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10th Anniversary

European Oil Storage Conference

Capitalizing on global oil industry challenges and developments

January 24–25, 2017 | Hilton Amsterdam | Netherlands

Topics to be discussed will include:

- **Big picture for oil storage regionally and globally** – Examining the latest macroeconomic developments, global oil fundamentals and looking back at the last 10 years – what lessons are there to learn for the future?
- **Global storage market landscape, flows, trends and developments in 2017 and beyond** – Assessing crude oil storage capacity utilization rates, prospects for new oil storage projects and how long will contango last?
- **Refined and petrochemicals product developments, challenges and opportunities** – Investigating what levels of storage we seeing for individual refined products and petrochemicals
- **International perspectives: Challenges, opportunities and best practices** – Evaluating the largest US storage expansion since records began, how a lack of access to storage is proving an obstacle to Iranian oil exports, and emerging refineries and storage developments in China
- **Latest futures contracts and offshore storage** – Dissecting oil storage as a tradable commodity with futures contracts along with offshore storage of crude oil – is it a viable option for traders?
- **Finance and investment trends and the latest M&As** – Cross examining the impact of the oil price on storage investments: How favorable market conditions have resulted in an investment cycle and outlining the latest M&A activity

Speakers include:

Jared Pearl,
Chief Commercial Officer,
VTTI

James Foster,
Global Commodity Head,
BP

Patrick Kulsen,
Managing Director,
PJK International

Bert van der Toorn,
Managing Director - Head Mid / Downstream, Oil, Gas and Chemicals – EMEA & CIS,
ING Wholesale Banking

Liu Chaoquan,
Vice President,
ETRI, CNPC

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DAY 1: TUESDAY, JANUARY 24TH, 2017

08.00 Registration and breakfast

08.50 Chairman's welcoming remarks

Niels von Hombracht, Consultant, **Flowcom Consultancy** & Former Chief Executive Officer, **LBC** and Executive Board Member, **Royal Vopak**

THE BIG PICTURE FOR OIL STORAGE REGIONALLY & GLOBALLY – PART ONE

09.00 Latest macroeconomic developments, implications and opportunities for the oil storage industry

- Update on Brexit and uncertainty around its impact on the economy and the oil industry

Jean-Michel Six, Managing Director and Chief European Economist, **S&P Global Ratings**

09.30 Global oil fundamentals: Latest on the oil price – trends, developments, challenges and opportunities

- How global supply has outpaced global demand for the past two years but is the market returning to a longer-term equilibrium?
- How the structure of crude oil future prices have been in steep contango
- To what extent will cleaner fuels and greater efficiency hit consumption and depress prices

Matthew Parry, Senior Oil Analyst, **International Energy Agency**

09.55 Special panel address
Looking back at the last 10 years – lessons for the future

- Exploring the different periods of cantango and backwardation

James Foster, Trading Manager, **BP Oil International**
Matthew Parry, Senior Oil Analyst, **International Energy Agency**
Patrick Kulsen, Managing Director, **PJK International**
Jared Pearl, Chief Commercial Officer, **VTTI**

Moderated by:
Niels von Hombracht, Consultant, **Flowcom Consultancy** & Former Chief Executive Officer, **LBC** and Executive Board Member, **Royal Vopak**

10.40 Refreshment break

LEADER PERSPECTIVES ON THE EUROPEAN & GLOBAL STORAGE MARKETS – CONTANGO VERSUS BACKWARDATION

The global storage market landscape, flows, trends and developments in 2017 and beyond

- Exploring crude oil storage capacity utilisation rates globally – have terminals reached capacity?
- What opportunities for storage expansion are there? Prospects for new oil storage projects in Europe and elsewhere – what regions will witness the biggest growth? What impact will they have?
- How long will contango last? When will the market likely switch back to backwardation?
- Future scenarios: impact of no storage versus ample

11.10 The VTTI perspective

Jared Pearl, Chief Commercial Officer, **VTTI**

11:30 The Odfjell Terminals perspective

Abel Noordanus, Commercial Manager, **Odfjell Terminals**

11.50 The First Reserve perspective

Eduard Ruijs, Managing Director, **First Reserve**

12.10 Independent storage in South Western Europe, towards a more consolidated market

Arnaud Wache, Sales Director, France & Iberia, **LBC Tank Terminals**

12:30 Group Q&A
Presenters from the proceeding session will take questions from the Chair

13.00 Networking lunch

REFINED & PETROCHEMICAL PRODUCT DEVELOPMENTS, CHALLENGES & OPPORTUNITIES

14.15 Northwest European refining: Asymmetric Prospects towards 2025?

- Challenging times ahead for European refining sector as a whole (due to plateauing demand and mounting competition)
- Zooming in on individual European refineries reveals a skewed distribution of 'must-run' refining capacity in Europe (i.e. capacity integrated in other value chains)
- Substantial barriers-to-exit prolong the lifespan of 'exposed' refineries, triggering either political or market intervention at the national level
- In an effort to meet the energy transition requirements, this post-2025 market development expectation, identifies a potential mismatch in timing further on

Michiel Nivard & Maurits Kreijkes Researchers, **Clingendael International Energy Programme (CIEP)**

14.40 What levels of storage are we seeing for individual refined products and why?

- Latest on availability of oil storage for refined products and exploring demand levels
- Examining the latest margins for European refiners, and the contrasting fortunes of diesel versus gasoline – what does it all mean for refineries and oil storage?
- Outlining the new generation of gasoline impacting demand and storage activities
- Update on regulatory changes in the bunker sector and implications for refineries and the oil storage market
- Status updates on investment in refinery upgrading projects

Patrick Kulsen, Managing Director, **PJK International**

15.05 What is the future of petrochemicals in Europe and what does it all means for the storage sector?

- Are petrochemical margins beginning to fade again?

Stephen Bowers, Global Projects Advanced Intermediates, **Evonik Industries**

15.30 Refreshment break

16.00 Oil and chemical/petrochemical port clusters: How organizations specialized in both oil and chemical products can benefit

- Examining the benefits in logistics and generating new synergies

Capt. Howard N. Snaith. FNI, General Manager, **CDI**

INTERNATIONAL PERSPECTIVES – CHALLENGES, OPPORTUNITIES & BEST PRACTICES – PART ONE

16.25 USA – Exploring the largest storage expansion since records began and possible impact on European markets

- Evaluating US storage capacity expansion to accommodate growth in US crude oil inventories
- How US crude oil storage capacity utilization rates have risen even as storage capacity grows
- Latest US stockpiles for crude and refined products and update on floating storage

Jeff Mower, Editorial Director, Americas Oil News and Analysis, **S&P Global Platts**

INNOVATION SHOWCASES: IMPROVING CURRENT EFFICIENCES, COSTS & PROFITS

16.50 Focus on efficiency in the Port of Amsterdam: Making better and more efficient use of the existing assets

- Outlining construction on the biggest sea lock in the world, which will have significant impact on the efficiency of the Port of Amsterdam

Didier de Beaumont, Project Leader, Energy Cluster, **Port of Amsterdam**

17.15 Chairman's concluding remarks and close of day one
Niels von Hombracht, Consultant, **Flowcom Consultancy** & Former Chief Executive Officer, **LBC** and Executive Board Member, **Royal Vopak**

17.30 All aboard – Join the boat tour courtesy of the Port of Amsterdam
Set off and join fellow delegates and speakers for a networking buffet dinner, while touring the main sites of Amsterdam by canal boat

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DAY 2: WEDNESDAY, 25TH, 2017

08.00 Registration and breakfast

08.50 Chairman's opening remarks and review of day one
Niels von Hombracht, Consultant, **Flowcom Consultancy** & Former Chief Executive Officer, **LBC** and Executive Board Member, **Royal Vopak**

THE BIG PICTURE FOR OIL STORAGE REGIONALLY & GLOBALLY – PART TWO

09.00 Global oil fundamentals: a 'balanced' analysis

- Outlook on European balances
- Impact of other regional balances and their impact on trade flow requirements
- Derived from balance developments, our take on strength and structure in the market
- Impact on refining operations and implications on storage

Julius Walker, Senior Consultant, **JBC Energy**

TRADING – LATEST FUTURES CONTRACTS, THE ROLE OF TANKERS & OFFSHORE STORAGE

09.25 Examining the latest on oil storage as a tradable commodity with oil storage futures contracts

- How surplus stocks have led to a boom in the number of US futures contracts
- How do traders gauge the price of storage
- To what extent does limited tankage mean traders are unable to take full advantage of the contango?
- Latest on tankers being parked outside of ports due to storage reaching capacity
- To what extent are ships going slow to help manage storage levels?

Michael Barry, Director of Research, **FGE**

09.50 Exploring the latest on offshore storage of crude oil – is it a viable option for traders?

- To what extent is crude being stockpiled on crude ocean-going tankers and what are the reasons for doing so?
- Assessing how floating storage has contributed to port congestion in key hubs
- What are the latest levels of floating storage and how traders looking to make money by storing oil at sea face a number of challenges
- Outlining the latest supertanker rates – how much is this preventing greater use of floating storage?

Mark Williams, Managing Partner, **Affinity Research LLP**

10.15 Refreshment break

FINANCE & INVESTMENT TRENDS IN TERMINALS & STORAGE & THE LATEST M&AS

10.45 Search for yield and flexibility:

- Who have invested in storage terminals (and why?)
- Normal and recent financing trends of storage terminals

Bert van der Toorn, Managing Director - Head Mid/Downstream, Oil, Gas and Chemicals – EMEA & CIS, **ING Wholesale Banking**

11.10 Examining the latest M&A activity in the storage market and the oil industry at large

- Recent acquisitions of storage terminals in Europe
- How are terminal share prices performing?

Peter Geertse, Commercial Manager**, Zeeland Seaports**

BIOFUELS & ITS RELATIONSHIP WITH STORAGE

11.35 Exploring how environmental commitments make biofuels a growing commodity but when will the storage market see the results from this?

- Future prospects for the biofuels markets and implications for storage supply projections
- · What level of storage capacity is available for biofuels and why?
- · Are the tanks suitable for other products?

Krien van Beek, Owner, **RVB Tank Storage Solutions**

12.00 Networking lunch

INTERNATIONAL PERSPECTIVES – CHALLENGES, OPPORTUNITIES & BEST PRACTICES – PART TWO

13.00 **On stage interview**
Latest in crude imports, emerging refineries and storage developments in China

- Implications of the opening up of the Yangtze River in China for the liquid storage terminals
- Impact of China's Strategic Petroleum Reserve purchase of oil

Liu Chaoquan, Vice President of ETRI, **CNPC**

Interviewed by:
Dr. Michal Meidan, Asian Energy Policies and Geopolitics, **Energy Aspects**

13.25 **Panel**
Asia: Investment, growth prospects and terminal development plans

- What is the latest state of play for oil storage hubs in the region – which markets are expected to witness growth in capacity and capital spending?
- Outlining trade and investment agreements and challenges among Asian markets

Dr. Michal Meidan, Asian Energy Policies and Geopolitics, **Energy Aspects**
Liu Chaoquan, Vice President of ETRI, **CNPC**
Michael Barry, Director of Research, **FGE**

Moderated by:

Niels von Hombracht, Consultant, **Flowcom Consultancy** & Former Chief Executive Officer, **LBC** and Executive Board Member, **Royal Vopak**

14.05 **Panel**
Africa: Evaluating storage capacity and infrastructure investment challenges

- Exploring supply and demand challenges and growth
- Examining supply chain efficiency improvements

Johny Smith, Chief Executive Officer, **Walvis Bay Corridor**
Michael Barry, Director of Research, **FGE**

Moderated by:
Niels von Hombracht, Consultant, **Flowcom Consultancy** & Former Chief Executive Officer, **LBC** and Executive Board Member, **Royal Vopak**

14.35 **Refreshment break**

BEST PRACTICES IN REGULATION & COMPLIANCE

15.05 **Special joint session**
Outlining the benefits of the OCIMF program – the Marine Terminal Information System

Rob Drysdale, Senior Technical Adviser, **Oil Companies International Marine Forum (OCIMF)**
Charles Stuart, Process Safety Manager, Europe, **NuStar Terminals**

15.45 **Recommendations for the design and assessment of marine oil & petrochemical terminals**

Ron Heffron, Vice President / Energy Practice Leader, **Moffatt & Nichol** & Chair, **World Association for Waterborne Transport Infrastructure (PIANC)**

16.10 **Regulations of oil and oil product storage in Turkey**

Mustafa Cagri Peker, Energy Expert, **Energy Market Regulatory Authority, Turkey**

16.35 **Chairman's concluding remarks and close of conference**

Niels von Hombracht, Consultant, **Flowcom Consultancy** & Former Chief Executive Officer, **LBC** and Executive Board Member, **Royal Vopak**

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S&P Global Platts is delighted to reveal that the **European Oil Storage** conference – an essential gathering providing an unrivalled opportunity to network with the worlds' leading storage **owners & operators, oil majors, solution providers and industry & regulatory experts – is celebrating its 10th anniversary.**

Platts has extended the conference to two full days, added more networking opportunities, and has sourced 25 expert speakers to gather for frank discussion and unrivalled debate.

Sponsorship opportunities

Platts European Oil Storage conference provides the perfect environment for networking, making new contacts and developing new business opportunities with senior professionals from across the downstream value chain. A variety of sponsorship packages are available, depending on your particular requirements and budget:

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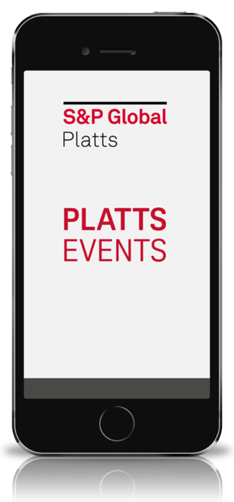
Event laptop and mobile app

Benefit from improved networking on-site by accessing the delegate list, exchange contact information electronically and send live messages to fellow attendees. Additionally, all presentations will be uploaded as soon as they are made available for publication by our speakers.



Companies that attended in 2016 included:

- Arcus Infrastructure Partners
- Avista Oil
- Bitutank
- Bloomberg News
- Blue Water Energy
- BNP Paribas
- Clarksons Platou Shipbroking
- CLH
- Coloured Finches
- Csfppp/Ministry Of Trade Togo
- Delta Rubis Petrol
- Energy Intelligence Group
- First Reserve International
- Flowcom Consultancy
- Glencore Energy
- Global Petrol Storage
- GMA Petroleum
- Gunvor
- Honeywell
- HRG Polska on behalf of PKN Orlen
- iCON Infrastructure
- In-Energy
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- J.P. Morgan Asset Management
- JANAF
- Kennet Oil Logistics
- Lansdowne Partners
- LBC Tank Terminals Group
- Lenz International
- LixCap
- Macquarie Capital
- Macquarie Capital
- Macquarie Energy
- MOL
- Odfjell Terminals (Rotterdam)
- Oil Terminal
- Oiltanking Europe
- Oiltanking
- Oman Tank Terminal Company
- Ontario's Teacher Pension Plan
- Paicu&Sons Consulting SRL
- Petrobras
- Phillips 66
- PJK International
- Port of Tarragona
- Port of Amsterdam
- Port of Rotterdam
- PortStorage Group
- Puma Energy
- Ratio Group
- RVB Tank Storage Solutions
- Sagess
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- Statoil
- Storage Terminals Magazine
- Tank Storage Magazine
- TanQuid
- Terminales Portuarias S.L. – Tepsa
- Tradebe Port Services
- Transcor Oil Services
- Vesta Terminals
- Viscol Oil
- Vopak
- Votob
- VTTI
- Whitehelm Capital
- Zeeland Seaports
- Zenith Energy

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10th Anniversary

European Oil Storage Conference

Capitalizing on global oil industry challenges and developments

January 24–25, 2017 | Hilton Amsterdam | Netherlands

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Pricing	Standard rate
Commercial conference rate	**$1,899 + VAT**
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Group rate (3 or more)	**$1,299 + VAT**

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Venue

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Discounted Accommodation

Your conference registration does not include accommodation. A limited number of rooms have been reserved for the conference attendees at the Hilton Amsterdam at the preferential rates listed below. Please note that these discounted rates will apply for the nights of January 23 and 24, 2017 only. These rates will be honored until January 1, 2017 or until the group block is sold-out, whichever comes first. - subject to availability.

Room rates

Single/Double: €209 + VAT

*Please note: Rate includes 6% VAT and breakfast; however 5% City Tax is excluded.

To book, Guests should call **+31 (0) 20 710 6053** or email the hotel directly at: **joost.vandenoever@hilton.com** with a reservation request that must include the booking Code: GPLAA in order to obtain the aforementioned rates.