



AMEA
BLW
2018

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2nd Asia, Middle East and Africa (AMEA) Base Oil, Lubricant and Wax (BLW) Conference

Co-Located Bitumen and Base Oil Conferences
Side by Side in India for the First Time

August 1-2, 2018

The Leela Mumbai, Sahar, Andheri (E), Mumbai

www.amea-conferences.com

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The 2nd Asia, Middle East and Africa (AMEA) Base Oil, Lubricant and Wax (BLW) Conference themed “**Connecting the Dots of an Evolving Global Base Oil, Lubricant and Wax Market**” will be jointly organized by Petrosil’s Base Oil Report and Rex Fuels in Mumbai, India on August 1-2, 2018.

Co-Located Side By Side Global Bitumen And Base Oil Conferences In India For The First Time!

Meet The Largest Base Oil, Lubricant and Wax Buyers and Sellers from Asia and the Middle East in One Place!

As the region undergoes tremendous changes and is expected to attract energy companies of all sizes from the largest global players to the smaller traders, AMEA BLW hopes to tie in the perceived supply and demand challenges and connect the dots of the industry in the region.

The AMEA BLW Conference will provide a comprehensive overview of the region’s markets including the latest trends, drivers, competitive landscape, logistics updates, technology developments, demand and supply information and will offer delegates the opportunity to network with leading industry experts, exchange information and have access to premium presentations.

The Indian sub-continent is strategically placed geographically and has the advantageous position in terms of proximity to these important locations and will provide delegates in the industry with the platform and resources to turn challenges into opportunities in the region.

Asian countries like China, India and other countries have some of the fastest growing and dynamic Base Oil, Lube and Wax markets, while the Middle East is fast becoming a regional hub for good quality base oil supplies and Africa is evolving and emerging into a prominent market offering tremendous opportunities to the industry’s refiners, suppliers, blenders in the region.

With significant trade, Group I plant closures, a shift to Group II and III base oils, capacity increases, technological changes and product innovations taking place in the region, this market is poised to play a key role in shaping the future of the global Base Oil, Lubricant and Wax market.

The conference has been priced competitively to encourage greater industry participation so that there is a greater opportunity to network with a larger number of Base Oil, Lubricant and Wax suppliers and genuine buyers and end users.

India is the World's Third Largest Lubricant Market Poised to Make a Global Impact!

IMPORTS

More Than 2.5 Million Tons of Base Oil was Imported into India in 2017!

TECHNOLOGIES

India is Changing Gears Fast to Embrace New Technologies (BS IV to BS VI migration by 2020)

OPPORTUNITIES

Opportunities & Challenges in India's Changing Lubricant Landscape Impacted by Post Demonetization, BS VI a and GST

Who Should Attend?

Any entity directly or indirectly connected to the global Base Oil, Lubricant and Wax industry will benefit from attending the 1st BLW Conference. Refiners, Producers, Exporters, Importers, Buyers, Additive Companies, Logistics Companies, Consultants, Shipping Companies, Storage Companies, Transporters, Packaging Companies, Plant and Equipment Manufacturers, Specialty Oil producers and suppliers, Customs Departments, Government Agencies, Institutions etc will find great value in attending the conference.

AMEA Base Oil, Lubricant and Wax Conference 2017 Photos



Strengthen Your Brand with Strategic Sponsorship and Exhibition Opportunities!

2nd AMEA Base Oil, Lubes and Wax Sponsorship and Exhibition Packages with Key Benefits and Features

- Strengthen your brand at the premium AMEA Base Oil, Lubes and Wax event
- VIP Seating at the conferences and for the lunches
- Global brand visibility and recognition
- Logo and website link on the conference website, brochures and marketing materials
- Logo on the main projection screen
- Various sponsorship and packages tailor made to suit your budget and needs
- Dedicated exhibition areas and table tops to showcase your products and services in high traffic areas during networking and refreshment breaks
- Advertisements in the conference book
- Special delegate registration prices and passes for sponsors and guests
- Special meeting and networking areas designated for sponsors to set up meetings
- Sponsorship of collateral materials
- Hosting of the lunch and dinner functions
- Special coverage and mention in announcements, newsletters and material distributed to Petrosil members

For sponsorship and exhibition opportunities and packages, please write to info@baseoilreport.com

AMEA Base Oil, Lubricant and Wax Agenda

AMEA Base Oil, Lubricant and Wax Conference - Day One | Aug 1, 2018 - Wednesday

8:30 AM	Registration, Exhibition Table Setup and Coffee
9:00 AM	Chair's Welcome and Opening Remarks Mr. Shailendra V.Gokhale, Managing Partner-Rosefield DAA International
9:15 AM	Keynote Address: Current Trends Impacting the Indian Lube Market - Mr. Sanjay Kumar, General Manager - Business Development, Hindustan Petroleum Corporation Ltd
9:45 AM	How the AMEA Region Works Together to Grow Together- Mr. Shailendra Gokhale, Rosefield DAA International Consultancy LLP
10:15 AM	Q&A Session
10:30 AM	Coffee Networking Break
11:00 AM	Middle East Base Oils Market & Regional Trade Flows - Mr. Sudip Shyam, Global Head - Base Oils, Gulf Petrochem Group
11:25 AM	Overview of Base Oil, Lubricant and Wax Market in Iran and India - Mr. Farzad Zandi, Commercial Director, Sepahan Oil Company
11:50 AM	Lubricants in the Middle East and Way Forward - Mr. Bhupinder Singh, Independent Consultant, (Ex BAPCO and Castrol)
12:15 PM	The Future of Group I Base Oils and Waxes in the Middle East - Mr. Majid Safdari, Commercial Director, Vista Energie
12:40 PM	Q&A Session
1:00 PM	Networking Lunch
2:30 PM	Marine Fuels And Lubricants : Managing Complexity Towards 2020. Ms. Caroline Huot, Global Head – Lubricants, Cockett Marine Oil Group, Singapore
2:55 PM	Formulation Strategies for Fuel Economy - Mr. Harshad Jambaulikar, Regional Manager, Afton Chemical
3:20 PM	Evolving OEM Needs in India and How They Can Be Met Mr. Shiva Raj Mehra, Head – Automotive OEM Business Operations, Gulf Oil India Lubricants India Ltd
3:45 PM	Q&A Session
3:55 PM	Coffee Networking Break
4:15 PM	Overview of Process Oils Market in India - Ms. Sushmita Dutta, Project Manager, Kline & Company, India
4:35 PM	Base Stocks for Lubricants and Wax Stocks - Projections - Prof. M. C. Dwivedi, Ex Department of Chemical Engineering, IIT Mumbai
5:00 PM	Q&A Session
5:20 PM	Chair's Closing Remarks and Summary of Day One
5:30 PM	End of Conference Day One

AMEA Base Oil, Lubricant and Wax Conference - Day Two | Aug 2, 2018 - Thursday

9:00 AM	Chair's Welcome and Opening Remarks - Mr. Shailendra V.Gokhale , Managing Partner-Rosefield DAA International
9:15 AM	Base Oil Balance in Synthetic Lubricant Formulations Mr. Rajib Saha, Business Manager - Lubricants, Brenntag India Pvt Ltd
9:40 AM	Engine Oils for the Next Generation Diesels - Mr. N C Sekharan, Private Consultant to the Industry
10:15 AM	Q&A Session
10:30 AM	Coffee Networking Break
11:15 AM	Payment Term Options for Base Oil Importers and Exporters - Eng. S.M. Bazergan, Managing Director, Kaywan Gen. Trading L.L.C.
11:35 AM	Anti profiteering in the context of lube industry from GST perspective - Mr. D Arvind, Founder & Managing Partner, D Arvind and Associates
12:05 pm	The Development of Indian Wax Market in the Past and Coming Years-Domestic & Export Markets Mr. Nitiin Kumar Goel and Mr. Rohan Goel, Prem Oil Group
12:15 AM	Q&A Session / Panel Discussion
12:45 AM	Lunch and End of Conference Day Two
2:30 AM	AMEA Base Oil, Lubes and Additives Post Conference Workshop The Fundamentals of Base Oils, Additives and Lubricants & Most Critical Aspects of Lubricants Value Chain - Mr. Shailendra V.Gokhale, Managing Partner-Rosefield DAA International
3:30 PM	Coffee Networking Break
5:30 PM	End of Post Conference Workshop

Speakers

Early Confirmed speakers for the 2nd AMEA Base Oil, Lubricant and Wax Conference

 Mr. Ravi Chawla Managing Director, Gulf Oil Lubricants India Limited	 Mr. Sudip Shyam Global Head - Base Oils, Gulf Petrochem Group	 Mr. Farzad Zandi Commercial Director, Sepahan Oil Company
 Mr. Shailendra Gokhale Rosefield DAA International Consultancy LLP	 Mr. N C Sekharan, Vice President - Direct Sales, Raj Petro Specialties Pvt Ltd	 Mr. Stephen Dawe Morris Lubricants
 Mr. Hari Prakash M Chief Executive Officer, GP Petroleums Ltd.	 Ms. Caroline Huot Global Head – Lubricants, Cockett Marine Oil Group, Singapore	 Mr. Sanjay Kumar General Manager - Business Development, Hindustan Petroleum Corporation Ltd
 Mr. Majid Safdari Commercial Director, VISTA ENERGIE	 Mr. Bhupinder Singh Lubricants Sales & Marketing Head, Bahrain Petroleum Company (BAPCO)	 Ms. Golnaz Aboutorabian Managing Director, AB Petrochem Pvt. Ltd
 Mr. D Arvind Founder&ManagingPartner, D Arvind and Associates	 Ms. Sushmita Dutta Project Manager, Kline & Company, India	 Mr. Rajib Saha Business Manager-Lubricants, Brenntag India Pvt Ltd
 Mr. Nitin Kumar Goel Prem Oil Group	 Mr. Rohan Goel Prem Oil Group	 Mr. Siva Shankar Kasturi OEM Manager - India & South East Asia, Shell
 Prof. M. C. Dwivedi (Retired) IIT Mumbai (Chemical Engineering)	 Mr. Harshad Jambaulikar Regional Manager, Afton Chemical	

AMEA Conference Fees

Delegates may attend both events which will be co-located side by side for the price of one. Register for either conference and have access to both! Please select from the various registration options below.

- Base Oil and Lubes Conference Full Fee - **US\$ 999**
- Base Oil and lubes Early Bird (payment by June 20th, 2018) - **US\$ 799**
- Base Oil and Lubes Indian Fee (please see conditions below) - **₹ 39,000 plus GST**
- Base Oil and Lubes Indian Early Bird Fee (payment by June 20th, 2018) - **₹ 31,000 plus GST**
- Post Conference Base Oil, Additives and Lubes Workshop - **₹ 15750 plus GST (US\$ 249)**

Team & Group fees are available for 2 or more delegates, please contact us for more details.

Eligibility / Condition for Indian fee:

- Government official from department of transportation, public works and road authorities in India.
- Indian nationals based in India and working for companies fully owned by India or where Indian equity holding is 100%

Fees include participation at all sessions, daily lunch & coffee breaks and a set of conference documentation per person.

Travel, accommodation and visa costs are not included.

Post Conference Workshop

AMEA Base Oil and Lubes Post Conference Workshop Agenda - 2 pm to 5:30 pm August 2nd, 2018 Leela Hotel, Mumbai

 Mr. Shailendra Gokhale, Managing Partner, Rosefield DAA International Consultancy LLP

* For Registration, Sponsorship & Early Bird Offer visit us @ www.amea-baseoil.com

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