

China-Russia Oil & Gas 2016

Meeting China's Surging Demand and Investing in Russia's Upstream Sector

Training: **30 March** (Separately Bookable)
 Conference: **31 March – 1 April**
Regent Hotel Beijing, China



Full day training on oil trading and risk management (30 March 2016) is available for registration **NOW**.

Sign up for conference to get a special discount for the training

Conference Highlights

China's fast-paced liberalization of crude import licences in 2015 has been one of the few positive notes for global crude oil producers, including Russia.

China raised its non-state crude import quota to 1.752mn b/d for 2016, more than TRIPLE the 2014 import quota, pointing to a rapidly growing Chinese market sector. Chinese teakettle refineries are likely to be a significant driver of crude demand in 2016.

Endorsed by the **Shandong Refinery and Petrochemical Association**, this conference will be the first of its kind to bring together international crude oil producers with key decision-makers at Chinese teakettle refineries who are looking to evaluate various procurement options as well as long-term partners.

Why you should attend

- Access China's enormous crude market in 2016 after Beijing raised its non-state crude import quota by 1mn b/d
- Build reliable partnerships with China's teakettle refinery representatives
- Network with key decision-makers from major oil and gas buyers and traders in Asia
- Connect with oil and gas producers from around the world, including Russia and Eastern Europe, the Middle East, the Baltic region, South America, Africa, Australia and Southeast Asia
- Discover the best investment opportunities in Russia's oil and gas infrastructure sector
- Brand and exhibit your products and services in front of your target audience

Key Speakers

- **Zhang Liu Cheng**, Director & VP, **Shandong Dongming Petrochemical Group**
- **Yang Wei Jun**, Director of Refining and Chemical Engineering Division, **PetroChina Planning and Engineering Institute**
- **Liu He Qun**, Independent Natural Gas Industry and Market Expert, formerly Deputy Chief Engineer at China Russia Co-operation Project Department, **CNPC**
- **Zhong Fu Liang**, Vice President, **UNIPEC**
- **Yang Lei**, Vice-Director of the Oil and Gas Department, **National Development and Reform Commission (NDRC)** – to be confirmed
- Senior Representative, **Oman Trading International**
- **Yu Teraoka**, Deputy Director, **Oil and Gas Division, Ministry of Economy, Trade and Industry, Japan**
- **Chang Jihak**, Senior Executive Vice President and Head of Global Business Division, **Hyundai Oil Bank**
- **Sergey Andronov**, Vice President, **Transneft**
- Senior Representative, **Trade Mission of Russian Federation**
- **Anne-Sophie Corbeau**, Research Fellow, **KAPSARC**
- **Pavel Ananienko**, Branch Manager, **VTB Bank**
- **Sergey Tsyplakov**, Senior Representative, **Sberbank**
- **Yang Yiping**, Products and Market Department, **The Shanghai International Energy Exchange Corporation (INE)**

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山东炼化

山东省炼油化工协会 (Shandong Refinery and Petrochemical Association)

Established in 1995, the association comprises 33 key teakettle refineries and petrochemical plants. Key members include: Heze Dongming (山东东明), Sinochem Hong Run (山东中化弘润) Shandong Yatong (山东亚通) Shandong Kenli (山东垦利石化集团) ZhengHe (正和集团) Shandong Huaxing (山东华星石化化工团), Shandong Changyi (山东昌邑石化), Qingdao Anbang (青岛安邦炼化), Tianjin Bluestar (蓝星(天津)化工, Jinan Chang Cheng (济南长城炼油厂), Shandong Wonfull (Huifeng) (山东汇丰石化), Shandong Tianhong Chemical (山东天弘), Shandong Chambroad (山东京博石油化工), Dongying Qirun Chemical (东营齐润化工有限公司)

Full Day Training | 30 March | Wednesday

International Crude Oil & Refined Products Trading, Risk Management and Market Outlook

09:00 - 09:30	Registration and Refreshments
09:30 - 12:00	Argus Insights into key global crude and refined products markets International crude & refined products trade Trading techniques: Contango and backwardation, spread trading and storage
12:00 - 14:00	Lunch
14:00 - 17:00	Arbitrage Logistics and storage in the international oil and products trade An introduction to the basic analytical framework for the crude import and products export business

Please turn to page 5 for more information about price and registration

Conference Day One | 31st March | Thursday

08:30 - 09:00

Registration and Refreshments

09:00 - 09:05

Opening Address by Argus

Session 1: China-Russia Bilateral Oil and Gas Trade and Co-operation

09:05 - 09:10

Chairman's Remarks

09:10 - 09:20

Opening Address by Russian Representative

09:20 - 09:35

Industry Address by Chinese Representative

09:35 - 09:50

Keynote Speech by Chinese Government Representative

09:50 - 10:05

The Prospect of Sino-Russian Bilateral Co-operation and
Trading in the Low Oil Price Environment

10:05 - 10:25

Panel Discussion: How does China's "One Belt, One Road"
Strategy Create Mutually Beneficial Opportunities?

10:25 - 11:00: Networking Refreshments

Session 2: Crude Oil and Products Trades: Adapting to the New Dynamics

11:00 - 11:05

Chairman's Remarks

11:05 - 11:25

Demand Outlook and Shifting Trends from Chinese
Refineries and Petrochemical Plants

Yang Wei Jun, Director of Refining and Chemical
Engineering Division, PetroChina Planning and
Engineering Institute

11:25 - 11:40

Evolving Appetite at Asian Refineries and ESPO Blend
Crude as replacement for Middle East and light sweet
crudes

Chang Jihak, Senior Executive Vice President and Head of
Global Business Division, Hyundai Oil Bank

11:40 - 11:55

What are Teakettle Refineries' Import Preferences after
China's Conditional Crude Import Liberalization?

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

11:55 - 12:10

Latest Update on China's Teakettle Refinery Sector: Quota
Status, Buying Needs and Outlook

Nick Mai, Senior Analyst, Argus China Petroleum, Argus

12:10 - 12:20

Forecasts for Russian Crude Production, Exports and
Domestic Supplies

China-Russia Oil & Gas 2016

12:20 - 12:35

Latest Update on ESPO Pipeline and Terminal Development and Outlook for the Quality of Crude in the ESPO Pipeline

12:35 - 12:45 : Q&A

12:45 - 14:00: Lunch

Session 3: Natural Gas and LNG Markets and Infrastructure

14:00 - 14:05

Chairman's Remarks

14:05 - 14:35

China's Natural Gas Policy Reform and Changing Consumption Pattern: Spot Market vs Term Contract, and Domestic Gas, Pipeline Gas vs LNG imports?

Liu He Qun, Independent Natural Gas Industry and Market Expert, formerly Deputy Chief Engineer at China Russia Co-operation Project Department, **CNPC**

14:35 - 15:10

LPG Technology, Fuel Oil and Markets in Asia

15:10 - 15:40

Japanese Market Dynamics, Outlook for Crude Oil and LNG Imports and the Impacts of Changing Regulations
Yu Teraoka, Deputy Director, Oil and Gas Division, Ministry of Economy, Trade and Industry, **Japan**

15:40 - 15:50: Q&A

15:50 - 16:20 : Networking Refreshments

16:20 - 17:00

The Economics of Supplying Russian LNG to China vs Europe, and against China-Russia Pipeline Gas?

17:00 - 17:30

Will the Gradual Build-up of Global LNG Supply and Prolonged Low Oil Prices Drive LNG Consumption in Asia?
Anne-Sophie Corbeau, Research Fellow, **KAPSARC**

17:30 - 17:40: Q&A

17:40 - 17:50

Chairman's Closing Remarks

18:00 - 20:00: Conference Cocktail Reception

(Open to all conference attendees)

Conference Day Two | 1st April | Friday

08:50 - 09:15

Refreshments and Coffee

09:15 - 09:20

Address by Argus

Session 4: Investment and Project Development in Russia

09:20 - 09:25

Chairman's Remarks

09:25 - 09:50

Investment and Project Development in Russia

09:50 - 10:20

Regulatory Framework for Foreign Investment in the Russian Oil and Gas Sector

10:20 - 10:30 : Q&A

10:30 - 11:00: Networking Refreshments

Session 5: Emerging Products Trading Opportunities and China's Evolving Trading Hub Development

11:00 - 11:05

Chairman's Remarks

11:05 - 11:35

The Launch of the Crude Oil Futures Contract in Shanghai and China's Evolving Crude Oil Derivative Markets
Yang Yiping, Products and Market Department, **The Shanghai International Energy Exchange Corporation (INE)**

11:35 - 12:05: Q&A

12:05 - 12:10

Closing Address by Argus

12:10 - 14:00: Lunch followed by end of conference

Media partner:



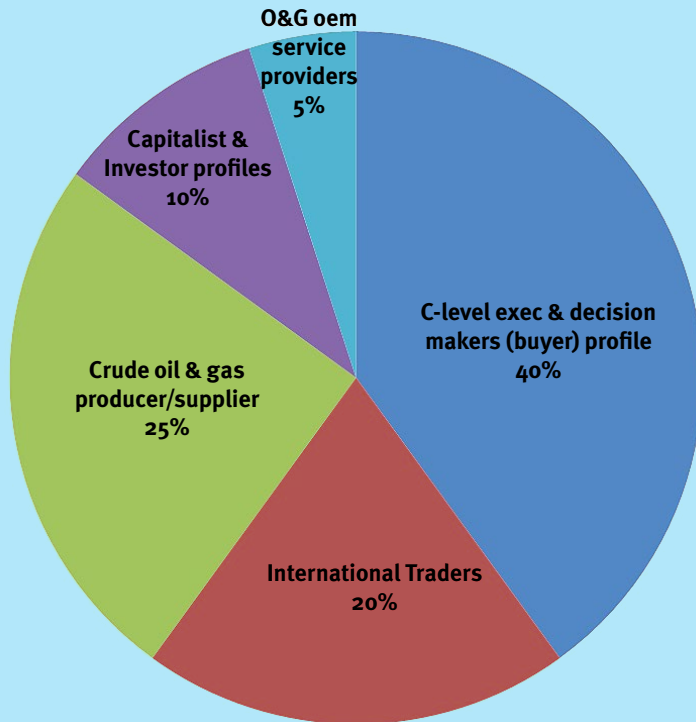
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Sponsorship/Exhibition Openings

For China-Russia Oil & Gas Summit 2016 in Beijing, you can expect:

- Over **200** total attendees
- **6** session & more direct networking opportunities in 2 days
- More than **5** news on future project showcases
- **1** strategic marketing platform by sponsoring companies



Participants at the 2015 conference came from more than 18 countries including:

China, Russia, South Korea, Singapore, Thailand, UAE, Germany, UK, France, Netherlands, Mongolia, Kazakhstan, Albania, Cyprus, Nigeria, South Africa, Azerbaijan and Austria

China: National Development & Reform Commission (NDRC), China National Petroleum Corporation, China Oil, China Overseas Investment, CNOOC, PetroChina, Sinochem, Sinopec EDRI, Shanghai International Energy Exchange, Unipet, Xinhua (Daqing) Commodity Exchange, China State Shipbuilding Corporation (CSSC) and more

International: Aramco Far East, BP Group, Hyundai Oilbank, Gunvor LLC, International Energy Agency, Japan Oil & Metals National Corporation (JOGMEC), KNOC, NIOC China, Olabram Nigeria Ltd, Petrobras, Petromo SA, Port of Rotterdam Authority, Rayong Olefins Co Ltd, Statoil ASA

Russia: Transneft, Ministry for Far East Development, SIBUR LLC., SPIMEX, BerezkaGas, Irkutsk Oil Company, Kem-Oil, Primorsk – Resursy, Trade Mission of Russian Federation in Chin, IntertekKhanty-Mansiysk Autonomous District – Ugra

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Email : william.fork@argusmedia.com

Full Day Training: International Crude Oil & Refined Products Trading, Risk Management and Market Outlook – 30 March 2016, the Regent Beijing

Training Overview

China's non-state crude import quota has been set at 1.752mn b/d in 2016, more than TRIPLE the 2014 import quota. Meanwhile, a growing number of non-state refiners have already started to apply for licences to export oil products.

The global trading activity in the international markets is likely to increase in 2016. This makes it all the more important to understand the uncertainties and risks inherent in international trading of crude oil and refined products. This training course covers international crude and products trading on both a spot and term basis, derivatives market hedging, international shipping procedures, storage availability and contract negotiations.

As a leading crude and oil products market expert, Argus will share its exclusive insights into the major global crude markets (the Middle East, Russia etc) and refined products markets, which are vital to any trading success.



Who Should Attend

This is an excellent learning opportunity for delegates who are new to the international trading scene, including crude imports and gasoline/diesel/jet fuel exports, as well as those who want to have a comprehensive overview of the international crude oil and products trading sector, risk management and the market outlook.

This training course is ideal for: Junior traders, traders and marketers of crude oil and oil products from national oil companies, state and teakettle refineries, international oil companies and commodity trading firms.

Key Benefits

- Hear exclusive insights from Argus into major global crude markets and refined products markets.
- Understand the mechanics of commodity trading, risk management and shipping operations in trading markets.
- Learn techniques for international crude and products trading on a spot and term basis and derivatives market hedging tools.
- Gain an understanding of how pricing and market fundamentals influence a trader's position, ie by going short or long in the market.
- Understand market conditions and make judgment calls on trading positions.
- Test your understanding in the form of a series of trading simulation games using an Argus proprietary tool.

Trainers' Backgrounds



Kevin Wright, VP Asia – Petroleum Products, **Argus Media**

Kevin joined Argus in Singapore in 2014 in the Business Development Team and his current focus is on petroleum products in Asia and the Middle East.

He has 16 years' oil industry experience, 12 of which were as a trader of a variety of products including LPG, gasoline, and, most recently, middle distillates.

Kevin traded LPG, gasoline and diesel for BP, Noble and Socar in Asia, the Middle East and Africa and gained over 10 years of practical, real-world trading experience.



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

Alejandro Barbajosa joined the Argus London headquarters in April 2007 before taking his current business development responsibilities in

Singapore in 2011 with a focus on Asian crude. He worked for the international trading unit of Pemex after completing a Master's degree at London School of Economics.

Program Schedule

09:00 - 09:30 – Registration and Refreshments

09:30 - 12:00 – Morning Session

12:00 - 14:00 – Lunch

14:00 - 17:00 – Afternoon Session

Training Outline

Key global crude and refined products market analysis

- Main international crude oil markets: Middle East, Africa, South America and Russia
- Main international oil products markets
- Oil products trade flow 2012-2015 and future trends (China exports, Singapore market)

International crude & products trade

- What are the key points? Sample of crude oil and oil products trading contracts
- Oil and oil products contracts in the derivatives market: Forwards, futures, swaps, etc
- Case studies of crude oil and oil products trading using spot, futures, options, swaps etc

Trading techniques: Contango and backwardation, spread trading and storage

- The forward curve and its characteristics
- Definition of the terms “contango” and “backwardation”
- Characteristics of markets in contango and backwardation
- Positions a trader can hold to take advantage of markets in differing states
- Creation of potential profits through storage and spread trading

Arbitrage

- The types and causes of dislocations in markets and market prices that create opportunities for profitable trades
- Taking advantage of market dislocations
- Factors of risk evaluation. Is arbitrage purely a physical activity?

Logistics and storage in the international oil and products trade

- Oil and products tankers, storage tanks, main collection and distributing centres worldwide, sailing schedules, insurance, commodity inspections, customs declaration

An introduction to the basic analytical frameworks for the crude import and products export business

- Institutional frameworks, business processes, personnel allocation
- Carrying out trading business via a Singapore-based company

Registration

The deadline for registration will be **16 March 2016**

Registration Fee: **USD1199** per pax

Discount is available for registered conference attendees

Limited to 30 seats

For further enquiries, please contact **Yuan Chang (yuanchang.yu@argusmedia.com)**
Tel: +65 6496 9922

About Argus Media

Argus is a leading provider of data on prices and fundamentals, news, analysis, consultancy services and conferences for the global crude, oil products, LPG, natural gas, electricity, coal, emissions, bioenergy, fertilizer, petrochemical, metals and transportation industries. Data provided by Argus are widely used for indexation of physical trade. Companies, governments and international agencies use Argus information for analysis and planning purposes.

Event registration: China-Russia Oil & Gas 2016

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DATES & VENUE

Training: 30 March (Separately Bookable)
Main Conference: 31 March – 1 April
Regent Hotel Beijing, China

CONFERENCE REGISTRATION FEE

USD 1800

For group rates, please contact Yuan Chang (yuanchang.yu@argusmedia.com)
*Full conference fee includes two-day conference pass to participate at all sessions, networking luncheon and refreshment breaks, one invitation to the cocktail reception and one set of conference documentation

Tick here to register for:

FULL DAY TRAINING

USD 1199

Number of attendees: _____

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Register and make your credit card payment online at
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OR fill in the registration form to make your payment via bank transfer

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REGISTRATION FORM

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Argus China Petroleum Report

TERMS AND CONDITIONS

1. Agreement

1.1 These "Terms and Conditions" set out the contract between Argus Media Singapore Group Pte Ltd (a company incorporated in Singapore with registered number 201330289W and registered office at 50 Raffles Place, #10-01 Singapore Land Tower, Singapore 048623) and the "Company" in the "Registration Form" submitted by you regarding the attendance by the delegates ("Delegates") at the event(s) (each an "Event") specified in the Registration Form. The expressions "we", "us" and "our" refer to Argus and "you" and "your" refer to you acting for and on behalf of the Company.

1.2 These Terms and Conditions, the Registration Form, the "Argus Confirmation of Registration" (if applicable) and the "Event Invoice" in respect of the Fees (as defined below) set out the entire "Agreement" between you and us. In the event of any conflict, the Terms and Conditions shall prevail. Please print and retain a copy of these Terms and Conditions for future reference.

1.3 You personally warrant and represent that you have all necessary authority to enter into and to perform your obligations under this Agreement on behalf of the Company. You undertake on behalf of yourself and the Company that you, the Company and the Delegates will observe and comply with this Agreement. By submitting the Registration Form, you agree to be bound by this Agreement, which shall only become fully effective and binding when we issue an Event Invoice.

2. Event attendance, programme and materials

2.1 Subject to availability and provided Argus has received payment in full of the Fees, Argus grants a revocable, non-exclusive, personal right to each of the Delegates to: (a) attend the Event; and (b) use the materials made available by us at the Event (the "Event Materials") for the purpose of supporting their attendance at the Event.
2.2 You acknowledge and agree: (a) to comply, and procure the compliance of the Delegates, with all applicable laws, regulations and requirements (including without limitation health and safety requirements) in respect of the Event; and (b) that no films, photograph or other recordings of all or any part of the Event are permitted without our prior written consent. We reserve the right to refuse admission/eject any Delegate without liability to/from an Event for any reason.

2.3 Argus reserves the right in its sole discretion to change the content, speakers, location, and/or timing of the Event without liability. Argus shall use reasonable endeavours to notify you of any Event changes by no later than when it notifies other Event delegates.

2.4 Argus will use reasonable endeavours to satisfy any access or dietary requirements provided it is notified of such requirements in the Registration Form. You acknowledge and agree that, due to the nature of the location/venue of the Events, it may not be possible for such requirements to be satisfied.

2.5 You acknowledge and agree that unless otherwise stated views expressed by speakers at the Event do not represent the views of Argus.

2.6 All Event Materials are provided to you on an "as is" basis and we give no warranties, representations or guarantees that the Event

Materials are in sequence, accurate, up-to-date or complete or that use of them will meet the particular requirements of the Delegates. Use of the Event Materials is entirely at your and each Delegate's risk.

2.7 You acknowledge and agree that, unless otherwise expressly stated, we own all intellectual property and other rights in all Event Materials. You shall not, and shall procure that the Delegates shall not, disclose, distribute or use the Event Materials other than as expressly permitted in clause 2.1.

3. Fees

3.1 Argus shall be entitled to submit an Event Invoice for the registration fee together with all applicable taxes (including without limitation VAT) for the attendance by the Delegates at the Event (the "Fee") upon receipt of a Registration Form from you. The Fees are not refundable in whole or in part other than as expressly set out at clauses 4.1 and 4.2.

3.2 You shall pay the Fee in full without deduction or set-off: (i) within 30 days of the date of the Event Invoice; or (ii) by the first day of the Event, whichever is earlier.

3.3 Argus may (at its sole discretion) offer discounts (including without limitation "early bird" discounts). To qualify for any "early bird" discounts, you must have: (a) submitted your Registration Form within the discount period specified on our website for the Event; and (b) paid the Fees in full within 30 days of the date of the Event Invoice.

3.4 You shall pay/procure payment of the Fees into any bank account and by any method of payment that Argus shall reasonably request. From time to time Argus may, but is not obligated to, accept payment by you of the Fees via a third-party payment intermediary (the "Third Party Payment Provider"). Use of the Third Party Payment Provider is entirely at your own risk. You should ensure that you read any third-party privacy policies and terms of use before using such services.

3.5 Without prejudice to any other remedy that may be available to Argus, Argus shall be entitled to charge interest of 2% above the National Westminster Bank base rate in force at the relevant time in respect of any overdue payment.

4. Cancellations, Substitutions and Termination

4.1 If one or more Delegate is unable to attend the Event, (a) you may cancel this Agreement and Argus may in its sole discretion either refund the applicable Fees less a 15% administration charge or offer a credit note for another event provided notification of such non-attendance is received by email sent to the email address from which the Confirmation of Registration is issued at least 30 days prior to the commencement of the Event (no refunds/credit notes will be given for cancellations received thereafter or non-attendance of all or any part of the Event for any reason) or: (b) "Delegate Substitute(s)" may attend provided that Argus receives notification in writing to the email address from which the Confirmation of Registration is issued at least 48 hours before the first day of the Event and in its sole discretion consents to such substitution. You acknowledge that a refund/credit note is your sole remedy in respect of any cancellation under this clause.

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