

15-16 October 2019 // Dubai, UAE



# 16<sup>th</sup> MIDDLE EASTERN Base Oils & Lubricants Conference

Global Industry Influencers and Regional Drivers  
of Growth for the Middle Eastern Market

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Based on the feedback received from the industry and conference's Programme Committee, we have updated the format of this year's **Middle Eastern Base Oils & Lubricants Conference** with the objective to facilitate your connections within the base oils community, building new and strengthening existing relationships through our new networking opportunities, alongside the expert insights, delegates have become accustomed to.

With high-level content in the **Plenary Keynote**, interactive and structured **networking sessions** and additional resources facilitating connections, including the **new app and networking space**, you will be equipped to identify and react to the best opportunities in the market, whilst gaining vital insight into current market dynamics and the region's automotive aftermarket.

Browse through the agenda to find out more about the key trends covered this year and how they will affect your business; optimise your time out of the office by scheduling meetings ahead of the event on our networking platform and benefit from a customised experience in Dubai this October.



packed with content and networking opportunities



**310** attendees from 39 countries/regions



**4+** **NEW** roundtable sessions



**18** high level speakers



**MORE THAN 8 hours** of networking sessions, lunches and refreshment breaks

## BENEFITS OF ATTENDING & NEW FEATURES

### High-level content

- ➔ Day 1 opens with a Plenary Keynote providing you with business-critical information on Middle Eastern macroeconomics and future transformation strategies
- ➔ Thought-leading presentations will continue across both conference days delving deeper into crucial topics and trends
- ➔ **NEW for 2019** is the Roundtable Session on the afternoon of Day 1 enabling attendees to choose individual topic areas that are of most interest to them

### Extended networking opportunities

- ➔ Day 1 of the event will host dedicated networking time for those looking to meet and do business, fostering commercial connections
- ➔ Networking pods for small, private meetings will be made available throughout the event
- ➔ The new networking platform will help you match with the most relevant attendees and facilitate the scheduling of meetings ahead of the event
- ➔ Refreshment breaks will continue to be included within the conference programme to allow attendees to visit the exhibition area

A **customised experience** whether you are interested in the **content**, the **networking** or both.

# CONFERENCE DAY ONE

## Tuesday 15 October 2019

### 08:00 REGISTRATION AND REFRESHMENTS

### 09:00 Welcome – ICIS

### 09:05 Welcome and Chair's opening remarks

### 09:10 Plenary Keynote - Middle Eastern macroeconomic outlook

- Review how developments within the Gulf's oil market are currently influencing its economics
- What impact are corporate transactions having on the financial landscape of the region?
- Insights into the economic outlook for the non-oil sector across the Middle East

**Inayatullah Qureshi**, Associate Partner, Financial Accounting Advisory Services, **EY**

### 09:50 Plenary Keynote - Bringing about change and transformation within the Middle East

- Lessons learnt as businesses in the region adapt to meet today's commercial environment and continue to attract domestic and global investment
- As the global fuels industry develops and innovates, how is the Middle East keeping up?
- Outlook for future transformation strategies

**John Carey**, Deputy CEO, **ADNOC DISTRIBUTION**

### 10:30 Plenary Keynote - Globalisation of Standards, a Middle Eastern viewpoint

- Hear best practices in establishing a harmonised standard across the whole of the region
- Role international collaborations will play in these efforts
- How can such activities help fight counterfeit activities?

**Kevin Ferrick**, Senior Manager EOLCS/DEF/MOM, **AMERICAN PETROLEUM INSTITUTE**

### 11:10 REFRESHMENT BREAK AND NETWORKING - NETWORKING PODS OPEN

### 11:40 A balancing act: Supply and demand dynamics across the Gulf

- Historically seen as a Group I market, but with some producers winding down in this space, what does the future look like for Group I in the Middle East?
- Impact of minimal growth rates across the region, and continuing competition from Asia, on Group II
- What is the outlook for Group III as the Gulf's vehicle parc diversifies?

**Izham Ahmad**, Senior Editor, **ICIS**

### 12:10 OEM Perspective: ILSAC GF-6

- Update on the progress of ILSAC GF-6, and test developments
- What opportunities are there for Middle Eastern base oils in the advent of ILSAC GF-6?
- Insights into the direction of OEM specifications going forward

### 12:40 LUNCH AND NETWORKING

### 14:10 Introduction to the Roundtable Sessions

The Middle East's base oils market serves an array of lubricant end applications across a variety of nations across the Gulf and further afield.

New for 2019, this roundtable session enables attendees to choose individual topic areas that are of most interest to them and participate in moderator-led, small, interactive discussions specific to those subjects, looking at best practices and lessons learnt.

The afternoon will consist of 2 one-hour sessions, which the moderator will lead group discussions and networking at each of the 3 tables. After 40 minutes, the moderator will then present, to all roundtable participants, the findings from their roundtable. Structured networking will be taking place in parallel to the roundtable sessions, allowing attendees to choose whether they wish to attend the content or the networking over the course of the afternoon.

### 14:15 Roundtable Session A

#### 1. Role of synthetics in the Middle East

#### 2. Using packaging to fight counterfeit

**Mohammed Hanif Sattar**, Vice President, Operations, **ALHAMRANI FUCHS PETROLEUM**

### 15:15 REFRESHMENT BREAK AND NETWORKING

### 16:00 Roundtable Session B



#### 1. Sanctions: How will they affect demand supply?

**Atousa Mahmoudpour**, Head of Iran Desk, **EVERSHEDS SUTHERLAND**

#### 2. Industrial lubricants in the Middle East

### 17:00 END OF CONFERENCE DAY ONE

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# CONFERENCE DAY TWO

## Wednesday 16 October 2019

### 09:00 Welcome and Chair's opening remarks

### 09:15 Is Africa still a dynamic environment for Middle Eastern lubricants?

- Africa has previously provided the Middle East with volumes of growth – does this look to continue?
- What impact is the proposed increase in tariffs in Nigeria going to have on supplies coming from the Middle East?
- Does North Africa present any specific opportunities for the Middle East?

### 09:45 Market Spotlight: Saudi Arabia

- What is Saudi Arabia's overall impact on the Middle Eastern oil market from a seller's perspective?
- Insights into current marketing challenges across the nation
- To what extent are national political drivers affecting the region's lubricants industry?

**Khurram Nadeem**, *National Sales Sr Director*, **AL KHORAYEF LUBRICANTS COMPANY - CASTROL KSA**

### 10:15 Drivers of growth in the regional automotive aftermarket

- Significance of changes in vehicle ownership and user patterns on the Gulf's automotive aftermarket
- What weight does the existing vehicle parc bear on the future aftermarket?
- How will Expo 2020 affect the region's vehicle parc, and subsequently its automotive aftermarket?

**Vitali Bielski**, *Principal Consultant - Mobility*, **FROST & SULLIVAN**

### 10:45 REFRESHMENT BREAK AND NETWORKING

### 11:15 Driveline additives for the Gulf market

- Insights into trends impacting the driveline industry in the Middle East
- What are the future specifications for gear oils and transmission fluids across the region?
- How does the demand for such additives currently differ between passenger and heavy duty vehicles?

**Senior Representative**, **AFTON CHEMICAL**

### 11:45 The Gulf as a major marine hub

- How is the Gulf preparing for IMO 2020?
- Is this regulation affecting the integrated value chain, including ports, in the region?
- What does the marine fuel sector look like in the Middle East post-2020?

### 12:15 Impact of sulphur restrictions on Middle Eastern lubricants industry

- Assess the suitability of Middle Eastern crude for low sulphur products
- How will the shift towards low sulphur fuels and lubricants affect the region's feedstock supply?
- Insights into how the requirements of low sulphur fuels differ if not destined for a marine application

### 12:45 LUNCH AND NETWORKING

### 14:00 END OF CONFERENCE



## TRAINING COURSES

In addition to the conference, we are also offering the opportunity to take part in the **Base Oils Training Series**, which take place before the conference on 13 – 14 October. You may choose to attend one or both days of the training, depending on your requirements.

### BASE OILS I TRAINING Sunday 13 October 2019

#### Base Oils - Fundamentals of the Base Oils Business

**08:30 REGISTRATION AND REFRESHMENTS**

**09:00 Welcome, safety and housekeeping**

**09:05 I. Global Base Oil Refining Overview**

- Global crude refiners: who makes base oils?
- Crude types and terminology
- Crude for base oils vs. fuels refining

**10:00 II. Base oil manufacturing: solvent processing**

- Base oil overview - definitions and terminology
- Historical manufacturing: solvent processing
- Example: Arab Light 95 VI via solvent processing

**11:00 REFRESHMENTS AND Q&A**

**11:15 III. Base oil manufacturing: hydroprocessing**

- Hydroprocessing terms and general overview
- Lube hydroprocessing: the newer technology
- Example: Arab Light 95 VI via hydroprocessing

**12:15 IV. Self-quiz and group review**

**13:30 LUNCH**

**13:30 V. Base oil product quality fundamentals**

- The API base oil groups: I, II, III, IV and V
- Comparison of solvent and hydroprocessing qualities
- Discussion – are API groups still relevant today?

**14:15 VI. Base Oil Demand (Finished Lubricants 101)**

- Correlating base oils to finished lubricants
- Transportation, industrial and process oil segments
- Base oil quality trends within each sector

**15:00 REFRESHMENTS**

**15:30 VII. Lubricant additives & lubricant supply chain**

- Additive introduction and overview
- Finished lubricant supply chain

**16:00 VII. The future of base oil – trends to watch**

- Manufacturing: shared fuels-lubes hydrocracking
- Game changers? Gas-to-liquids (GTL) base oils
- What about re-refining and bio-lubricants?

**16:45 Feedback forms - class survey**

**17:00 Closing remarks and end of seminar**

### BASE OILS II TRAINING Monday 14 October 2019

#### Base Oils – Product Quality and Global Profitability

**08:30 REGISTRATION AND REFRESHMENTS**

**09:00 Welcome, safety and housekeeping**

**09:05 I. Refresher: Key concepts from Base Oils I**

- Technology and terminology
- Naming conventions and viscosity labels
- Key base oil properties and where they're controlled
- API Groups: the detailed definitions

**10:00 II. Volatility Requirements - A Game Changer**

- The technical details of viscosity index (VI)
- Volatility – another property to know about
- VI – Volatility – Viscosity relationships

**10:45 REFRESHMENTS AND Q&A**

**11:00 III. Viscosity & Engine Oils: an overview**

- Viscosity measurement under different conditions
- Putting it together: SAE J-300 Engine Oils
- Why engine oils matter to all other base oil sectors

**12:00 IV. Global Variations in Base Oil Quality**

- Major Supplier Comparisons: Group I, II, III qualities
- Regional differences and rationale
- GTL and PAO: quality nirvana (for some applications)

**12:30 LUNCH AND Q&A**

**13:30 V. Base Oil Refinery Profitability**

- Fuels versus lubes: who pays for what?
- By-products from base oil plants
- Example Group I vs Group II vs Group III profitability

**14:15 VI. Base Oil Pricing Mechanisms**

- Mechanisms – what sets base oil price?
- Finished lubricant drivers impacting base oil price
- Going forward: tiered pricing

**15:00 REFRESHMENTS, OPEN FORUM AND Q&A**

**15:30 VII. Base Oil Forecasting Methodology**

- Current global supply and demand
- Factors to consider when doing a base oil forecast
- Example: A simplified 2025 base oil forecast

**16:15 VIII. Trends: Oversupply Survival**

- Unintended consequences of hydroprocessing – oversupply and shortfalls
- New survival schemes required

**16:45 Course evaluations and feedback**

**17:00 End of programme**



## VENUE

This year the conference will take place at the InterContinental Dubai - Festival City in Dubai, UAE.

Address:

PO Box 45777, Dubai, United Arab Emirates

Phone: **+971 4 7011111**

Website: <http://www.ihg.com/intercontinental>

## ACCOMMODATION

ICIS have negotiated a special rate for delegates at both the InterContinental Dubai Festival City and the Crowne Plaza. They are both interconnecting hotels and within easy walking distance to the conference. The conference is between both hotels.

Please visit our website at [icisevents.com/middleeastbaseoils](http://icisevents.com/middleeastbaseoils) for more information.

# DELEGATE FEES

Ticket Type	Early Booking Fee (by 8 August)	Standard Booking Fee (after 8 August)
<b>Conference Pass</b> 15 - 16 October	<b>\$1,571.43</b> (+5% VAT) = \$1,650*	<b>\$1,857.15</b> (+5% VAT) = \$1,950*
<b>Base Oils I Training</b> 13 October	<b>\$1,550</b> (+5% VAT*) = \$1,627.50	<b>\$1,750</b> (+5% VAT*) = \$1,837.50
<b>Base Oils II Training</b> 14 October	<b>\$1,550</b> (+5% VAT*) = \$1,627.50	<b>\$1,750</b> (+5% VAT*) = \$1,837.50
<b>Base Oils I &amp; II Training</b> 13-14 October	<b>\$2,900</b> (+5% VAT*) = \$3,045	<b>\$3,300</b> (+5% VAT*) = \$3,465

We have limited tickets at these prices so please ensure you book your place as soon as you can.

\*Please note all prices are per attendee and VAT is charged at 5% for all attendees. VAT registered in United Arab Emirates (VAT NO: 100480817400003)

## GROUP DISCOUNTS

The following group discounts are available for attendee bookings for the conference from the same company at the same time. This discount is only available after 8 August 2019:

- ➡ For 4-5 attendees:  
**10% discount off the standard booking fee** (inclusive of VAT)
- ➡ For 6-7 attendees:  
**12.5% discount off the standard booking fee** (inclusive of VAT)
- ➡ For 8 or more attendees:  
**15% discount off the standard booking** (inclusive of VAT)

If you would like to make a group booking please contact our registrations team on telephone +44 (0) 20 8652 3233 or [events.registration@icis.com](mailto:events.registration@icis.com)

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