

9th Annual

GLOBAL CRUDE OIL SUMMIT

THE NEW DYNAMICS OF OIL

May 10 - 11 | Hilton London Tower Bridge | London, UK



Returning to London on May 10-11, 2016, Platts Annual Global Crude Oil Summit is uniquely positioned to unite senior executives from both the upstream and oil trading communities in 2 days of sessions, networking and insight. Join keynote speakers from across the industry as they explore and debate the industry's crucial issues in what is a very interesting time for the industry.

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WHY ATTEND IN 2016?

A unique and comprehensive international upstream outlook from those at the forefront

Join 200 Influential market leaders and foremost experts from the international oil community as they evaluate and debate the industry's evolving landscape and strength while tackling the key questions impacting you now and in the future.

The impact of market volatility on trading and risk management

Hear experts from the international trading community discuss oil price movements, benchmarks evolution, regulation changes and risk practice development in this volatile time.

New connections, new ideas, new business

The 9th Annual Global Crude Oil summit encourages delegate participation and networking opportunities. Two full days comprised of interactive panel discussions and speaker sessions combine with a variety of social functions and mobile event app, all specifically developed to increase the exchange of value.

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9th Annual GLOBAL CRUDE OIL SUMMIT

THE NEW DYNAMICS OF OIL

May 10 - 11 | Hilton London Tower Bridge | London, UK

Our flagship oil conference provides the perfect environment for stimulating debate and interaction with the speakers and the rest of the industry allowing you to develop the knowledge, insights and new relationships you need for the year ahead.

This seminar helps 200 oil industry professionals understand trends, risks and issues within the global crude oil landscape from those at the forefront.

TOPICS DISCUSSED

- Will the global glut continue to grow?
- How will the US export ban lifting change market dynamics?
- Will prices remain weak or will we see a surge due to upstream cutbacks?
- How will the geopolitical landscape shape international trade flows?
- Will Asian demand growth strengthen anytime soon?
- How quickly will Iran come back?
- What will OPEC do next?
- What's next for key price benchmarks?

EVENT OVERVIEW

Monday May 9, 2016

Pre-Summit Workshop hosted by JBC Energy - A guide to oil trading, risk management and pricing*

The workshop is ideal for those new to the sector or looking to brush up on the technical jargon and get to grips with how oil is priced in today's complex markets. The workshop is run by our event chair and prominent oil analyst, Johannes Benigni who founded JBC Energy in Austria and more recently JBC Energy Asia in Singapore.

Tuesday May 10, 2016

Day 1 - International upstream development day

Hear the industry's leading experts deliver keynote presentations and share their views in focused panel discussions on the issues impacting upstream development and growth.

With sponsored networking breaks, a lunch and evening cocktails, this is a day not to be missed.

Wednesday May 11, 2015

Day 2: Oil markets, trading and risk management day

The conference concludes with further sessions focused on trading leaders, evolving trade flows, midstream developments, benchmarks evolution, and risk management strategies in this volatile time.

AUDIENCE

- Senior strategic upstream executives from the world's IOCs, NOCs and Independents
- Senior oil traders, brokers and analysts
- Regulators and government officials
- Private banks, investment banks and financial advisories
- Risk managers, product controllers and finance managers
- Energy trading and risk management technology (ETRM) solution providers

LOCATION

Hilton London Tower Bridge

5 More London Place, Tooley Street
London SE1 2BY
United Kingdom
Tel: +44 (0)203 002 4300

OUR GLOBAL CRUDE SUMMIT SERIES

Collectively, the Platts Crude Oil Summit series spans the world, drawing together key regions like Houston, London, Singapore and Dubai in a rolling program that provides unrivalled access to key decision makers every year. London is at the heart of that program, and nowhere is the global market situation more keenly discussed.

ORGANISED BY PLATTS – A GLOBAL LEADER IN ENERGY INFORMATION

Platts is a leading global provider of energy, petrochemicals, metals and agriculture information, and a premier source of benchmark price assessments for those commodity markets. Since 1909, Platts has provided information and insights that help customers make sound trading and business decisions and enable the markets to perform with greater transparency and efficiency – www.platts.com.

We look forward to seeing you in London later this year.

Kind regards,



Daniel Lawson
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EARLY CONFIRMED SPEAKERS INCLUDE:

- Emmanuel Ibe Kachikwu, Minister of State, **Petroleum Resources, Nigeria**; Group Managing Director, **Nigerian National Petroleum Corporation**
- Dr. Falah J. Alamri, Director General, **Oil Marketing Company (SOMO), Iraq**
- Eng. Mustafa Sanallah, Chairman, **NOC Libya**
- Adewale Tinubu, Group Chief Executive, **Oando**
- Christof Rühl, Global Head of Research, **Abu Dhabi Investment Authority (ADIA)**
- Franco Magnani, CEO, **Eni Trading and Shipping**
- James Foster, Global Commodity Head, **BP Oil International**
- Dr. Iliia Bouchouev, Managing Director, Global Head of Derivatives, **Koch Supply & Trading**
- Dave Ernsberger, Global Director, Oil, **Platts**
- Alexey Rybnikov, CEO, **SPIMEX**
- Jonty Rushforth, Global Editorial Director, Oil and Shipping Price Group, **Platts**
- Paul Horsnell, Global Head of Commodities, **Standard Chartered**
- Michael Cohen, Head of Energy Markets Research, **Barclays**
- Torbjorn Kjus, Chief Oil Analyst, **DNB Bank**
- Harry Tchilinguirian, Global Head, Commodity Markets Strategy Commodity Derivatives, **BNP Paribas**
- Virginia Markouizou, Head of Supply and Trading, **RPS Energy**
- Mike Davis, Director Market Development, **ICE**
- Peter Keavey, Managing Director, Energy Products, **CME Group**
- Owain Johnson, Managing Director, **Dubai Mercantile Exchange (DME)**
- Hari Dattatreya, Global Oil Director, **Vopak**
- Shaia Hosseinzadeh, Managing Director & Head of Energy & Natural Resources, **WL Ross & Co.**
- Christopher Wheaton, Director, Analyst & Fund Manager, **Allianz Global Investors**
- Richard Mallinson, Geopolitical Analyst, **Energy Aspects**
- Chandra Dev Singh, Head of Derivatives - Risk Management, International Trade, **Bharat Petroleum Corporation Limited (BPCL)**
- Yao Li, Executive Director, **SIA Energy**
- Brian Scheid, Senior Editor, Oil, **Platts**
- Johannes Benigni, Founder, **JBC Energy**
- Michael Barry, Director, **FGE London**
- Helima Croft, Managing Director, **RBC Capital Markets**
- Adi Imsirovic, Teaching Fellow in Economics, **Surrey Energy Economics Centre (SEEC)**
- Suzanne Minter Manager, Energy Analysis, **Platts Analytics**
- Olivier Jakob, Managing Director, **Petromatrix**
- Gareth Ryan, Managing Director, **IUR Capital**
- Mark Williams, Managing Partner, **Affinity Research LLP**
- Vito Turitto, Manager Quantitative Analysis, **Platts**

DAY 1 - TUESDAY 10TH MAY 2016

08:00 **Registration and continental breakfast**
Sponsored by



08:50 **Chairman's welcoming remarks**

Johannes Benigni, Founder, **JBC Energy**

09:00 **WELCOME ADDRESS**

Dave Ernsberger, Global Director, Oil, **Platts**

09:10 **OPENING ADDRESS**

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

SESSION 1: KEYNOTES – OIL IN THE NEW PRICE ENVIRONMENT

A series of sessions designed to showcase a mix of upstream perspectives from key players highlighting their views on the sector's evolving landscape and strength.

09:35 **KEYNOTE ADDRESS**

Nigeria's evolving role within global oil markets - upstream developments and marketing plans

Emmanuel Ibe Kachikwu, Minister of State,
Petroleum Resources, **Nigeria**; Group Managing
Director, **Nigerian National Petroleum**

10:00 **KEYNOTE ADDRESS**

Iraq in a lower price environment – Investment, security and volumes

Dr. Falah J. Alamri, Director General,
Oil Marketing Company (SOMO), Iraq


10:25 **NEWSMAKER SESSION**

Libya's evolving role within global oil markets - upstream developments and marketing plans

– An on stage interview with:

Eng. Mustafa Sanallah, Chairman, **NOC Libya**

10:50 **Networking and refreshment break**

Barista Coffee provided by:  **CME Group**



SESSION 2: UNDERSTANDING THE NEW ECONOMICS OF OIL - FUNDAMENTALS, PRICES & INVESTMENT OUTLOOK

11:20 **Oil market fundamentals in an evolving price environment**

Paul Horsnell, Global Head of Commodities,
Standard Chartered

11:40 **Understanding the recent evolution in global Brent crude prices, their drivers and expectations for the future**

Johannes Benigni, Founder, **JBC Energy**

12:00 **Equity investor's view of the oil industry right now**

Christopher Wheaton, Director, Analyst & Fund
Manager, **Allianz Global Investors**

12:20 **Networking Lunch** – available to sponsor

SESSION 3: OPEC STRATEGY AND THE RACE FOR MARKET SHARE

13:20 **Iran's return to the energy markets**

- How will Iranian exports impact on the currently oversupplied market?
- How quickly will production rebound?
- How much production capacity does Iran have?
- Where will it go and what will it do to prices?
- What will it do to OPEC?

Helima Croft, Global Head of Commodity
Strategy, **RBC Capital Markets**

13:40 **Saudi oil market outlook**

Richard Mallinson, Geopolitical Analyst,
Energy Aspects

14:00 **BENCHMARK FOCUS**
Dubai's increasing role in global markets

Paul Young, Head of Energy Products,
Dubai Mercantile Exchange (DME)

14:20 **Panel**
Examining the OPEC market share policy and its ramifications on global markets today and tomorrow

Helima Croft, Global Head of Commodity Strategy, **RBC Capital Markets**
Michael Barry, Director, **FGE London**
Olivier Jakob, Managing Director, **Petromatrix**
Richard Mallinson, Geopolitical Analyst, **Energy Aspects**

Moderated by:
Dave Ernsberger, Global Director, Oil, **Platts**

SESSION 4: NORTH AMERICAN CRUDE – THE SHALE SLOWDOWN AND EXPORT OUTLOOK

14:50 **US crude production now – red, white and boom bust?**

Michael Cohen, Head of Energy Markets Research,
Barclays

15:10 **The impact of US crude oil policy on the global oil market**

- How regulations, from flaring rules to offshore safety mandates, might curb the US oil renaissance
- Why US oil growth really depends on who wins the White House this year
- The impact the historic change in US export policy will have on global flows
- From Arctic drilling to the RFS: US policies to watch, and some to ignore

Brian Scheid, Senior Editor, Oil, **Platts**

15:30 **BENCHMARK FOCUS**
Global WTI and the North American crude market


Peter Keavey, Managing Director, Energy Products,
CME Group

15:50 **Panel**
Competing in a low price, low returns market - how will current dynamics reshape the NA upstream industry long-term?

Shaia Hosseinzadeh, Managing Director & Head of Energy & Natural Resources, **WL Ross & Co.**
Michael Cohen, Head of Energy Markets Research, **Barclays**
Suzanne Minter Manager, Energy Analysis, **Platts Analytics**

Moderated by:
Brian Scheid, Senior Editor, Oil, **Platts**

16:20 **Networking and refreshment break**

Barista Coffee provided by:  **CME Group**



SESSION 5: RUSSIA & NON-OPEC SUPPLY OUTLOOK

16:50 **Russian domestic oil market trends in the context of the low oil price environment**

Alexey Rybnikov, CEO, **SPIMEX**

17:10 **NEWSMAKER SESSION**
West African oil market developments in the current climate – opportunities available and challenges faced

– An onstage interview with:

Adewale Tinubu, Group Chief Executive, **Oando**

SESSION 6: THE NEW DEMAND LANDSCAPE

17:35 **China: the unpredictability of demand**

Yao Li, Executive Director, **SIA Energy**

17:55 **Indian downstream outlook: How is it matching demand?**

Chandra Dev Singh, Head of Derivatives – Risk Management, International Trade, **Bharat Petroleum Corporation Limited (BPCL)**

18:15 **Gala Networking reception** – available to sponsor
Join us immediately after the conference for drinks in the exhibition area

DAY 2 – WEDNESDAY 11TH MAY 2016

08:00 **Registration reopens and continental breakfast** – sponsorship available

08:50 **Chairman’s welcoming remarks and review of day 1**

Johannes Benigni, Founder, **JBC Energy**

09:00 **OPENING ADDRESS**
Where are all the missing barrels?

Torbjorn Kjus, Chief Oil Analyst, **DNB Bank**

SESSION 7: KEYNOTES - CAPITALIZING ON THE NEW DYNAMICS OF OIL

A series of sessions designed to showcase a mix of trader perspectives from key players highlighting their views on current market dynamics and what it means for the trade.

09:25 **KEYNOTE ADDRESS**

Franco Magnani, CEO,
Eni Trading and Shipping

09:50 **KEYNOTE ADDRESS**
Oil derivatives market participants: drivers and behavioural changes

Dr. Iliã Bouchoev,
Managing Director, Global Head of Derivatives
Koch Supply & Trading

10:15 **KEYNOTE ADDRESS**
Commercialisation of crude and trading in today’s environment

Virginia Markouizou, Head of Supply and Trading,
RPS Energy

10:40 **Panel**
Understanding the changing landscape of global oil trade

Franco Magnani, CEO,
Eni Trading and Shipping
James Foster, Global Commodity Head,
BP Oil International
Dr. Iliã Bouchoev,
Managing Director, Global Head of Derivatives
Koch Supply & Trading
Virginia Markouizou, Head of Supply and Trading,
RPS Energy

Moderated by:
Adi Imsirovic, Teaching Fellow in Economics,
Surrey Energy Economics Centre (SEEC)

11:10 **Networking and refreshment break**
Barista Coffee Provided by:  **CME Group**



SESSION 8: STATUS AND PERFORMANCE OF ESTABLISHED AND EMERGING OIL PRICE BENCHMARKS

11:40 **BENCHMARK FOCUS**
Brent evolution as a global benchmark

Mike Davis, Director Market Development, **ICE**

12:00 **Evolution of Platts oil assessments**

Jonty Rushforth, Global Editorial Director, Oil and Shipping Price Group, **Platts**

12:20 **Panel**
Oil benchmarks: responding to growth and influence from the East

Mike Davis, Director Market Development, **ICE**
Alexey Rybnikov, CEO, **SPIMEX**
Peter Keavey, Managing Director, Energy Products,
CME Group
Adi Imsirovic, Teaching Fellow in Economics,
Surrey Energy Economics Centre (SEEC)

Moderated by:
Jonty Rushforth, Global Editorial Director, Oil and Shipping Price Group, **Platts**

12:50 **Networking Lunch** – Available to sponsor

SESSION 9: EVOLVING OIL TRADE FLOWS, STORAGE PLAYS AND SHIPPING MARKETS

- 13:50 **Global trade flow evolution**
Harry Tchilinguirian, Global Head, Commodity Markets Strategy Commodity Derivatives, **BNP Paribas**
- 14:10 **Understanding evolving oil flows its impact on the cost of shipping oil**
Mark Williams, Managing Partner, **Affinity Research LLP**
- 14:30 **Global oil storage trends and strategic storage outlook**
Hari Dattatreya, Global Oil Director, **Vopak**
- 14:50 **Networking and refreshment break**
Barista Coffee provided by:



SESSION 10: LEARNING TO LIVE WITH ELEVATED VOLATILITY & STRUTINY

- 15:20 **Regulatory and compliance risk with MiFID II - what does MiFID II mean for physical oil trading?**
- 15:40 **Volatility in energy markets - trading and risk management**
Vito Turitto, Manager Quantitative Analysis, **Platts**
- 16:00 **Options strategies for oil**
Gareth Ryan, Managing Director, **IUR Capital**

SESSION 11: THE NEXT 5 YEARS

- 16:20 **Panel**
What can we expect from the oil markets in the medium-term?
Adi Imsirovic, Teaching Fellow in Economics, **Surrey Energy Economics Centre (SEEC)**
Harry Tchilinguirian, Global Head, Commodity Markets Strategy Commodity Derivatives, **BNP Paribas**
Paul Young, Head of Energy Products, **Dubai Mercantile Exchange (DME)**
Torbjorn Kjus, Chief Oil Analyst, **DNB Bank**
Dr Abhishek Deshpande, Lead Oil Markets, Analyst, Commodities Research, **Natixis**
- Moderated by:**
Johannes Benigni, Founder, **JBC Energy**
- 16:50 **Chairman's closing remarks**
Johannes Benigni, Founder, **JBC Energy**
- 17:00 **Close of Summit**

[SEE BELOW MORE INFORMATION ON THE PRE-SUMMIT WORKSHOP](#)

PRE-SUMMIT WORKSHOP

A GUIDE TO TRADING, RISK MANAGEMENT & PRICING WORKSHOP

May 9 | Hilton London Tower Bridge | London, UK



A GUIDE TO TRADING, RISK MANAGEMENT & PRICING WORKSHOP

A significant part of our prestigious event is our pre-summit workshop 'A guide to oil trading, risk management and pricing' which will be taking place before the Summit on May 9th at the Hilton Tower Bridge in London.

Better understand the oil markets, develop additional job skills and enhance your professional career growth today

The workshop is ideal for those new to the sector or looking to brush up on the technical jargon and get to grips with how oil is priced in today's complex markets. The workshop is run by our event chair and prominent oil analyst, Johannes Benigni who founded JBC Energy in Austria and more recently JBC Energy Asia in Singapore.

Join him and a small group of like-minded individuals as they identify, measure and manage risk in its many forms, applying proper tools through disciplined evaluation and decision making.

Better understand the oil markets, develop additional job skills and enhance your professional career growth today with this exclusive workshop.

DURATION:

1 day (9am – 17:30pm)

PRE-SUMMIT WORKSHOP

A GUIDE TO TRADING, RISK MANAGEMENT & PRICING WORKSHOP

May 9 | Hilton London Tower Bridge | London, UK



WHAT WILL YOU LEARN?

- An introduction to oil trading and exchanges
- OTC markets and hedging
- Pricing features in the oil market
- Brent market

THE COURSE IS IDEAL FOR:

- Oil Marketers
- Junior traders
- Risk managers
- Trade finance executives
- Oil market analysts
- Operators
- Back office personnel

AGENDA

- 09:00 Registration and welcome breakfast
- 09:30 **Introduction to oil trading and exchanges**
- 11:00 Networking and refreshment break
- 11:30 **OTC markets and hedging**
- 13:00 Networking lunch
- 14:00 **Pricing features in the oil market**
- 15:30 Networking and refreshment break
- 16:00 **The Brent market**
- 17:30 End of workshop