

# Tank Storage Asia Conference Programme

## Day 1: 10 November

### SESSION ONE: Market outlook for Asia

#### 09.00 Chairman's opening remarks:

Ben Holt, Vice President, Downstream Consulting, Wood Mackenzie

#### 09.15 Malaysia as an emerging storage hub

- Developments at Independent Oil Terminal at Assar Senari Industrial Complex
- Advantages of third party storage in Malaysia
- Storage capacities and availability across Asia
- Infrastructure challenges
- Impact of mandatory biodiesel blends

Mohd Aiman Abdullah General Manager, Independent Oil Terminal Kuching

#### 09.45 Legal aspects of mergers and acquisitions and project financing

- Advice for making terminal acquisitions in Asia
- Project finance and structured commodity finance
- Equity regimes for foreign ownership
- Advantages of investing into existing facilities versus Greenfield development

Damian Adams, Partner, Watson, Farley & Williams, Singapore

#### 10.15 Drivers of revenues in the petroleum storage sector

- The objectives of the various classes of players (independent operators, oil companies, traders, funds and banks)
- Trends in industry restructuring
- Outlook for the sector

Ben Holt, Vice President, Downstream Consulting, Wood Mackenzie

#### 10.45 Tea/coffee break in exhibition hall

#### 11.15 Security risks and challenges of tank storage in the oil and gas industry

- Deter, Detect, Delay and Respond
- Policy and regulations that shape commercial operations and impact security
- Protecting terminals against threats
- Securing critical infrastructure assets
- Realising vulnerabilities and damage control

Cdr. Jasbir Singh Solanki, Head Critical Infrastructure Group, Mahindra SSG

#### 11.45 Turning risk based asset management into a strategic capability

- The changing role of tank storage in the petrochemical supply chain
- What do these new challenges ask of tank operators?
- How can a risk based approach help deliver maximum value from new and existing assets

Wijnand Moonen, Global sector leader for downstream sector services, Lloyds Register Asia

#### 12.15 The role of benchmarking in terminal performance improvement

- Advantages of benchmarking terminals for annual operational efficiency
- Assessing terminal performance



- Cutting costs and reducing manpower
- Case study: Results from a terminal project

Brad Wood, Vice President of benchmarking, Juran Institute

#### 12.45 Lunch in the exhibition hall

### SESSION TWO: Tank integrity & maintenance

#### 2.00 Chairman's opening remarks

Ben Holt, Vice President, Downstream Consulting, Wood Mackenzie

#### 2.15 Oil&Gas downstream business: perfect order-to-cash processes

- Optimising the dispatch process from order taking to billing
- Terminal management
- Integration of terminals, refineries and service stations

Anthony Lim, Director, Implico

#### 2.45 How to safely move a tank and repair foundations

- Evaluation of stresses from tank lifting
- Avoiding tank failures
- Tank modelling

Alex Fereidooni, Teng

#### 3.15 Tea/coffee break in exhibition hall

#### 4.00 Overfill protection

- Complying with API 2350 and IEC61508/11
- How to improve safety at the terminal
- Past incidents, could this happen to you?

Volker Schulz, Tank and Terminal Management, Endress+Hauser

#### 4.30 Alternatives to steel - HDPE

- Benefits versus steel
- Technical specifications
- Rheomax applications
- Case studies

Glyn Owens, Commercial Director, Franklin Fueling Systems

## Day 2: 11 November

### SESSION THREE: Creating value in storage

#### 09.00 Chairman's opening remarks:

ONG Eng Tong, Business development, Asia Pacific, Mabanft, Singapore

#### 09.15 Storage opportunities, business case challenges and regulatory hurdles in Indonesia

- Business challenges
- Capacity levels and new investment
- Overcoming regulatory hurdles
- Market outlook

Jeff Wilson, Director, Synergy Downstream

#### 9.45 Refinery capacity outlook for Asia and the impact on trade flows and storage capacities

- Comparing current storage capacity with required future capacity
- Upcoming refining investments
- The role of floating storage in meeting demand
- Crude production outlook

Auden Kaehler, Downstream manager, PFC Energy

#### 10.15 Tea/coffee break in exhibition hall

#### 11.00 Considerations when planning, designing, building or expanding a marine liquid terminal

- Site selection criteria
- Front End Engineering Design (FEED) Guidelines
- Case studies across Asia: leading storage Terminal operators
- Development opportunities for storage operators
- Local challenges in Asia

Kathleen Koh, Deputy Managing Director, BMT Asia Pacific

#### 11.30 Securing project finance for terminal expansions and acquisitions

- The impact of the economic crisis
- Structuring a bankable deal
- Alternative funding sources
- Case studies for storage operators across Asia

Daniel Klinger, Head of Project Finance, Renewable Asia, Natixis

#### 12.00 Networking lunch in the exhibition hall

### SESSION FOUR: Best practices for terminal operators

#### 2.00 Chairman's welcome back

ONG Eng Tong, Business development, Asia Pacific, Mabanft, Singapore

#### 2.15 Product blending, homogenisation And bottom sludge control

- New concepts for tank mixers Protecting the tank from corrosion
- Projected flow patterns
- The use of software packages to determine equipment positioning

Rob O'Brien, International Sales Manager Mixing Solutions

#### 2.45 Ensuring tank integrity through tank floor scanning

- Method limitations and its impact
- Corrosion pattern and how it impacts tank integrity

Muhammad Rudaini Ahmad Zaki, Rosen Inspection

#### 3.15 Networking break in exhibition hall

#### 3.45 New developments in tank gauging technology

- Future outlook of tank gauging requirements
- Case studies on installations in Asia
- Breakthrough unique design of radar gauges
- New levels of SIL approved safety and tank overfill protection

Johan Sandberg, Rosemount Tank Gauging

#### 4.10 Using climate control equipment to Enhance interior blasting and lining applications

- Using dehumidification technology
- Keeping corrosion in check

David Simkins, Business Development Manager, Munters Moisture Control Services

#### 4.35 Tight control of terminal operations

- Reducing the risk of environmental contamination and human errors
- Safety features for emergency management
- Preventing unpredictable costs and reputation risks

Koen Druyts, Account Manager, Siemens - Industry Division

#### 5.00 Close of conference



#### 5.00 Close of conference day one

### Networking reception in exhibition hall



Please note the conference programme is subject to change. All information was correct at time of printing

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