

THE ASIAN OIL TRADING CONFERENCE



An event of the
EURASIAN ENERGY SUMMIT

Shenzhen - Hong Kong **9-11**
December
China 2008

The Organising Committee is pleased to invite you to take part in the upcoming conference, which is devoted to trading mechanisms for oil and products between Russia, Kazakhstan, China and other states in Asia Pacific Region

DAY 1, 9 December 2008

PLENARY MEETING:



Official Support



The SCO Secretariat

Ministry of Energy of the Russian Federation



Ministry of Energy and Mineral Resources of the Republic of Kazakhstan



Welcome addresses

Xu Dingming, Chairman, National Energy Expert Consulting Committee

Akylbek Dzhumabayev, Deputy Executive Secretary, Shanghai Cooperation Organisation

Askar Batalov, Executive Secretary, Ministry of Energy and Mineral Resources of the Republic of Kazakhstan
Ministry of Energy of the Russian Federation

Vladimir Padalko, Chief Representative in P.R.China, Chamber of Commerce and Industry of the Russian Federation

- Chinese energy market reforms, its domestic development policy and Foreign Direct Investments - *Xu Dingming, Chairman, National Energy Expert Consulting Committee*
- The role of SCO in energy relationships development between Russia, Kazakhstan and China - *Akylbek Dzhumabayev, Deputy Executive Secretary, Shanghai Cooperation Organisation*
- Concepts of energy cooperation in Asia - Kazakhstan model - *Askar Batalov, Executive Secretary, Ministry of Energy and Mineral Resources of the Republic of Kazakhstan*
- To be announced - *Representative, Ministry of Energy of the Russian Federation*
- Challenges of the Eurasian Energy Summit - *Andrew Rudenko, General Director, Confidence Energy Ltd*
- The importance of the Eastward direction in Russian energy strategy - *Vladimir Saenko, Deputy Director, Institute of Energy Strategy*
- Current state of Chinese energy balance, its prospects and the role of different energy sources - *Prof. Bao, Chinese Petroleum University*
- The Asian Pacific and Euro Atlantic call on Russian and Central Asian Oil and Gas. Options for Market Competition and Policy Alignment - *Christof van Agt, Independent Consultant, International Energy Agency*
- The role of Chinese coal industry in China's and other APR countries' energy balance - *Pu Hongjiu, Deputy Chairman, Chinese Coal Industry Association*
- Development perspectives of the Ukrainian coal industry and its role on coal markets in other CIS states - *Viktor Poltovets, Minister, Ministry for the Coal Industry of Ukraine*
- Renewable energy sources: government initiatives, implemented and future projects.
- Prospects for cooperation between CIS and South East Asian countries - *Julian Lee, Senior Analyst, Centre for Global Energy Studies*

DAY 2, 10 December 2008

SESSION 1: Supply and Demand - Crude

- Crude supply and demand in China by region and in APR countries: South Korea, Japan - *Wang Nengquan, Chief Economist, Sinochem International Oil Co.**
- The Russian oil industry at the crossroads of change and reform - *Johannes Benigni, Managing Director, JBC Energy GmbH*
- Overview of export logistics of the Russian Federation and the Republic of Kazakhstan in the eastern direction and comparison of export efficiency with Middle East and other sources. Assessment of the relationship between export flows and future trends to the East and to the West from Russia and Kazakhstan - *Julian Lee, Senior Analyst, Centre for Global Energy Studies*

SESSION 2: Supply and Demand - Products

- Overview of the product markets of China. Products pricing and price regulation. The role of mainland and foreign companies in the refining market in China - *Dong Xiucheng, Vice President, China University of Petroleum*
- Crude and products export from Russia to Asia-Pacific: current issues and prospects. The Russian oil industry - overview and forecast until 2020 - *Anna Panovko, Business Development Director, RG Petromarket*
- Domestic market of the Republic of Kazakhstan - *Ministry of Energy and Mineral Resources of Republic of Kazakhstan*
 - Regulation and the cyclic nature of the market. Seasonal export restrictions
 - Technological profile of the main refineries Atyrau, Shymkent Nefteorgsintez, Pavlodar Petrochemicals
 - Potential for export in the eastern direction and comparative rail logistics from the main Kazakhstan refineries

THE ASIAN OIL TRADING CONFERENCE

Shenzhen-
Hong Kong 9-11
December
China 2008



An event of the
EURASIAN
ENERGY
SUMMIT

SESSION 3: Independent refining in China and feedstocks (M100) from Russia and Kazakhstan



- Overview of the independent refining sector in China - the role of large, medium and small refineries. Import regulations and how they affect procurement of feedstocks for independent refiners. Market liberalisation. Demand for straight run fuel oil from Russia and Kazakhstan and possibilities to meet this demand - *Shen Ping, General Director, C1 Energy Limited*
- Export of fuel oil from the Republic of Kazakhstan - existing flows and the future potential: - *TBA, Petrokazakhstan*
 - Fuel oil yield and export structure at the key Kazakh refineries Atyrau, Shimkent, Pavlodar
 - Logistics for Kazakh fuel oil. Rail transshipment facilities at the Dostyk-Alashankou crossing. Arbitrage from NWE and the Med Pricing
- M100 from the Russian Federation - *Elena Chernysheva, Head of Innovative Technologies, OAO VNIPINeft*
 - Key refineries and suppliers
 - Domestic consumption
 - Reduction of the export potential in the light of improving refining efficiency
 - Arbitration opportunities for HS Russian fuel oil
 - Logistics
- Cross border petroleum trading at Alashankou-China - *Xinjiana Alashankou DiPinaXian Company**

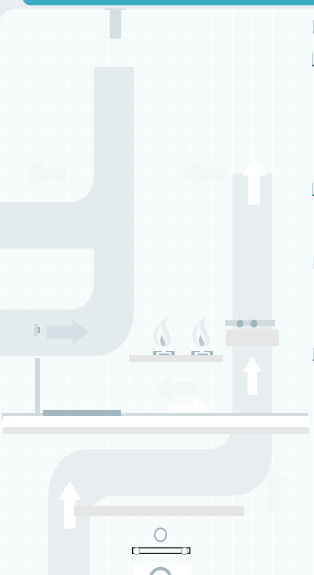
SESSION 4: Making Deals Happen



- Pricing mechanisms for crude and products in Asia Pacific, mainland China, and along the main Sino-Russian/Sino-Kazakh trading routes. New assessments and benchmarks - *Platts*
- Product quality standards and quality control- *Saybolt*
- Financing energy trade in Central Asia and Asia Pacific. Risk management and using exchange and OTC derivatives in trading crude and products between China, Russia and Kazakhstan and in servicing trade flows from the Middle East to Asia Pacific
- Legal aspects of energy trading operations in China. Litigation, arbitration, mediation and enforcement - *Wang ChengJie, Deputy General Secretary, CIETAC*

DAY 3, 11 December 2008

SESSION 5: Logistics of Export and Import (joint session with Russia, China, Kazakhstan Exploration, Production, Refining Conference)



- Alternative transportation routes for Caspian crude - *Nikolay Seregin, Project Director, AO Gazprom neft*
- Pipelines transportation:
 - ESPO Pipeline - construction status, crude availability. The main potential destination from Kozmino - USA or Asia Pacific?
 - Atasu - Alashankou expansion and extension of Kenkiyak - Kumkol
- Exports from Russia by rail
 - Tariffs
 - Destinations
 - Optimisation
- Exports from Kazakhstan by rail - *AO NK Kazakhstan Temir Zholy (Kazakhstan Railways) /The Ministry of Transport and Communications of Kazakhstan, Vice-Minister Dulat Kuterbekov*
 - Tariffs
 - Destinations
 - Optimisation
- Sea freight:
 - Russian Far Eastern terminals - transshipment potential for crude and products. Forecasts for volumes from Russian terminals to China and Asia Pacific - *Roman Mezhlumyan, Head of Monitoring, Rosmorrechflot, Ministry of Transport of Russian Federation*
 - Overview of China's eastern and south-eastern terminal capabilities. Traffic analysis from Middle East to APR - *Zhang Hao, Director, Research and Development Institute, Ministry of Communications of P.R.China*

DAY 4, 12 December 2008

Financing energy projects in Asian capital markets

- Conference and reception organised with support of the Hong Kong Stock Exchange

CONTACTS:

Telephone :+44 (0)208 349 1999 +44 (0)207 328 4888 Fax: +44 (0)20 8349 2999

Speaking opportunities:

Jyldyz Kasymova j_kasymova@cenergy.eu

Registration and sponsorship opportunities:

Tereza Vita t_vita@cenergy.eu

[Http://eurasianenergysummit.com](http://eurasianenergysummit.com)

Disclaimer: This document is a draft overview of the themes to be covered of the Conference. Its publication is intended solely to present the Organisers opinion on the directions of development of the programme. The Organisers do not make any statements and/or guarantees on participation of any above-mentioned organisations or coverage of the above-listed topics. The Organisers welcome constructive suggestions and recommendations on the programme from any interested industry organisations and individuals. Drafts of the programme containing times and locations will be made available to interested industry organisation as they will be developed. The final programme will be issued to the participants and accredited media representatives on registration.