: DEVELOPMENTS, CHALLENGES AND NEW OPPORTUNITIES IN LIGHT ENDS – PART ONE**

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**16.25 Panel discussion: US naphtha, LPG and gasoline: Opportunities and challenges for exports into Europe and Asia**

- Examining LPG exports, particularly in the context of potentially increased shipments into Europe from the Northeast US
- What US refinery utilization rates will we see in future, will crude exports impact naphtha balances and what is the outlook for naphtha reforming margins?
- What quality and specifications of naphtha is coming out of US splitters? Will operators continue to invest in them to meet naphtha demand? What markets are they selling to?

**Andrew Neal**, Senior NGL Analyst, Platts Analytics, **S&P Global Platts**

**Tom Ramsey**, Chief Executive Officer, **Centurion Midstream Group**

**Andrada Irimie**, Crude Oil and Refined Products Market Analyst, **JBC Energy**

**Moderated by:**

**Chris Hunt**, Director General, **UK Petroleum Industry Association**

- 17.05 Panel discussion:**  
**Mexico & Latin America: Developments and opportunities for overseas players**
- Examining Mexican energy reform liberalisation and open market prospects for refined products – will it benefit customers?
  - Assessing national oil company fortunes in Latin America and implications for overseas players
  - Are fiscal and economic constraints continuing to dampen the region's capability to add new capacity?
  - Could refinery issues in the region boost demand for US gasoline?

**Dr Thomas Wales**, Political Adviser for Asia and the Americas, **BP**

**José de Sá**, Head of Oil & Gas, South America, **Bain & Company**

**Suzanne Minter**, Director Client Strategy – Energy Solutions, **S&P Global Platts**

**Moderated by:**

**Chris Hunt**, Director General, **UK Petroleum Industry Association**

- 17.45 Chairman's concluding remarks and close of day one**

**Chris Hunt**, Director General, **UK Petroleum Industry Association**

- 17.50 Networking reception – sponsorship available**  
Join us immediately after the conference for drinks in the exhibition area.

- 19.00 Networking dinner – sponsorship available**

Join us on the evening of Day One for an exclusive networking dinner. Places are limited, so register early to secure your place at the table and avoid missing out on this opportunity to nurture or forge those relationships you will need for the year ahead.

**DAY 2: TUESDAY, NOVEMBER 7<sup>TH</sup>, 2017**

- 08.00 Registration and breakfast**

- 08.50 Chairman's welcoming remarks**

**Chris Hunt**, Director General, **UK Petroleum Industry Association**

**MARKET AND OPERATIONAL DEVELOPMENTS, CHALLENGES AND INNOVATIONS FOR LIGHT ENDS**

- 09.00 Panel discussion:**  
**Naphtha versus LPG: Exploring competition for petchem feedstock long term**

- US ethane/LPG supply outlook and case for European/Asian petchem firms to switch feedstock slate away from naphtha
- Will new propane supply shift the focus even more?
- How will naphtha and LPG compete with condensate?
- To what extent does the cost of transporting propane to inland markets destroys some of its value relative to naphtha?
- Which markets will be coming out on top for feedstock supply in future?

**Mathew C George**, General Manager (Petrochemical Sales), **Indian Oil Corporation**  
**Hetai Mistry**, Managing Analyst, Petrochemical Analytics, **S&P Global Platts**  
**Thomas Lutten**, Sales & Marketing Analyst, **Royal Vopak**

**Moderated by:**

**Chris Hunt**, Director General, **UK Petroleum Industry Association**

- 09.45 Panel discussion:**  
**Market applications and utilisations for LPG: Expanding future possibilities**

- To what extent can LPG be an alternative energy source and fuel?
- Latest on automotive market take up – passenger cars, heavy duty vehicles & public transport
- Examining LPG as an alternative heating option
- Assessing the possibility of propane displacing diesel as a power generation fuel?
- Investigating LPG use as a marine fuel
- Strategies to increase public awareness of LPG capability and as a green solution

**Rewati Jain**, Head - Commodities, Group Treasury, **Essar Services India Private Limited**  
**Thomas Luten**, Sales & Marketing Analyst, **Royal Vopak**  
**Andrada Irimie**, Crude Oil and Refined ProductsMarket Analyst, **JBC Energy**

**Moderated by:**  
**Chris Hunt**, Director General, **UK Petroleum Industry Association**

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## ASSESSING THE SHIPPING INDUSTRY AND IMPLICATIONS ON LIGHT ENDS TRADING

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### 10:30 Tanker market fundamentals

- Freight and tanker time charter market developments
- Changes in tanker trade patterns and employment
- Changes in the crude and products tanker fleet

**Foteini Kanellopoulou**, Divisional Director - Deep Sea Tankers, **Clarksons Platou**

### 10:55 Refreshment Break

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## COUNTRY AND REGIONAL PERSPECTIVES: DEVELOPMENTS, CHALLENGES AND NEW OPPORTUNITIES IN LIGHT ENDS – PART TWO

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### 11.25 **Panel discussion:** **Asia: Exploring increased gasoline demand – are the rumours of naphtha shortages true due to this growing demand – is this impacting LPG petchem feed?**

- Exploring trade between Europe and India and the Far East
- New tax on Chinese imports of mixed aromatics and potential impact on blending component markets and gasoline exports. Who are winners and losers if the tax is introduced?
- How much splitter and processing capacity is available in China, Japan and Korea?
- What is the future of US naphtha and LPG exports to Japan and Korea?
- Influence of the widened Panama Canal on flows to the US and Asia

**Rewati Jain**, Head - Commodities, Group Treasury, **Essar Services India Private Limited**  
**Dr Thomas Wales**, Political Adviser for Asia and the Americas, **BP**  
**Chandra Dev Singh**, Head of Derivatives - Risk Management, International Trade, **Bharat Petroleum Corporation Limited (BPCL)**

**Moderated by:**  
**Chris Hunt**, Director General, **UK Petroleum Industry Association**

### 12.10 **African LPG: Can expansion take place? - Latest challenges, opportunities and developments**

- Strategies to implement sustainable pricing mechanisms
- How can cylinder theft and forgery be prevented?
- What local investment are we seeing?
- Strategies to improve local education, and development of infrastructure and storage
- Growing LPG via cross boarder collaboration, integrated supply chains and market liberalisation

**Chioma Nwulu**, Enterprise Risk Management, **Aiteo Group**

### 12.35 **Middle East: Examining new condensate splitters in Iran and other countries, and impact on naphtha/gasoline/condensate markets**

**Khaled Mubarak Al-Mushaileh**, Vice President Europe, **Kuwait Petroleum International**

### 13.00 **Chairman's concluding remarks and close of conference**

**Chris Hunt**, Director General, **UK Petroleum Industry Association**