

## PETROCHEMICALS TRAINING COURSE – PART II

*A Deeper Understanding of Value Chains, Markets,  
Projects & the Planning Process*

### COURSE CURRICULUM

**08:30**      **REGISTRATION**

**09:00**      **Welcome by ICIS: John Richardson, ICIS Insight Asia**

**09:15**      **Origins of Petrochemical Value - I**

Description of Petrochemical Feedstock Processes

- Refinery operations
- Natural gas operations
- Coal and other feedstock options
- Feedstock options for Petrochemicals and Impact on Process Complexity

*Presented by MMSA*

**10:00**      **Origins of Petrochemical Value - II**

Quantifying Value through Product Chains (Olefins, Aromatics, Chloralkali/Vinyls, C1s (MeOH/Ammonia), Others)

- Basic Cost Considerations (raw materials, co-products, other variable, fixed, financial costs)
- Process economics Overview (Steam Crackers, Aromatics Facilities, Chlorine/Caustic, Methanol, Ammonia)
- Integrated vs. Non-integrated
- Examples/Quantification of Value Added

*Presented by MMSA*

**10:45**      **REFRESHMENTS**

**11:15**      **Beyond the factory gate – Costs and Value of Logistics**

- Importance of Managing Freight Costs
- Shipping Options
- Shipping Cost Estimation
- Outsourcing or operating your own vessels
- Inventory Management Considerations

*Presented by MMSA*

- 12:00 Asian Olefins and Polyolefins markets**
- A12-month view of price direction, demand & supply
  - China: making money is never easy
  - India: making money can be even harder
  - Middle East: A growing influence
- Presented by ICIS Insight Asia*
- 12:45 LUNCH**
- 13:45 China Olefins and Polymer Projects: Too Good To Be True?**
- Are the markets maturing & has there been over-investment?
  - Who is building what, when and where?
  - Feedstock and logistics issues
- Presented by ICIS Insight Asia*
- 14:30 India Projects: The New China?**
- Will the tremendous growth & investment interest last?
  - Who is building what, when and where?
  - Feedstock and logistics issues
- Presented by ICIS Insight Asia*
- 15:15 REFRESHMENTS**
- 15:30 Middle East Projects: New Challenges**
- How feedstock changes & social pressures are changing downstream output
  - Rising costs – but the advantage will remain
  - Who is building what, when and where?
- Presented by ICIS Insight Asia*
- 16:15 Petrochemical Project Planning – factors to consider**
- Project Risks – a Project Financier's view
  - The tools needed for the job – matrices, resources, etc.
  - Developing Cash Flow Estimates
  - Scenario Planning (start-up timing, feedstock costs, finished good price scenarios, etc.)
  - The use and risks of assumptions
- Presented by MMSA*
- 17:15 Course Summary and Wrap-up**
- Presented by MMSA & ICIS Insight Asia*
- 17:30 End of Seminar**