

Argus China and Global Oil Conference 2017

Seeking Reliable Partners in a Volatile Market

30-31 March 2017 | Regent Hotel Beijing, China

150+
Senior Level
Participants

50+
International
Crude Suppliers

20+
Chinese Independent
Refiners

A complimentary Mini-training is available on Day 2: Petroleum industry dynamics, geopolitics and oil price movements

Conference Overview

The global oil supply glut continues to take its toll on producers. But one of the most positive notes to emerge in 2016 has been the spike in China's crude imports. Further demand growth from independent refiners could help support purchases in 2017.

Meanwhile, China's domestic crude production fell by more than 280,000 b/d in 2016 and may shrink by the same degree this year — potentially boosting imports further. China is expected to import more crude from the Americas, with Unipet already showing strong interest in US-origin crudes.

Argus China and Global Oil Conference 2017 will be back in Beijing on 30-31 March 2017.

Key Highlights

- China's market liberalization may raise the number of crude importers to more than 30 firms. How will import dynamics evolve?
- As part of its diversification strategy, China is increasingly looking to the Americas for its future crude imports. What will be the impact on trade flows?
- Opec continues to attempt to rebalance the market. Will this provide a silver bullet for the oil supply glut?
- China's pipelines, ports and storage tanks are quickly expanding, while investment in global infrastructure expansions is rising in anticipation of increasing oil flows. What opportunities are available?
- US crude export deregulation, combined with Donald Trump's pro-drilling stance, may pave the way for more shipments of US oil to China. Unipet has already shown strong interest in US-origin crude. What about other buyers in China?

Featured Speakers

- **Chen Bo**, President, **Unipet**
- **Zhang Liu Cheng**, Director & VP, **Shandong Dongming Petrochemical Group**
- **Nicolas Dupuis**, Senior Director, Energy Products, Asia Pacific, **CME Group**
- **Abudi Zein**, CEO, **ClipperData**
- **Edward Koshka**, Vice President Business Development, **Meg Energy**
- **M. Hameed Siddiqui**, President, **Prescience Energy Consulting, Inc** Former Division Head Marketing Services, Crude Oil Sales & Marketing, **Saudi Aramco**
- Senior Representative, **Bharat Petroleum**
- **Chai Qin Hu**, Chief Analyst (Oil and Petrochemical), **China Merchants Securities**
- **Jeff Kralowetz**, Vice President, Business Development, **Argus**
- **Tom Reed**, Editor- Argus China Petroleum, **Argus**
- **Alejandro Barbajosa**, VP, Crude & LPG – Middle East & Asia-Pacific, **Argus**
- **Nick Mai**, Senior Analyst, Argus China Petroleum, **Argus**

Gold Sponsor



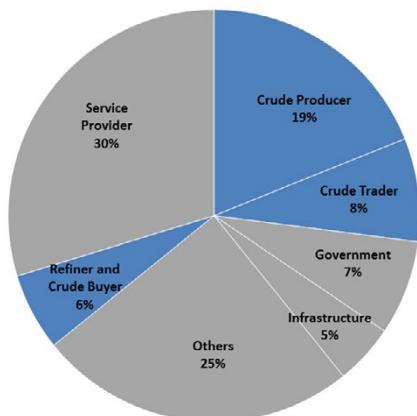
Associate Sponsor



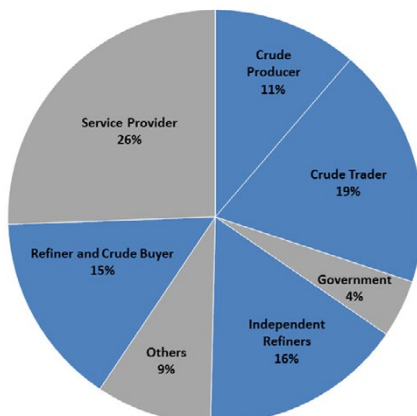
Officially supported by



中国(独立炼厂)石油采购联盟
China Petroleum Procurement
Federation of Independent Refineries



2015



2016

Speakers Biography



Chen Bo, President, Unipec

Chen Bo serves as the president of China International United Petroleum & Chemicals Co., Ltd. (Unipec). Since joining Unipec in 1993, he has successively held various positions including business manager of the crude oil department, business manager and deputy manager of Unipec Asia, deputy manager and manager of the crude oil department and assistant to the general manager and deputy general manager of Unipec.



Zhang Liu Cheng, Director & VP, Shandong Dongming Petrochemical Group

Zhang Liu Cheng was born in 1972. He holds a master's degree in management and several advanced titles including senior accountant, certified evaluator and international financial manager. He is currently the director & VP of Shandong Dongming Petrochemical Group.

Nicolas Dupuis, Senior Director, Energy Products, Asia Pacific, CME Group

Nicolas Dupuis serves as senior director, energy products, Asia-Pacific for CME, with responsibility for leading the firm's energy business throughout the region. He also works closely with CME partner Dubai Mercantile Exchange to cross-promote products and services.



Abudi Zein, CEO, ClipperData

Abudi is the CEO and co-founder of ClipperData. He specializes in energy market pricing, information product development and fundamental analysis. He most recently led efforts at Genscape to create new information products based on the company's proprietary energy data.



Edward Koshka, Vice President Business Development, Meg Energy

Ed Koshka has over 30 years of industry-related experience and is currently vice-president business development, crude marketing with Meg Energy. He previously worked for US Oil Sands as vice-president business development in deploying a new oil sands technology.



M. Hameed Siddiqui, President, Prescience Energy Consulting, Inc
Former **Division Head Marketing Services, Crude Oil Sales & Marketing, Saudi Aramco**

M Hameed Siddiqui is currently president of Prescience Energy Consulting. He has 35 years of experience in the energy industry, from doing research at the US Department of Energy at Stanford University to becoming the head of the marketing services division of crude oil sales and marketing at Saudi Aramco.



Chai Qin Hu, Chief Analyst (Oil and Petrochemical), China Merchants Securities

Chai Qinhu has extensive experience in the oil and petrochemical sector and is currently chief analyst for oil and petrochemicals at China Merchants Securities



Alejandro Barbajosa, VP, Crude & LPG – Middle East & Asia-Pacific, Argus

Alejandro Barbajosa joined Argus' London headquarters in April 2007, where he specialised in Opec, IEA and Atlantic basin crude markets. He took on his current responsibilities in business development in Singapore in 2011, with a focus on Asian crude. Alejandro completed a master's degree in politics of the world economy at the London School of Economics, before returning to his native Mexico to join PMI, the international trading unit of state oil company Pemex



Nick Mai, Senior Analyst, Argus China Petroleum, Argus

Nick Mai joined Argus in January 2011 and has been working as a senior analyst based in Beijing, mainly writing analysis of China's oil and gas markets. Before joining Argus, he worked at Platts leading a team of five analysts doing price reporting and analysis of China's fuel oil and product markets. Nick holds a bachelor's degree in international marketing from the Guangdong University of Foreign Studies.



Tom Reed, Editor- Argus China Petroleum, Argus

Tom Reed oversees China analysis for Argus and is the editor of Argus China Petroleum. He joined Argus in 2003, and has helped develop analytical coverage of a range of regions from the FSU and northwest Europe to Asia-Pacific, and markets from oil to generation fuels.



Testimonials

Conference was well attended with full house, the panel discussions were very good. Networking sessions were really helpful to do methodical networking. It was overwhelming for me to get response from peer and seniors”.

Mukul Bapat – Reliance (Global/ Singapore)

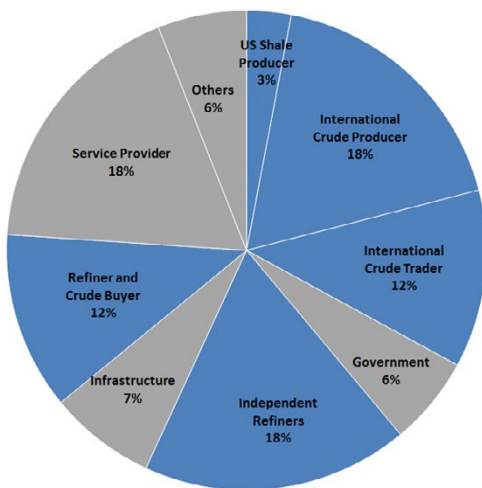
The event was a very welcome change in terms of participation from so many organizations, the content of the presentations and it was very well organized”.

Peter Zhiltson – Trade Mission of Russian Federation in China

It was a great event that brought key players from different countries and debated many relevant issues. I look forward to the next conference.

UNIPEC

Expected Audience



Our event in 2017 will feature a wider audience including US shale oil producers, more independent refiners and key global crude suppliers from Russia, the Middle East, Africa and South America. The following independent refiners are expected to participate.

- Shandong Dongming (山东东明石化集团有限公司)
- Lihuayi Group (利华益集团股份有限公司)
- Shandong Chambroad (山东京博石油化工有限公司)
- Shandong Binhua Binyang (山东滨化滨阳燃化有限公司)
- Shandong Refinery and Petrochemical Company (山东省石油化工有限公司)
- Shandong Hengyuan Refinery and Petrochemical (山东恒源石油化工有限公司)
- Shandong Zhonghai Huagong (山东中海化工集团有限公司)
- Qingdao Anbang Refinery and Petrochemical (青岛安邦炼化有限公司)
- Shouguang Lianmeng Refinery and Petrochemical (寿光市联盟石油化工有限公司)
- Fuhai Group (富海集团有限公司)
- Dongying Hualian Refinery and Petrochemical (东营华联石油化工有限公司)
- Qingdao Tianan Heavy Bitumen (青岛天安重交沥青有限公司)
- Shandong Shida Technology Group (山东石大科技集团有限公司)
- Shandong Shida Technology Group (山东石大科技集团有限公司)
- Shandong Tianhong Chemical (山东天弘化学有限公司)
- Shandong Dongfang Hualong Group (山东东方华龙工贸集团有限公司)
- Dongying Qirun Chemical (东营齐润化工有限公司)
- Dongying Qifa Chemical (东营市齐发化工有限公司)
- Shandong Qingyuan Group (山东清源集团有限公司)
- Shandong Jincheng Petrochemical (山东金城石化集团有限公司)
- Shandong Wonfull (Hui Feng) (山东汇丰石化集团有限公司)
- Dongying Yatong Petrochemical (东营市亚通石化有限公司)
- Shandong Shouguang Luqing Petrochemical (山东寿光鲁清石化有限公司)
- Shandong Haiyou Petrochemical (山东海右石化集团有限公司)
- Wudixinyueranhua (无棣鑫岳炼化有限公司)
- Shandong Shenchi Petrochemical (山东神驰化工集团有限公司)
- Rizhao Lanqiao Port Petrochemical (日照岚桥港口石化有限公司)
- Jiangsu Xinhai Petrochemical (江苏新海石化有限公司)
- Henan Fengli Petrochemical (河南丰利石化有限公司)

Sponsorship Opportunities

Find out how you can benefit from early booking privileges and discounts by contacting our sponsorship sales manager for a personalized sponsorship proposal.

Contact **William Fork** (Sponsorship Sales Manager) directly at:

Tel : **+65 6496 9951**

Mobile: **+65 8614 2589**

Email : **william.fork@argusmedia.com**

or register with us by filling the registration form and email them to our Conference Salesperson

For program enquiry, please contact

Joey Chen

✉ **joey.chen@argusmedia.com**

☎ **+65 6496 9926**

Samson Yeo

✉ **Samson.yeo@argusmedia.com**

☎ **+65 6496 9977**

William Fork

Sponsorship Sales Manager

✉ **william.fork@argusmedia.com**

☎ **+65 6496 9951**

Argus China and Global Oil Conference 2017

Day One | 30 March (Thursday)

08:30-09:30

Registration and refreshments

09:30-09:35

Welcome address by Argus

Session 1: US-Origin crudes and China's diversification strategy

09:35-09:50

China looks to the Americas: new trends in China's crude oil imports

Chen Bo, President, **Unipeç**

09:50-10:05

Outlook for US shale exports to Asia

Jeff Kralowetz, Vice President, Business Development, **Argus**

10:05-10:15: Panel Discussion: US shale suppliers

10:15-10:45

The dynamics of the US shale oil business – technical achievements, economic challenges and future trends
M. Hameed Siddiqui, President, **Prescience Energy Consulting, Inc.**, Former Division Head Marketing Services, Crude Oil Sales & Marketing, **Saudi Aramco**

10:45-11:10

Potential growth of US crude futures trading following the expected surge in crude exports
Nicolas Dupuis, Senior Director, Energy Products, Asia Pacific, **CME Group**

11:10-11:25

Changing dynamics of global crude trade flows

Abudi Zein, CEO, **ClipperData**

11:25-11:30: Q&A

11:30-11:40: Networking refreshments

Session 2: Russia in the spotlight: prospects for crude market development

11:40-12:00

Key developments in Russia's crude derivatives market

12:00-12:20

Key trends in Russia's crude output, pipeline and port developments

12:20-12:30: Q&A

12:30-14:00: Lunch

Session 3: China's crude demand outlook

14:00-14:30

Outlook for demand growth from Shandong independent refiners and how the sector is adapting to changing regulations
Zhang Liu Cheng, Director & VP, **Shandong Dongming Petrochemical Group**

14:30-15:00

Latest developments in China's independent refining sector
Nick Mai, Senior Analyst, Argus China Petroleum, **Argus**

15:00-15:10: Q&A

15:10-15:40

A top-down analysis of China's future oil consumption trends and an LCA analysis of gasoline and diesel
Chai Qin Hu, Chief Analyst (Oil and Petrochemical), **China Merchants Securities**

15:40-16:00: Afternoon refreshments

Session 4: Competitive landscape in the Asian refining sector

16:00-16:30

Outlook for India's crude imports and demand forecast
Senior Representative, **Bharat Petroleum**

16:30-17:00

Dynamics of South Korea's refining business

17:00-17:10: Q&A followed by Chairman's closing remarks

17:10-20:00

Conference cocktail reception

Day Two | 31 March (Friday)

09:00-09:30

Refreshments and coffee

09:30-09:35

Opening address

Session 5: The evolving role of Opec and key developments in member countries

09:35-09:50

Crude supplies from west Africa

09:50-10:05

Crude supplies from the Mideast Gulf

Session 6- Oil sands from Canada

10:05-10:20

Outlook for Canadian oil sand exports: economics, infrastructure development and markets
Edward Koshka, Vice President Business Development, **Meg Energy**

10:20-10:25: Q&A

Session 7: The energy infrastructure sector

10:25-10:45

Rising investments in ports, pipeline and storage tanks

10:45-10:50: Q&A

10:50-11:05: Networking refreshments

Session 7 – Mini-seminar

11:05-12:55

Petroleum industry dynamics, geopolitics and oil price movements
M. Hameed Siddiqui, President, **Prescience Energy Consulting** Former Division Head Marketing Services, Crude Oil Sales & Marketing, **Saudi Aramco**

12:55-13:00

Closing Address by Argus

13:00-14:00: Lunch

Event registration: Argus China and Global Oil Conference 2017

EMAIL:
asiakonferences@argusmedia.com

FAX:
Complete this form and fax to
+65 6533 4181

MAIL:
Complete this form and post to the address below

DATES & VENUE

30-31 March 2017 | Regent Hotel Beijing, China

STANDARD RATE **US\$ 1,800**

Group discount are available.

Please contact **Samson Yeo (Samson.yeo@argusmedia.com / +65 6496 9977)** for more details.

*Full conference fee includes two-day conference pass to participate in all sessions, networking luncheon and refreshment breaks, one invitation to the cocktail reception and one set of conference documentation.

*Travel, accommodation and visa costs are not included in the conference fee.

*Registration fees are subject to the prevailing government tax.

PAYMENT METHOD

- Invoice my company (Fill the form on the right and return it to us)
- Cheque enclosed (Fill the form on the right and enclose the cheque made payable to "Argus Media Singapore Group Pte Ltd").
- Online credit card payment

PLEASE SEND ME INFORMATION ON

- Sponsorship Packages
- Exhibition Stands
- Meeting Rooms/Suites

CONTACT US

Argus Media Singapore Group Pte Ltd

50 Raffles Place, #10-01 Singapore Land Tower, Singapore 048623

Attn: **Samson Yeo**

Tel: **+65 6496 9977**

asiakonferences@argusmedia.com

REGISTRATION FORM

Please write in BLOCK letters

COMPANY DETAILS:

Company Name: _____

Address: _____

City: _____

Postal Code: _____

Country: _____

DELEGATE 1 DETAILS

Name: Dr/Mr/Ms: _____

Job Title: _____

Telephone: _____

Email: _____

DELEGATE 2 DETAILS

Name: Dr/Mr/Ms: _____

Job Title: _____

Telephone: _____

Email: _____

Special dietary/disability requirements (if any):

Total no. of Delegates: _____

Signature: _____

Date: _____

TERMS AND CONDITIONS

In these Terms and Conditions the expressions:

"we", "us" and "our" refer to Argus Media Limited a company incorporated in England with registered company number 01642534 and whose registered office is at Argus House, 175 St John Street, London, EC1V 4LW; and "you" and "your" refer to you.

Subject to availability, we accept bookings for events through the online, electronic or postal submission of a registration form. Upon our communication to you (including by email) of our acceptance of your booking, there shall be a legally binding contract between you and us incorporating these Terms and Conditions.

Payment

1. If payment is not received in full at the time of booking, your booking will be provisional until payment is received in full in accordance with paragraph 2 below. You acknowledge that we cannot guarantee bookings made on a provisional basis.

2. Payment must be made by the earlier date of the following: (i) within 30 days of the date of this invoice; (ii) by no later than 7 days before the event.

3. Fees are a fixed price and unless otherwise stated reductions and discounts cannot be offered should you not wish to attend the entire event.

4. In order to qualify for any "early bird" discounts, booking and payment in full must be received prior to the date specified above and on the invoice.

Cancellations and Substitutions

1. If you are unable to attend the event, you may send a substitute provided that you inform us in writing to asiakonferences@argusmedia.com at least 48 hours before the commencement of the event.

2. Cancellations made in writing to asiakonferences@argusmedia.com at least 1 calendar month prior to the event will be refunded in full, less a 15% administration charge. No refunds will be given for cancellations received thereafter.

3. Failure to attend all or part of an event for any reason whatsoever will be treated as a late cancellation and no refunds will be given.

4. If the event is cancelled for any reason within our control, then the registration fee will be fully refunded. We shall not be liable for any other loss, damage, costs (including without limitation travel, visa or accommodation costs), expenses or other liabilities incurred by you in connection with such cancellation. Refunds may take up to 25 business days.

Events

1. Our agendas are correct at the time of issue; however, it may be necessary to make some amendments to the content, speakers, location, and/or timing of the event.

2. Please advise us of any special requirements (such as access or dietary requirements) at the time of booking.

3. We reserve the right to refuse admission to an event for any reason.

4. Views expressed by speakers at the event may not be the views of Argus. All event materials are provided to you on an "as is" basis and we make no warranty as to the completeness or accuracy of such materials.

5. You agree that, unless otherwise expressly stated, we own all intellectual property rights in all event materials and delegate lists.

6. You may not film, photograph or otherwise record all or any part of the event without our prior written consent.

7. You must comply with all applicable laws and any health and safety requirements (including no smoking signs) in respect of the event.

Privacy and Marketing

1. Any personal data you disclose to us will be processed in accordance with the Data Protection Act 1998 and our privacy policy.

2. Your personal data may be used by us and carefully selected third parties to inform you about other products and services that may be of interest to you via telephone, post and/or email. If you do not wish to receive such marketing information, please contact us.

3. You agree that we may use your company name in marketing promotions in connection with this event.

4. We may record (by audio and/or visual means) all or part of the event. You agree that we may use and distribute such recordings for the purposes of training, publicity and documentation.

General

1. It is your responsibility to arrange appropriate insurance cover for your attendance at the event.

2. You are fully responsible and liable for any loss or damage caused by you to property or individuals at an event.

3. Except in respect of death or personal injury caused by our negligence or for fraud, our total aggregate liability in connection with the event shall be limited to the fee paid by you.

4. You are responsible for safeguarding your own property at the event. We accept no liability in respect of any damage to, or theft or loss of, your property.

5. These Terms and Conditions together with the registration form set out the entire agreement between you and us.

6. If any provision of these Terms and Conditions (in whole or in part) is found by any competent authority to be unenforceable or illegal, the remainder of provisions shall remain in force.

7. These Terms and Conditions shall be governed by the laws of England and you agree to submit to the exclusive jurisdiction of the English courts.