ASIAN BULK LIQUID STORAGE
2015 CONFERENCE
9 - 10 JULY 2015 • GRAND HYATT, SINGAPORE

Sustaining storage opportunities in a market searching for equilibrium

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CEO, Tankbank International

Tushar Tarun Bansal
Head of Oil, East of Suez
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Deputy General Manager, Sinopec Kantons

NEW ISSUES CRITICALLY ANALYZED IN 2015

Maximizing business opportunities in a difficult market

Expansion opportunities to accommodate market conditions

Improving terminal profits and efficiency

Making the market work for you

Efficient terminal management services

Challenges in transportation and logistics

Developing storage capacity: strategies and investment plans

Effective handling of bulk liquids

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IN A TIME OF OIL PRICE VOLATILITY, WHAT IS DRIVING THE STORAGE SECTOR?

With rapidly expanding populations and economies, Asia has been at the center of the flourishing demand for fuel in the last decade. To match the growing demand, the region’s refining storage capacity is expected to grow significantly in the next few years. Singapore, South Malaysia and the Riau Islands could see the total oil/chemical terminal storage space expand significantly with the bulk of the new terminals outside of Singapore due to the hubs’ restrictions on new terminal expansions because of limited land.

Following the success of last year’s conference, this event will follow on from previous discussions reviewing current and future expansion plans. How successful have new projects been and what have decisions made by established terminals impacted the dynamics of the market?

**WHO IS IN ATTENDANCE?**

**Company Types**
- Oil
- LNG
- Petrochemical
- Terminal operator
- Chemical cleaning

**Job Functions**
- Design
- Equipment supplier
- Fire protection
- Inspection, testing & certification
- CEO
- Director / General Manager / Vice President
- Engineer
- Maintenance Manager
- Managing Director
- Operations Manager
- Technical Manager
- Terminal Manager / Operator

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DAY ONE
Thursday, 9th July 2015
Macroeconomic Outlook, Challenges and Opportunities

08:30 Registration and refreshments

09:15 Chairman’s welcoming remarks and opening address
Tony Quinn, CEO, Tankbank International

09:30 Overview of the global bulk liquid storage market and the impact of changing downstream dynamics
- Evaluating trends in global supply / demand – key market influences and the impact on the Asian market
- The changing landscape of the storage industry
- Forecasting medium and long term capacity requirements – what changes are required to support future demand and shifts in Asian trade flows?
- How are developments of innovative new terminals across Asia changing the global landscape?
Ellen Ruhotas, Managing Director, Ratio Group

SESSION 1: MARKET OPPORTUNITIES FOR THE BULK STORAGE SECTOR

10.00 The future of Asian storage capacity: challenges and opportunities
- Despite backwardation can we expect regional capacity to continue to increase?
- Is the bulk liquid storage industry positioned to adapt to changing commercial and economic conditions?
- The future of the bulk liquid supply chain and its impact on the storage market
- Forecasting M&A activity
Daniel Rogers, Partner, King and Spalding

10.30 Networking and refreshment break

11.00 Impact of low oil prices on global trade flows
- An overview of the past six months – how have pricing fluctuations impacted international trade flows?
- What are companies doing to mitigate risk in the current environment
- Forecasting future pricing trends and lessons learned
- An overview of pricing centres – will Singapore be the central Asian pricing centre?
Tushar Tarun Bansal, Head of Oil, East of Suez, FG Energy

11.30 Demand/supply analysis of oil and products in the region and impact on storage
- Macroeconomic outlook within the region and impact on oil and products
- Fundamentals in supply and demand
- Evaluation of the refining environment in Asia
- How much of this will be stored?

Priya Narain Balchandani
Director – Global Research, Standard Chartered Bank

12.00 Storage terminal investment potential – short, medium and long term opportunities
- Assessing regional opportunities for dynamic partners with flexible portfolios and diverse expertise
- Are established players likely to continue to sell off storage facilities: what does that mean for new entrants?
- Regional JV opportunities – strategies to ensure compliance while adapting to specific project requirements
Moderator: Ellen Ruhotas, Managing Director, Ratio Group
Panelists: Mike Beviss, Director – Special Projects, Eastport Terminal
Sebastien Bruyant, Independent Consultant
Tony Quinn, CEO, Tankbank International
Ong Eng Tong, Business Development Manager, Mabanaft

12:45 Lunch

SESSION 2: TRENDS IN SHIPPING AND STORAGE

13.45 Strategies to improve competitiveness of storage terminals
- Industry trends and their effect on Terminal efficiency
- Use of innovation to maintain a competitive edge in an increasingly complex environment
- The importance of flexibility and a diverse product portfolio
- Achieving efficiency, flexibility and cost effectiveness
Mike Beviss, Director – Special Projects, Eastport Global

14.15 The expansion of refining capacity in the Middle East and the impact on the Asian market
- The growth in oil demand, regional expansion projects and increased investment in terminal capabilities
- What are the differentiators for storage hubs in Middle East and what should Asian players do differently?
- Updates, forecasts and assessments
Richard Gorry, Director, JBC Asia

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Use this information to:
- See whether your views reflect the market sentiment
- Understand which topics rank as the highest priority with your peers
- Develop strategies to respond to changing conditions
- Get rapid feedback on complex issues

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DASHBOARD

DAY ONE
Thursday, 9th July 2015

Macroeconomic Outlook, Challenges and Opportunities

14:45 Fujairah as an oil terminal hub in the Mid-East
- Overview of the strategic role of Fujairah
- Infrastructure and terminal facilities in Fujairah
- Fujairah Oil Terminal Expansion Plans

Shivdas Muthukrishnan,
Engineering Director at Concord Energy

16:15 Risk mitigation strategies in a hazardous environment

Binu Chaudhary,
Director, Mott Macdonald

The use of simulation and modelling in the design and development of liquid bulk storage facilities
- Optimizing the design and operations by modelling and simulation works
- Discussing optimal modelling environmental conditions
- Verifying the functional requirements and basis of design through simulations

Per Cato Roed,
Managing Director, BMT Asia Pacific

15:15 Afternoon tea and networking

SESSION 3:
TANK STORAGE INNOVATION

15:45 Bulk liquid storage terminals of the future – innovations in engineering design
- Technological advances to achieve innovation with a focus on profitability and efficiency
- Achieving compliance in terminal management
- Trends in third party storage
- Cost effective IT solution management for tank terminals

16:45 Chairman’s closing remarks

17:00 Champagne Conversations:
Hosted by Tankbank International

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08.30 | Registration and reconnecting refreshments

09.00 | Chairman’s welcoming remarks and review of day one
Tony Quinn
CEO, Tankbank International

**SESSION 4: SPOTLIGHT ON REGIONAL STORAGE FACILITIES**

09:15 | Straits of Malacca focus: update on storage facility expansion and development
- Current outlook and future trends
- Status of the Jurong Island expansion project; timelines for the completion of a second terminal
- How are changes to trade routes impacting bulk storage capacity across the Straits of Malacca?
Jonty Rushforth
Editorial Director, Asia & Middle East, Platts

09:45 | Reviewing the crude storage market in China: how is China driving the crude storage market?
- Structural change in China’s oil product demand energizes China’s oil demand future growth
- Development in crude distillation units – to what extent will this increase capacity?
- Current position and opportunities - China crude reserve outlook
Yao Li
CEO, SIA Energy

10.15 | India spotlight – developments of port capacity and innovations in storage infrastructure
- Announcement of new initiatives
- Insight into public-private partnerships – what are the key opportunities for international players?
- Developments of port capacity and storage infrastructure in India
Vikash Ranjan
Sr, Research Analyst, Drewry Maritime Services

10.45 | Networking and refreshment break

11.15 | An overview of the Northeast Asia Oil Hub in Korea - new business opportunities and challenges
- Assessing the need for another oil hub in NEA; assessing the potential of Korea
- From design to implementation: reviewing the plan of Korean NEA oil hub
- Challenges to compete with Singapore and new business opportunities
In Ku Kang
CEO, Korea Oil Terminal Co.

**SESSION 5: INVESTMENT AND FINANCING**

11.45 | Terminal financing strategies and trends
- Recent Financing Trends for the Sector in Asia
- Considerations for accessing non/limited recourse project financing for Greenfield/ brownfield projects
- Assessing available pools of liquidity
Lim Wee Song
Head of Project Finance, DBS Bank

12.15 | Lifecycle extension strategies of ageing tanks: maintaining reliability and preventing corrosion
- How to measure and extend the lifecycle of your tanks
- Reviewing the efficiency of your terminal operation – what do you need to do to maximise utilisation?
- An overview of developments in corrosion prevention technology and its application across the storage industry
- Analysis of cutting edge terminal management technological solutions

**SESSION 6: RISK MANAGEMENT AND FUTURE OUTLOOK**

12.45 | Towards a burgeoning Asian bulk liquid storage market – capitalizing on opportunities, managing risk and offering predictions
- Synopsis of conference highlights, fact-based evidence and forecasts
- Developing an 18 month roadmap for the bulk liquid storage sector
- Overcoming challenges and capitalizing on opportunities
Moderator:
Tony Quinn
CEO, Tankbank International

Panelists:
Sjoerd Boer
VP Commercial, Oiltanking Odfjell Terminals & Co.

Patrick Tan
Deputy General Manager, Sinopec Kantons

13.30 | Chairman’s closing remarks and lunch

The full conference registration is payable in advance, failure to do so will require you to guarantee your place by credit card. The delegate fee includes luncheon, refreshments and post conference documentation. Singapore government tax will be charged at 7%.

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