

# PTIT Public Training Course

## UNDERSTANDING THE OIL BUSINESS

(2<sup>nd</sup> to PTIT Series of 6 Courses)

8-10 September, 2007  
11<sup>th</sup> Floor, Suntowers Building B  
Vibhavadi-Rangsit Road, Bangkok

**Khunying Thongtip Ratanarat**  
**Senior Consultant/Advisor**  
**Petroleum Institute of Thailand**

### OBJECTIVES:

1. To lay a foundation for the understanding of the oil industry and its synergy with the petrochemical industry
2. To understand the salient characteristics of the oil business
3. To gain knowledge of the world/regional oil markets and related issues leading towards an understanding of opportunity and competition in the oil industry

### COURSE OUTLINE:

- ☑ **TOWARDS UNDERSTANDING THE PETROLEUM AND PETROCHEMICAL INDUSTRIES SYNERGY**
  - + Petroleum Products: Fuel or Feedstock
- ☑ **ECONOMICS OF THE OIL INDUSTRY AND CONSEQUENCES OF ITS STRUCTURE: The Polarity/Dislocation between Demand and Supply**
  - + Reserves and R/P Ratio
  - + Structure & Features
- ☑ **CHARACTERISTICS OF CRUDE OIL MARKET**
  - + Demand / Supply
  - + Trading Pattern
  - + Costs to Produce Oil & Technology
  - + Pricing
- ☑ **REFINING**
  - + Refinery Configuration & Industry Characteristics
  - + Refinery Margins and Outlook: Specs and Refining Margins
  - + Oil Business: Where are we Heading?
- ☑ **PETROLEUM PRODUCTS MARKET**
  - + International Cargo Markets
  - + Product Price Formation and Relationship
  - + Consumer Pricing & the Retail Market
- ☑ **FUTURE SCENARIOS**
  - + Emergence of New Strategic Resources
  - + Geopolitical Game: Strengthening Oneself



Petroleum Institute of Thailand

**Please register the following delegate(s) for the Public Training Course: 8-10 Sep 07**

**Name** (อังกฤษ) \_\_\_\_\_  
 (ไทย) \_\_\_\_\_

**Position** (อังกฤษ) \_\_\_\_\_  
 (ไทย) \_\_\_\_\_

**Email/อีเมลล์** \_\_\_\_\_

**Tel/โทรศัพท์** \_\_\_\_\_ **Fax/** \_\_\_\_\_

**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**

**E06/2007****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:** 11<sup>th</sup> 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](mailto:chutima@ptit.org), [hrd@ptit.org](mailto:hrd@ptit.org)▪ Post: 18<sup>th</sup> 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. Profitability: Demand Forecasting and Pricing

***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.***