

# 4<sup>TH</sup> IEA IEF OPEC SYMPOSIUM

## SUSTAINABLE PETROCHEMICAL & CHEMICALS GROWTH OUTLOOKS

Eurlng. Henry K. H. Wang

22<sup>nd</sup> January 2014

سابک  
sabic

# SABIC: LEADING GLOBAL PETROCHEMICAL Co



GLOBAL  
HEADQUARTERS

60

WORLD  
CLASS  
PLANTS



18 RESEARCH &  
INNOVATION  
FACILITIES



5 REGIONAL  
HEADQUARTERS



14 TECHNOLOGY  
CENTERS

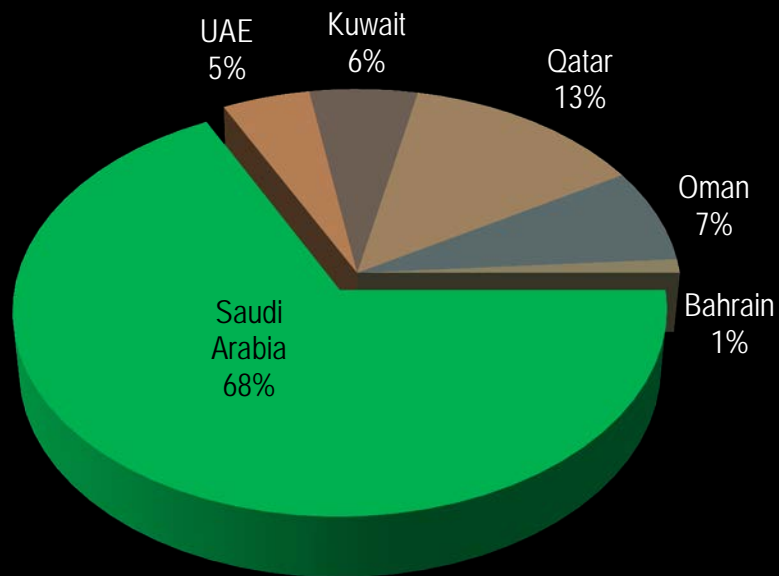
4 APPLICATION  
CENTERS

51 DISTRIBUTION  
HUBS

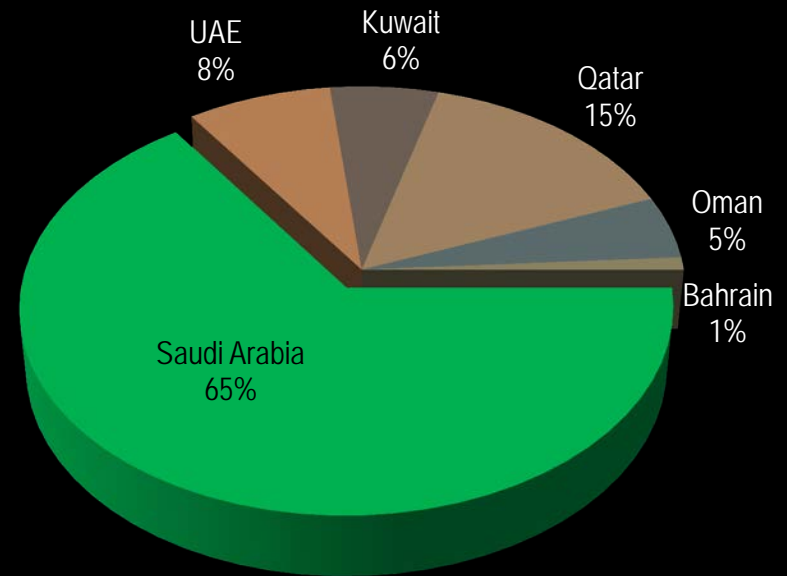
84 SALES OFFICES

# KSA & GCC Petrochemical Growths Strong

**GCC Petrochemicals Capacity 2012**  
Total GCC Capacity = 127.8 Million Tonnes

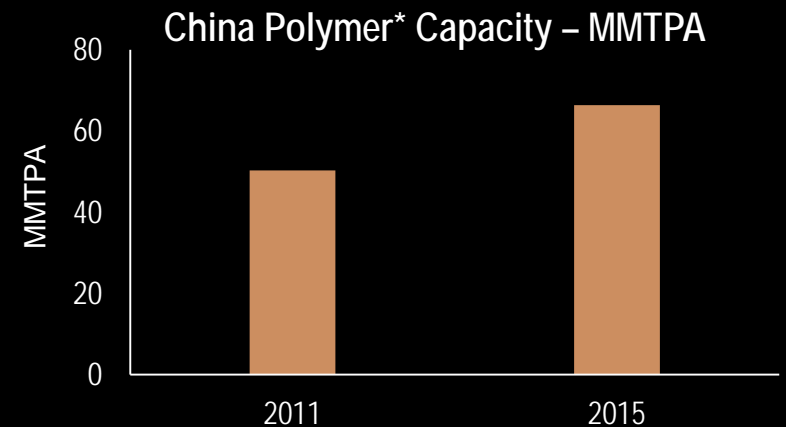
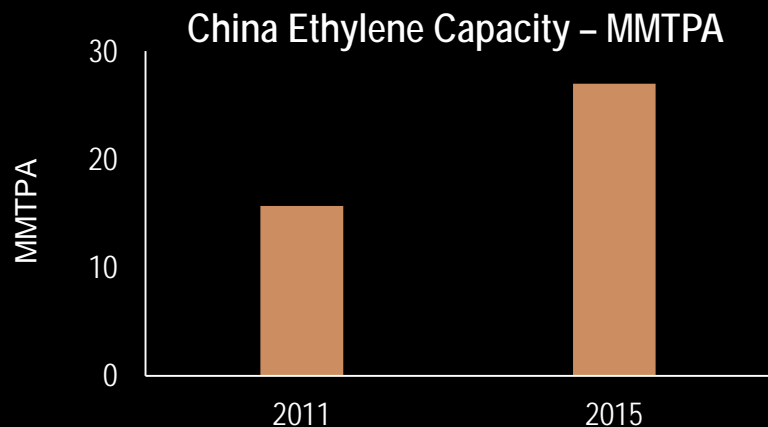
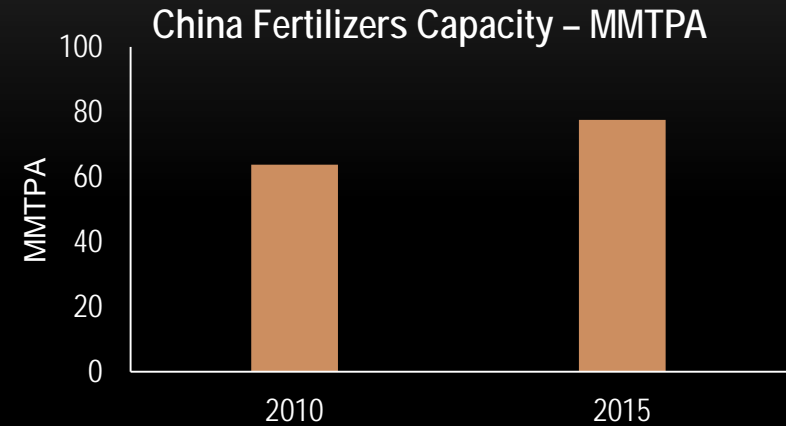
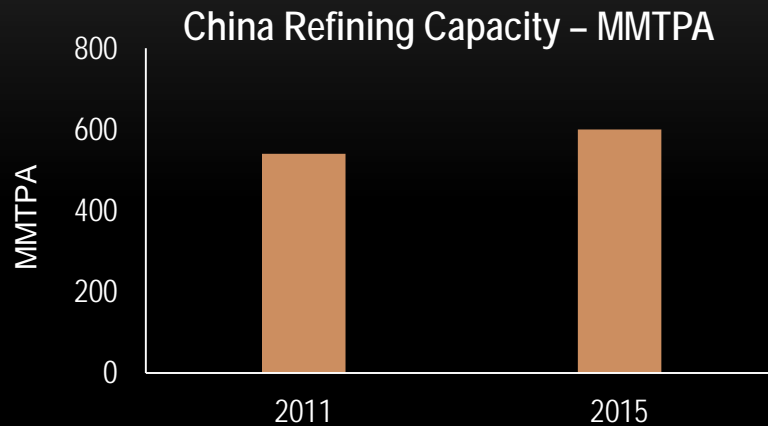


**2020 Forecasted Capacity Share**  
Total Capacity Estimate = 191 Million Tonnes



- Saudi Arabia holds the No.1 leadership position in the petrochemical and chemicals sector in the GCC.
- In 2012, Saudi Arabia held around two-third of GCC petrochemical total market capacity of about 128 million tonnes.

# China 12<sup>th</sup> Five Year Plan for Refining & Petrochemicals



- China has set strong capacity addition targets for refining, fertilizers, and petrochemical products for 2015 as a part of the China 12<sup>th</sup> Five-Year Plan

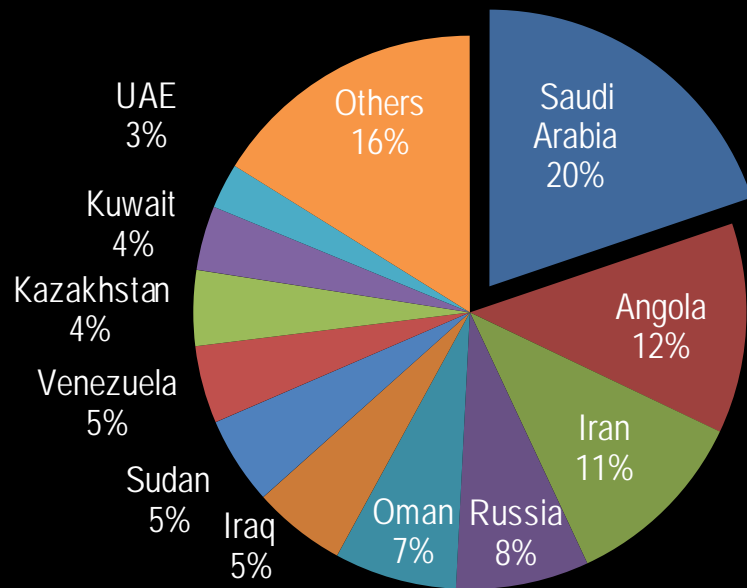
\*Polymer include capacities of HDPE, LDPE, LLDPE, PP, and PVC only



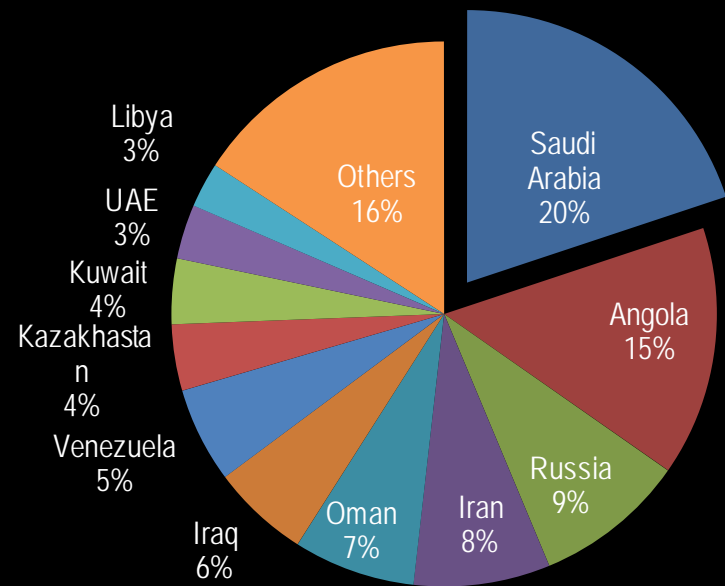
# KSA & GCC are the largest supplier of crude oil to China

## Total Crude Imports by China in 2011 and 2012 (Kbbl/d)

Total Crude Imports by China, by source, 4964 Kbbl/d (2011)



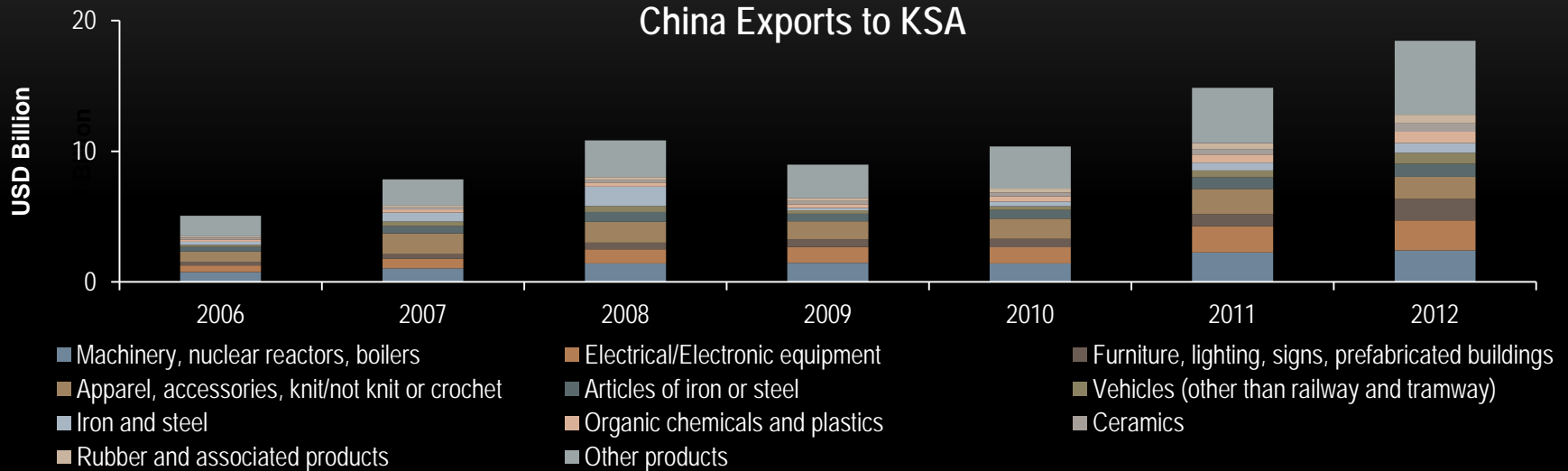
Total Crude Imports by China, by source, 5300 Kbbl/d (2012)



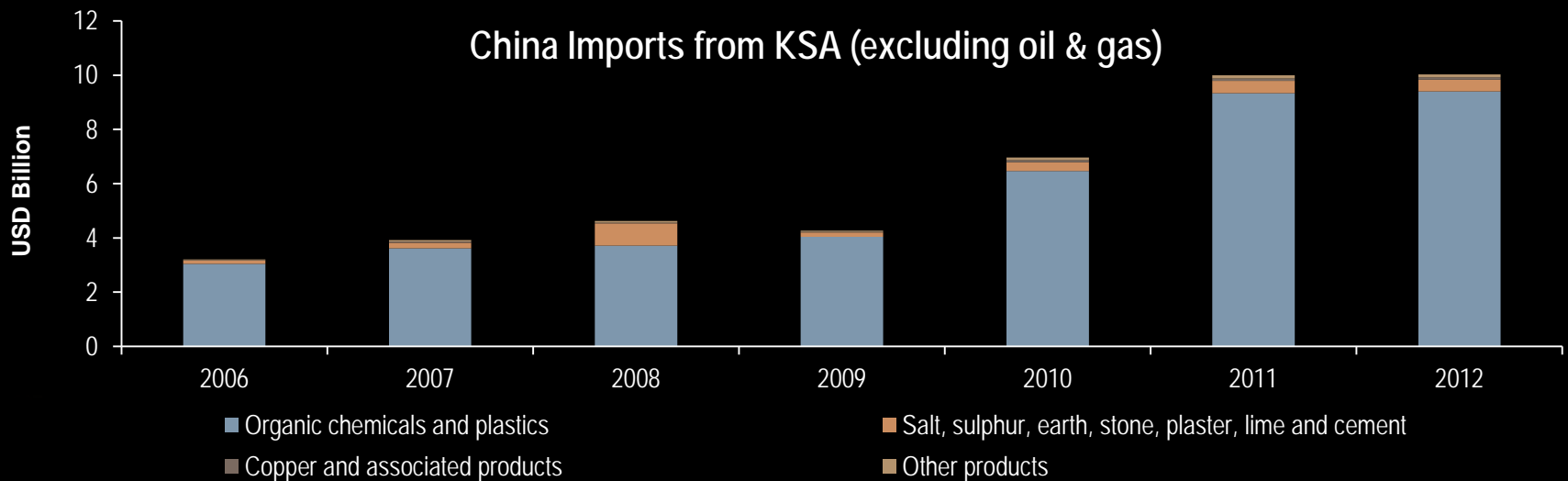
- KSA supplied 20% of China's crude oil imports in 2011 and 2012.
- GCC supplied over 35% of China's crude oil imports in 2012

# China & KSA bilateral trade strong, in addition to Oil & Gas

## China Exports to KSA

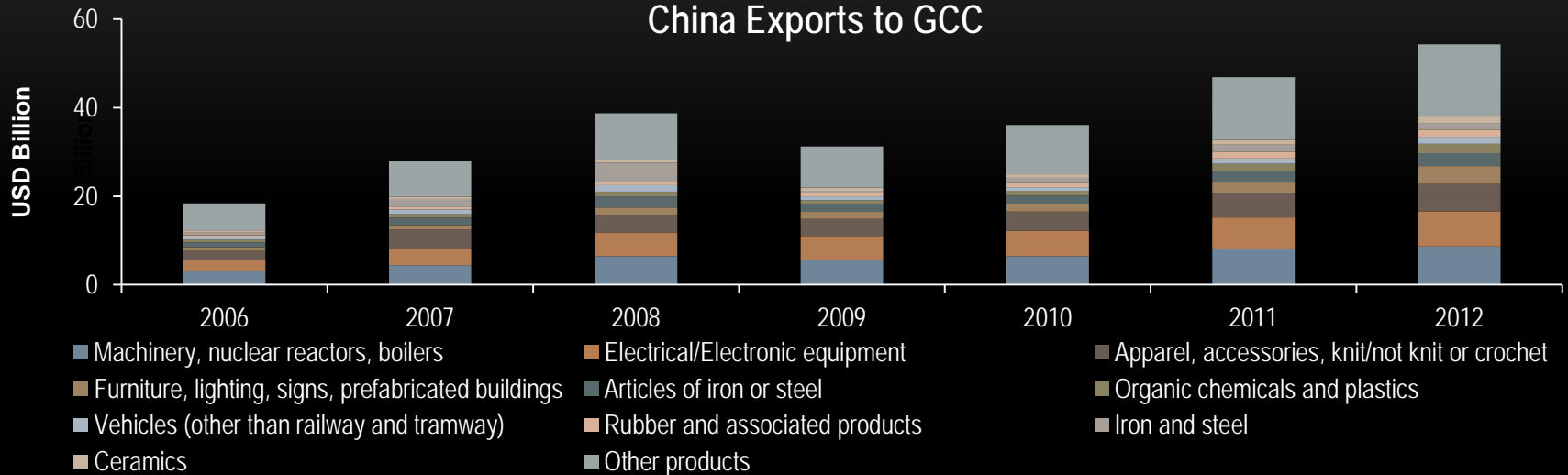


## China Imports from KSA (excluding oil & gas)

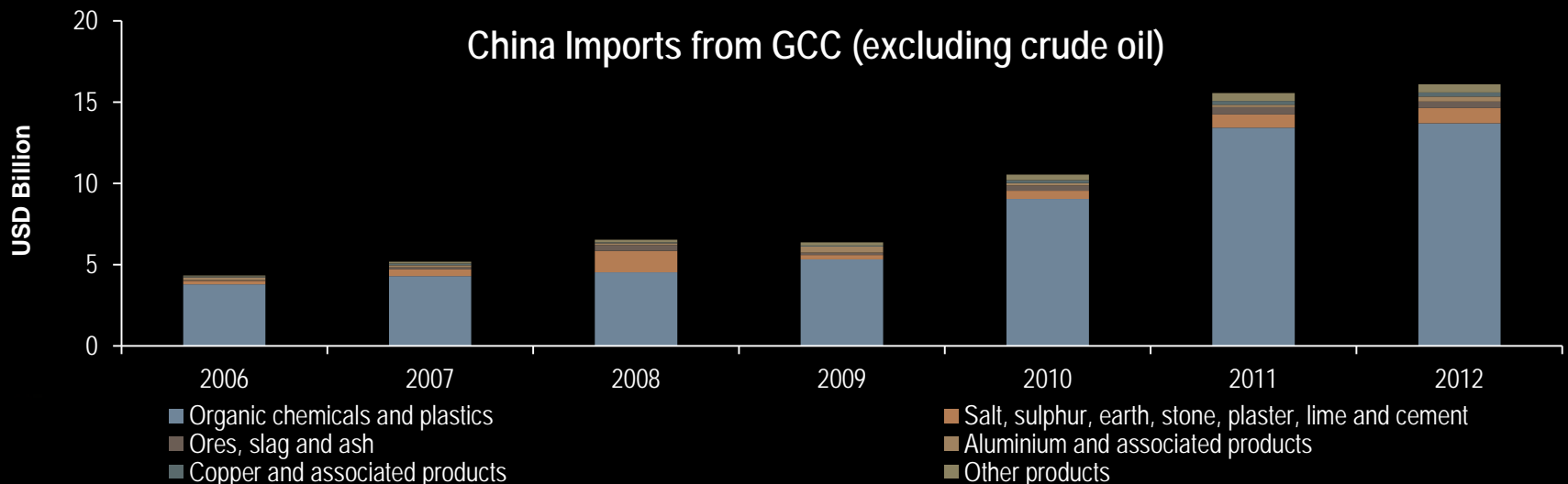


# China & GCC bilateral trade strong, in addition to Oil & Gas

## China Exports to GCC



## China Imports from GCC (excluding crude oil)



# China Arab Cooperations wide & strong, in addition to trading

Areas of Cooperation	JVs in Petrochemical & Downstream
	❖ SSTPC JV (SABIC & Sinopec in China)
	❖ YASREF JV (Saudi Aramco & Sinopec in KSA) etc
	Construction & Infrastructure
	❖ Railways, Housing, etc.
	Project Contracting
	❖ Refineries, Petrochemical Complexes, etc.
Upstream Cooperation	
	❖ Oil & Gas
Financial Sector	
	❖ Banking, Investments, etc.
Culture & Tourism	



- Significant Future Growth Potential Opportunities in Petrochemicals Value Chains and Downstream Industrial Sectors



# KSA Petrochemical Value Chain Cooperation Opportunities

## Priority Industrial Clusters

- Minerals & Metals
- Automotive
- Plastics & Packaging
- Home Appliances
- Solar Energy



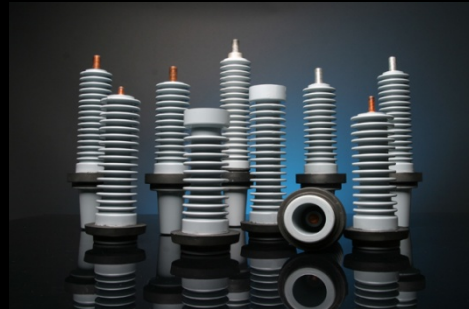
## Chemicals Value Chains

- |                                 |                       |
|---------------------------------|-----------------------|
| • Ethoxylates and Amines Chains | • LAO Chains          |
| • Synthetic Rubber Chains       | • Polyamide Chains    |
| • Polyurethane Chains           | • Carbon Fiber Chains |
| • Thermoset Chains              | • Aluminum Chains     |
| • Acrylic Chains                | • Phosphate chains    |
| • POM Chains                    | • EPC Construction    |
| • MMA Chains                    | • Equipment Supplies  |
| • PMMA Chain                    | • Industrial services |
|                                 | • Spare parts supply  |



# Downstream Industrial Cooperation Opportunities

- Machinery Equipments
- Auto Parts
- Electrical & Electronics Manufacturing
- Tyres & Rubber Products
- Industrial Services
- EPC Construction
- SMEs Growth & Support
- Knowledge & Technology Transfer



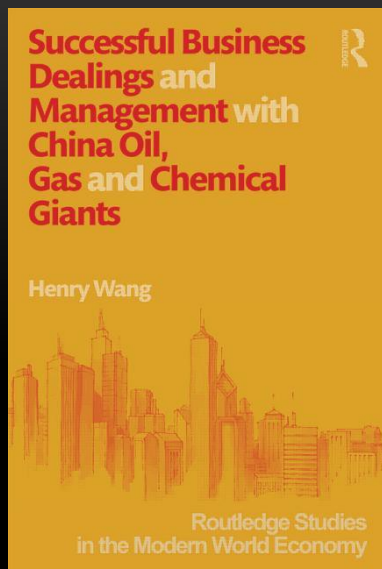
# Good Strategic Partners for Future Growth

- Promising Outlooks
- Potential Future Cooperations
- Good Strategic Growth Opportunities
- Petrochemical & Downstream
- Win-Win Partnerships
- Strengthen Bilateral Relationship
- Promote Mutual Developments



# Successful Business Dealings and Management with China Oil, Gas and Chemical Giants

By Eurling. Henry K. H. Wang



This book focuses on doing businesses successfully with China oil, gas and chemicals companies with real business cases on business management and contract negotiations all under one theme. Drawing on the author's extensive experiences and knowledge of the China oil, gas and chemicals industries, the book presents a comprehensive and practical guide to the China oil industry structure and major Chinese oil companies. It analyses China's oil, gas and chemicals markets and its growth into the largest oil consumption market in the world. It also examines energy security concerns and mitigation strategies to diversify crude import sources.

The book also analyses the key domestic and international players in China including the largest state, multinational and national oil companies. It looks at the largest China oil, gas and chemical companies and analyses their profile, business, strategies, leaders with relevant case studies. It then examines successful engagement, negotiation and management with the China giants. The book illustrates with business case studies on successfully negotiating and managing business relations to foster trust and promote cooperation, as well as, the risks and rewards.

Business leaders, universities, business schools and government agencies will appreciate the book with its in-depth knowledge and analysis of the China oil, gas and chemical industries together with relevant business cases.

**HB:** 978-0-415-66956-6, **For more information on this title, visit** <http://www.routledge.com/9780415669566/>

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**Planned New Book by Henry Wang : "Energy Markets in Emerging Economies & Strategies for Growth"**





# CHEMISTRY THAT MATTERS<sup>TM</sup>

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