

With China's entry into the WTO already approved, all focus are now on how to prepare enterprises and government organisations, both foreign and Chinese, for the new competition and business opportunities arising from China's WTO membership. The energy sector, both upstream and downstream, is no exception. In fact, with potential new openings in the onshore upstream sector for foreign participation, this sector is looked upon as the *growth* sector. However, with global uncertainty arising from the 9-11 tragedy and a continuing Afghan conflict, plunging product prices for petrochemicals, resulting in low or lesser profits, top oil & gas and petrochemical companies in China are pushed to review current internal structures and operations, with view to re-engineer and restructure for greater competitiveness and survival in these recessionary times. What strategies should foreign suppliers and vendors adopt to match with the changes in the Chinese energy scenario? How could you capitalise on new opportunities in the new energy projects in the Chinese "safe haven", with risk premium going up in many parts of the Middle East and Asia? What is the latest with the West-East LNG pipeline and LNG terminal projects in East and South China? Can you reap any business benefits arising from heightened concerns for environment assessment associated with energy projects in China? How do you build and manage your oil storage tanks in China? Is the latest directive on hazardous substances that restrictive or do you have any recourse? What will happen in the near future with cross-Straits investments in the Chinese energy sector? Why is PetroChina hot on using the Production-Reserve Ratio in developing the Natural Gas sector? These are but some of the burning issues to be treated by the select group of senior officials, experts and investors, both Chinese and international, at this important summit. Make your date with this Summit!

Fax in your Registration Today at 65 7335087, to secure a place at this important Summit!

WHO SHOULD ATTEND:

▲ General Managers ▲ CFOs ▲ Legal Counsels ▲ Business Development Managers, Operations Managers ▲ Plant Directors ▲ Marketing Managers, in both upstream and downstream oil & gas, petrochemical sectors ▲ Risk Managers ▲ Project Finance Bankers ▲ Insurers

PUBLICITY AND BRANDING OPPORTUNITIES:

By being part of this Conference, your corporation is guaranteed high visibility and international recognition. Conferences are the best means to boost your company's corporate image and standing. The value of this sponsorship can never be over-stated. Call Felicia Wee, IBC Asia at tel: 65 8355134, or fax: 65 7335087 or email: felicia.wee@ibcasia.com.sg for more information.

Documentation Purchase

Of course, nothing compares to "being there", but you don't have to completely miss out, if you can't fit this event into your diary. You can purchase the conference papers. Simply tick the box on the registration form, send it with payment and your copy will be on its way to you after the conference. This important document will be the source of invaluable reference for the future. Call Julia Ho, IBC Asia at tel: 65 8355139 or email:

DAY ONE • THURSDAY, 29 NOVEMBER 2001

8.15 Registration & Coffee

9.00 Chairman's Welcome & Opening Address

9.05 Investing in the Oil & Gas and Petrochemical Sectors in China: Update on Key Legal Issues and Investment Incentives

- Market access to China energy sector ■ Ways of investing in oil, gas and petrochemicals in China: Strategies?
- Financing possibilities and constraints ■ Construction and bidding: How would the China Contract Law and Tendering and Bidding Law be applied? Seeking out project partners & sponsors? ■ Latest investment incentives – onshore, offshore,.....

Qin Yu, Partner

Zheng, Liu, Yuan & Zhou Law Office

9.55 Morning Refreshments

10.25 A Post-911/Post-Afghan conflict Outlook: The changing global energy scenario as events unravel, and its implications for the upstream and downstream sectors in China

J Y Kw

SinoSynergy Consultants

11.10 The Strategic Function of the Production-Reserve-Ratio (PRR) in the development of the Natural Gas sector in China

- What is Production-Reserve-Ratio? ■ Its strategic role in China Natural Gas ■ Key Factors determining Production-Reserve-Ratio ■ Why PetroChina chose Production-Reserve-Ratio and strategic considerations

F J Wang

PetroChina

11.45 Panel Discussion:

- A. What would really happen when China joins the WTO and its impact on the Energy Sector
- B. Upstream exploration & processing in China – what's next
- C. An update on the LNG pipeline and terminal projects in China - East-West; North China, Shenzhen, Shanghai
- D. Supplying oil, gas, feedstocks to the Chinese market
- E. Prospects of the Chinese Lubricant market after WTO entry
- F. Global petrochemical and derivatives trends and impact on China's production & procurement
- G. Tax and customs treatment in the oil & gas sector, with focus on VAT on imported oil & gas equipment
- H. Security Protection & Political Risk Insurance for China's energy projects

Speakers of the Summit & invited senior officials from CNPC, PetroChina, SINOPEC, CNOOC, State Planning & Development Commission, State Trade and Economic Commission, China National Chemical Planning Institute, tax authorities, major oil & gas and feedstocks companies

12.15 Luncheon for Speakers & Delegates

2.00 Strategic Supply Chain Management of Hazardous Substances in China Oil & Gas and Petrochemicals

Ringo Gao, Director & General Manager
BGS Logistics

2.40 Storage Tank Construction: Applications to China Oil & Gas and Petrochemicals

Senior Management
Dialog Systems

3.00 Afternoon Refreshments

3.20 Environmental Assessment for Upstream and Downstream energy projects in China – An Update

Dr Husayn Anwar, Managing Director
Sinosphere Corporation

Special Focus: LNG vs LPG

4.00 Competition between LNG and LPG Market: in South China

- Current status ■ Future developments ■ Update on the LNG terminal project in Shenzhen ■ China market demand for LPG, even after the new LNP pipelines and terminal projects are completed ■ What foreign suppliers should look for: pricing, tenure of supply, demand, other contract terms

Wen Zhen Jie, Managing Director
Guangdong Gas Trade Association

Special Focus: Cross-Straits Oil & Gas investment

4.40 Moving forward: Future Prospects in Cross Straits investments in mainland China's upstream and downstream sectors – Risks & Returns

- Past trends ■ Current projects ■ New Opportunities ■ Understanding current thinking on both sides of the Strait and new policies ■ Business implications for international and Taiwanese companies

Dr Warren Huang, President
OSA International Operations Analysis

5.15 End of Day One

DAY TWO • FRIDAY, 30 NOVEMBER 2001

Seminar will commence at 9.00 am and end at 5.00 pm.
Morning & afternoon refreshments will be served.
Lunch will be served from 12.30 to 2.00 pm.

Executive Seminar on

"Profitability Management in the upstream & downstream sectors in a post-WTO China"

led by Dr Warren Huang, President
OSA International Operations Analysis

China will be entering the WTO soon. The oil & petrochemical industries are facing plunging product prices; low profits which push management to restructuring & re-engineering through IT. However, most IT companies are hardware or data-based, which may not prove to be of much help to improve China's competitiveness. With the world still reeling from the 9-11 tragedy and gearing for future

uncertainties from a continuing Afghan conflict, what recourse could companies take to protect assets, maintain profits and ensure survival? A holistic strategic approach could be your solution?

SCOPE:

1. Simulation forecast for post-911 impact on:
 - a. Global energy scenario
 - b. Economic recession
 - c. The China & Central Asia oil, petrochemical & downstream sectors
 - d. Plastics, Fibers Demand & Prices
2. Global recessionary impact on demand, prices, profitability
3. Competition in China imports, domestic and export markets after China joins the WTO
4. Supply Chain Cost Reduction
5. Corporate Restructuring, Re-engineering, Process

Improvement to maximise profitability for companies fighting recession and preparing for keener competition after China's WTO entry

6. Case studies for upstream and downstream sectors

Dr Warren Huang, founder of OSA, received his Ph. D in Chemical Engineering and Operations Research from the Polytechnic Institute of New York and the University of Oklahoma. His experience include 32 years of developing & implementing information & knowledge based global strategic management systems. His expertise lies in feedstock procurement and inventory, plant operation improvement, oil exploration, re-engineering, marketing & sale strategic decision simulation and strategic financial market forecast and risk management. He has also worked closely with the senior management and plant engineers of SINOPEC, CPC and the subsidiaries and multinational oil & gas and petrochemical companies world-wide.