

The Energy Market's  
Independent Consultants

Course Prospectus

# Analyzing Oil Markets Training Program

2016



JBC ENERGY  
— ASIA —

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# Introduction

## Analyzing Oil Markets

Analyzing Oil Markets has been designed to provide participants with a thorough understanding of oil market fundamentals and with the skills to identify mission critical information. The focus of the course is firmly on commercial factors making it perfect for anyone in a market facing role.

Utilising JBC's 20 years as oil market analysts and researchers the course exams how oil markets work from wellhead through refining all the way to the end user.

Analyzing Oil Markets also takes advantage of JBC's proprietary forecasting data known as SuDeP™ to identify future industry trends.



# Course Overview

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- **Crude Oil 101**
- **Crude Oil Pricing**
- **Oil Supply**
- **OPEC**
- **Oil & Politics**
- **Crude Oil Trade Flows**
- **Oil Transportation**

Upstream



- **Refining 101**
- **Refined Products**
- **Oil Demand**
- **Refinery Challenges**
- **Trade Flows**
- **Storage & Inventories**
- **Alternative Fuels**

Downstream



# Program Outline

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## Crude Oil 101

- Examine API and sulphur based classifications
- Understand the differences between heavy & light crudes

## Crude Oil Pricing

- Investigate the key global crude oil benchmarks and their role in the market
- Examine the pros and cons of official selling prices (OSPs)

## Oil Supply

- Identify the key factors influencing global oil supply
- Discuss investment and production costs and the impact on supply

## OPEC

- Understand the group's production, pricing and investment policy
- Learn about the history and objectives of OPEC

## Oil & Politics

- Identify major geopolitical hotspots
- Examine how political risk impacts oil prices

## Crude Oil Trade Flows

- Review past and present trade flows and their history
- Discuss barriers to moving crude oil between markets

## Oil Transportation

- Discuss global crude oil tanker markets
- Examine the current existing pipeline networks for crude oil

# Program Outline

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## Refining 101 (Non-Technical)

- Learn about typical refining set-ups and processes
- Investigate refinery units and their suitability for different products

## Refined Products

- Define different products and learn about their applications
- Investigate recent and future specification changes

## Oil Demand

- Review historical oil demand developments
- Investigate current and future trends

## Refinery Challenges

- Become familiar with the current status of refiners around the world
- Review the expansion and consolidations plans of refiners in different markets

## Trade Flows

- Examine regional and country product balances
- Gain insights on new product trade flows from the US

## Storage & Inventories

- Learn how to evaluate inventory data
- Understand the relationship between inventories & prices

## Alternative Fuels

- Analyse the impact of alternative fuels on the oil sector
- Examine the different alternative fuels available

# Who should attend?

Analyzing Oil Markets is ideal for anyone looking to improve their knowledge of how oil markets function from wellhead to the end user. The program is also perfect for senior personnel looking for an up-to-date refresher course!



# Course Facilitator

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**Richard Gorry** is the Managing Director of JBC Energy Asia (Singapore). Richard has been providing consulting and advisory services to the world's leading oil and gas companies for almost 10 years.



Richard began his career as an oil and gas analyst with PVM Vienna contributing his insights into a range of reports covering crude oil, refined product and natural gas markets. He later went on to become the Senior Consultant at JBC Energy with particular focus on supply, trading and risk management in the oil and gas industry, before moving to his current position in Singapore. Richard continues to provide his insight and analysis in a wide range of consulting projects and at conferences and workshops throughout Asia and the Middle East. Richard is a guest lecturer at the Ulsan National Institute of Science & Technology, South Korea.

# Background

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**Since its establishment in 1994, JBC has been providing participants with the knowledge and skills required for optimal performance in an ever-changing high risk environment.**

**Our hands-on experience and expert content guarantees that our courses will meet the requirements of all participants who want to further their commercial “on the ground” understanding of the oil business.**

**JBC has trained hundreds of senior executives, traders, analysts, operational and finance personnel in the world’s largest energy companies.**

**JBC also offer courses in Oil Market Analysis, Risk Management & Pricing in Energy Trading and Refining.**





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