



Chemicals Energy Fertilizers
Prices | News | Analysis | Consulting

Global supply & demand expert view



The world's reference in
petrochemical market data

Navigate the changing marketplace

As businesses steer through the fluctuating markets against a backdrop of global economic crisis, the need for accurate, consistent market data has never been more important.

At ICIS, we provide a powerful data service that brings you a wealth of refining, petrochemical feedstock, base chemical, intermediates and derivatives market data. It combines four separate, but fully reconciled, databases to give you multiple views of the marketplace. You get the ability to search, shape and export historical and projected data from all over the world, across more than 100 commodities. And in turn, you can steer your business forward with skill and confidence.

Your package will include one year's subscription to:

Q&A access to our expert analysts

Annually published studies for your reference

Four databases on a single online interface:

- Supply & demand
- Capacities
- Trades
- Company ownership



Powerful market data in your hands

Your strategic partner

No matter what your business area, you rely on quality data to inform and validate your decisions. We are proud of the provenance and breadth of our databases, which present historical supply & demand data back to 1978 and projections to 2030. You can look at regularly updated and fully traceable country, company, plant and trade volume figures from any perspective. Our meticulous measurements and expert understanding can back up your thinking and support even the most advanced analytical requirements.

Tailored support to meet your needs

As well as having the ability to search, interrogate and output the data, you may have questions about how it has been compiled and modelled. For complete clarity, you are welcome to ask our long-standing analysts questions. All data is traceable back to its origins and we can share the logic that has been used along the way.

Additional consultancy service

Our bespoke consultancy service brings you the added option of more in-depth support. We can help you to search and apply the data to your own business strategies. You can take it offline and feed it into your own modelling processes, to create reports such as market assessments, forecasts, industrial value chain studies, feasibility analyses and new-entry scenarios.



Take advantage of our global perspective



Supply & demand database

Your comprehensive reference to the world's petrochemical and energy markets, this database is both deep and rich.

It covers:

- Energy and refining
- Feedstocks
- Petrochemicals:
 - Olefins and olefin derivatives
 - Aromatics and aromatic derivatives
 - Polymers

Since our database is fully integrated upstream into feedstocks and downstream into derivatives, you can gain a 100% consistent picture of product availability and consumption.

Country statistics extend from 1978 to the present and include production (defined by technology and manufacturing route), as well as import and export figures. Our economic research into figures such as GDP, birth rates and the growth of specific industries, underpins our forecasts to 2030 and allows you to develop an in-depth view of future supply & demand patterns.

From: Finance Director to CEO, Global Petrochemical Producer

Subject: Strategy development > next steps

“ In line with our strategic planning, I have identified definite potential to proceed with our new project in the target territories. Supply and demand data from ICIS shows that demand will overtake supply in 2020. I will create an overview presentation pulling in the key data to review at our next planning session. ”



Clear views and valuable insights

Quarterly updates keep you abreast of the latest shifts in the marketplace, providing a clear view of potential opportunities and threats.

Advanced software functionality allows you to sort and rank the database elements in just a few clicks. Choose your preferred charts and output options to share the information with your colleagues in a relevant and appealing way.

“ I use the annual supply and demand balances to enhance our knowledge as a trading organisation. I need to know at all times where demand is going and what the global expectations are, so it's important to have a good idea of what's happening in the long term. ”

Trader

Search by: commodity > owner > location (country/region) > capacity > technology commodity

From: Market Analyst to CFO, Global banking institution

Subject: Funding request validation

“ Following the client's request to finance the build of a new plant in Asia, I've sense-checked the financials submitted using ICIS supply and demand data. The Mid-East to Asia projections I found would suggest we look at the supplied numbers again before progressing with funding. ”



Evaluate the marketplace from

Capacity database

Carry out detailed research on current and planned plants and projects, with updates added quarterly. The data brings you the production capability levels of manufacturing plants, both historical from 1978 and forecast to 2030.

Take advantage of sophisticated sorting of database elements, ranking, a choice of output formats and the creation of graphics.

Search by: plant ownership > location > licensor > capacity > technology > commodity

From: Business Analyst to Planning Director, Petrochemical Producer
Subject: Growth opportunity for discussion

“ To support our review of the key growth operating regions, I reviewed the ICIS supply and demand data this morning. It's clear from the numbers that there are arbitrage opportunities over the next five years and beyond due to the investment profile in new plants. I've put this on the meeting agenda to discuss how we can take advantage. ”



Trades database

Get a balanced picture of global trade flows, with access to trading history from 2000 and projected trades to 2030.

You can monitor global trade by country and region, with imports defined by country of origin and exports by country of destination.

Updated every month, the data gives you the freedom to research and compare trade statistics by volume, value or value-per-unit.

Search by: import > export > region > trade unit > trade currency

From: Business Analyst to Planning Director, Petrochemical Producer
Subject: South East Asia export opportunities

“ Looking at the regional trade numbers for South East Asia, our projected expansion is enjoying a competitive advantage. Based on the ICIS recent import/export numbers and forecast trade flows, regional production won't be able to cover demand in the coming years, positioning our plant as an ideal supply location. I'll circulate the data before our next planning meeting. ”



every angle

Capacity ownership database

Displayed as a time series from the present day back to 1978, this database shows you the annual equity share of holding companies and affiliates. It is constantly updated to reflect new acquisitions, mergers and changes of ownership.

You can research current and previous company structures and ownership to support your benchmarking and acquisition strategies. The database enables you to identify competitor activity and see relative and anticipated market share as well as partnership, merger and acquisition target screening, identification and evaluation.

Search by: individual company > group level

From: Chief Information Officer to Business Development Director
Subject: Organic acquisition plan

“As requested, I've carried out a full review of the companies on our target joint venture list – please see attached organisation and ownership information for each, as reflected on the ICIS company database. It's interesting to note that the database has already been updated to reflect the recent acquisition and change of ownership announced last week. The information shows that there are several growth opportunities we can explore through potential joint ventures with these companies.”

Summary of benefits

- One interface for all databases
- Sole provider of full upstream/midstream/downstream data
- Crude oil all the way through to refined products
- Global data across 160 countries and 100 markets
- Historical data and projections from 1978 - 2030
- Reconciled numbers between databases
- Open door to our long-standing analysts
- Additional bespoke consultancy support



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Meet our experts

Our dedicated team of market researchers and business analysts is headed up by:

Stefano Zehnder

Swiss-Italian Stefano leads our Energy, Refining and Petrochemical Feedstock practice internationally and is responsible for the development and maintenance of our global supply & demand databases. With over 20 years of experience, his extensive research and analysis has been used by major oil companies, financial institutions and petrochemical producers. Stefano is recognised as an international expert in his field, and has presented several papers at conferences in Europe, Latin America, the Middle East and Asia.



Stefano Zehnder

Kieran Cosgrove

A thoughtful observer of the petrochemical industry, Kieran has been involved in both upstream and downstream consulting for over 25 years. He leads our ICIS petrochemical team in Italy, bringing tremendous continuity to our global supply & demand databases. His broad experience includes advising chemical companies on investment opportunities, helping management consultancies with in-depth analysis of the petrochemicals landscape and supporting energy companies with their long-term strategic planning. Kieran is a key speaker at ICIS conferences on polyolefins and aromatic derivatives.



Kieran Cosgrove

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