

PTIT Public Training Course

GET TO KNOW YOUR FEEDSTOCK OPPORTUNITIES

(5th to PTIT Series of 6 Courses)

19-21 October, 2007

11th Floor, Suntowers Building B

Vibhavadi-Rangsit Road, Bangkok

Khunying Thongtip Ratanarat
Member of PTIT Foundation
Board & Council of Trustee
Petroleum Institute of Thailand

COURSE OBJECTIVE:

This is a story of what truly drives the profitability of the petrochemical industry. Fundamentally, oil and gas provide feedstock. Learn how the two resources intertwine and are made complicated by a volatile energy market. See what the choice of feedstock depends on. Understand the inevitable naphtha tug-of-war that constantly goes on between the energy and the petrochemical industries. Learn about the emerging varieties of feedstock – ethane, NGL, gasoil, condensate, LPG, etc. – and the most recent trends. Most important, learn from this course how innovative thinking can strategically drive the profitability of your organization.

COURSE OUTLINE:

☑ PETROLEUM PRODUCTS SYNERGY: FUELS OR FEEDSTOCKS

☑ PETROCHEMICAL FEEDSTOCKS OVERVIEW: OIL BASED STREAMS & GAS LIQUID STREAMS

- + Feedstock in an Uncertain Energy Environment

☑ THE PARADIGMS OF THE FEEDSTOCK MARKET

- + Feedstock Availability and Values: Dependence on the Energy Market
- + The Choice of Feedstock: Impacts on Product Market and Profitability
- + Feedstock Flexibility vs. Cost & Income
- + Gas Values in Petrochemicals and Feedstock Competitiveness

☑ FEEDSTOCKS IN THE MARKET

- + Naphtha: The Dominant Feedstock
 - What is Naphtha? - Naphtha Prognosis 2002-2012
 - Naphtha: Fuel/Feedstock Relationship—A Pricing Concept
- + Condensate: The New Comer
 - What is Condensate and What is Ultra-Light Crude?
 - Uses of Condensate
 - Production of Condensate
 - Ethane, NGLs: Feedstocks of Future?
 - Gas Oil & Heavier Feedstock: for when you have no GAS?
 - Petrochemical Feedstock Outlook: An Era of High Prices & Uncertain Supply
 - LPG: What Petrochemicals from LPG
 - Coal: A Returns alternative for high oil price situation?



Petroleum Institute of Thailand

Please register the following delegate(s) for the Public Training Course: 19-21 Oct 07

Name (อังกฤษ) _____
 (ไทย) _____

Position (อังกฤษ) _____
 (ไทย) _____

Email/อีเมลล์ _____

Tel/โทรศัพท์ _____ **Fax/แฟกซ์** _____

Company Name (อังกฤษ) _____
 (ไทย) _____

Address (อังกฤษ) _____
 (ไทย) _____

REGISTRATION FEE:

- Non-PTIT Member** **BHT 33,000 + VAT 2,310 = 35,310**
- PTIT: Full Member** **BHT 23,100 + VAT 1,617 = 24,717**
- PTIT: Ordinary Member** **BHT 26,400 + VAT 1,848 = 28,248**

E14/2007**PAYMENT DETAILS**

- By crossed cheque or bank draft made payable to **“Petroleum Institute of Thailand”** and mail your payment with this registration form to PTIT.
- Wire transfer into the account of **“Petroleum Institute of Thailand”**
 Bank Name: Krung Thai Bank Public Co., Ltd. Tax Number: 3108014757
 Account No. 071-1-02562-2 Branch: Petroleum Authority Swift Code: KRTHTHBK CHIP 007895

ADMINISTRATIVE DETAILS**Venue:** 11th Floor, Suntowers Building B, Viphavadi-Rangsit Road, Bangkok, Thailand, Tel: 0 2273 8333 #1013**Course Hours:** 9.00 – 17.00 hrs. (Registration 8.30 hrs.)**Important Note:** Payment is required with registration and must be received prior to the course date to guarantee your seat. Walk-in delegates with full payment will only be admitted on the basis of space availability.**Cancellation Policy:** A delegate may be substituted for free of charge. A full refund, less 10% administrative charge, will be given if cancellation is received in writing at least 15 working days prior to the training course. A complete set of documentation and a 50% refund will be given for cancellation is received in writing at least 7 working days prior to the training course. Regrettably, no refund can be made for cancellation received less than 7 days prior to the training course. A complete set of documentation will however be sent to you.**Disclaimer:** PTIT reserves the right to change, substitute or cancel any part of the program.**Enquiries:** Please contact Khun Chutima T. at Tel: +66 2537 3769, +66 2537 3592-8 if you need more information about the course, or visit our website at <http://www.ptit.org>**3 Easy Ways to register:** Complete and return your form to Petroleum Institute of Thailand

- Fax: +66 2537 3591
- Email: chutima@ptit.org, hrd@ptit.org
- Post: 18th Floor, PTT Building, 555 Vibhavadi-Rangsit Road, Chatuchak, Bangkok 10900, Thailand

PTIT TRAINING COURSES 2007: The Hydrocarbon Business Series consists of six courses:

1. Introduction to Petroleum and Petrochemical Businesses
2. Understanding the Oil Business
3. Natural Gas & Businesses in Its Value Chain
4. Understanding the Petrochemical Industry & the Lurking Issues
5. Get to Know Your Feedstock Opportunities
6. How to Forecast Demand and Price toward Maximizing Profit

PTIT strongly recommends that the courses should be taken as a whole series (start with No. 1 or No. 2 to No. 6) in the sequence set above in order to maximize understanding and get a clear perspective of the total hydrocarbon business value chain.