

TRAINING COURSE

Trading Strategies for the Petrochemical Industry

The dynamics of the global petrochemical industry are changing rapidly and in profound ways. There is more volatility in the markets and many industry participants are adjusting towards just in time sales and purchase agreements.



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1. An overview of commercial lexicons

2. Commercial optimization along the Value Chain

→ *Case Study 1: I smell an optimization opportunity*

3. Pricing concepts

- Floor, Ceiling and Market concepts
- Netback analysis

→ *Case Study 2: Who should we sell the spot cargo to?*

4. Marketing vs trading

→ *Case Study 3: Quality Gap Risk Management*

5. Evolution of trading centers – Oil and Petrochemicals

6. Commercial risk elements Market

→ *Case Study 4: Sell at fixed or at formula prices?*

- Counterparty
- Credit
- Operations

→ *Case Study 5: Your vessel is going to miss the laycan!*

- Regulatory
- Political

Hedging Strategies in Trading

→ *Case Study 6: Taking advantage of market contango*