

# Trading oil on international markets

18-22 October, 2010

£1 member £3,200.00 plus VAT Non-member £3,250.00 plus VAT\*  
\*includes complimentary Affiliate membership to the Energy Institute



Delegates become part of Invincible's trading team, taking decisions about the company's activities to maximise profits through an understanding of the economics of trading and the management of inherent price risks. They trade the live crude oil and refined product markets worldwide under the guidance of tutors, reacting to events as they happen using real time information from Reuters and Telerate screens and daily price information from *Platts* and *Petroleum Argus*.

The economics of trading are fully studied with delegates negotiating and costing deals, calculating profitability, chartering a ship through a broker and examining the legal and operational aspects of trading. Price risks are identified and managed using the futures, forwards and over-the-counter markets. Delegates also prepare a tender. The separation of price risks from supply risk is discussed.

Invincible's corporate position is marked to market and reviewed daily. Market conditions are discussed to gain an understanding of how prices are established on the international markets and what factors influence price movements.

Exercises are performed in syndicates, with comprehensive debriefs studying the consequences of the decisions made. The course expects a high degree of participation from delegates and there is a high staff-to-pupil ratio.

## Course content:

### Day one

Mechanics of trading refined products; managing a corporate position; price reporting; brokers; chartering a vessel; calculating freight costs using *Worldscale*; costing and evaluating alternatives.

### Day two

Risks in trading; principles of price risk management; trading and hedging with futures; crude oil trading and pricing; trading Brent and Dubai; hedging with forward markets; negotiating a contract.

### Day three

Swaps markets; tendering; refined products trading and pricing; EFPs; comparison of hedging instruments.

### Day four

Hedging with over-the-counter instruments; introduction to options; performance and credit management; the role of documents; calculating profits and losses on deals.

### Day five

Legal aspects of oil trading contracts; summary of best trading practice. Live Futures Markets are traded throughout the week.

### What will you learn?

By the end of the course you will be able to:

- Minimise the operational and counterparty risks.
- Negotiate, cost and compare deals, directly and through a broker.
- Write a contract for the purchase and sale of crude oil and refined products.



- Calculate freight costs using *Worldscale* and charter a ship.
- Trade futures and forward markets for hedging and price risk management.
- Calculate the profitability of deals.
- Manage a corporate position.
- Prepare and evaluate a tender.

### You will understand:

- How prices on the international free markets are established and what influences the markets.
- Crude oil pricing and trading.
- Refined product pricing and trading.
- How OTC markets trade.
- The legal aspects of trading and contracts.
- Oil trade finance and documentation.

# Registration form

To register, by post or fax, please complete this registration form in BLOCK CAPITALS and return it to the address below, together with payment of all fees.

Nick Wilkinson, EI Oil and Gas Training, Energy Institute, 61 New Cavendish Street, London W1G 7AR, UK  
 f: +44 (0)20 7255 1472

To register by email, please provide the same contact details (shown below), together with the relevant course details and send to: [nwilkinson@energyinst.org](mailto:nwilkinson@energyinst.org) To book online, visit: [www.energyinst.org](http://www.energyinst.org)

I am/my employer is a member of the EI and entitled to the EI member's rate. EI Membership Number: .....

Family name: ..... Mr/Mrs/Miss/Ms/Dr/Other: .....

Given name(s): ..... Name to be used on badge: .....

Job title or present position: .....

Company/Organisation: .....

Name and address against which an invoice should be raised: .....

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t: ..... f: .....

e: .....

Mailing address for joining instructions (if different to invoice address above): .....

.....

Please indicate if you have any particular dietary requirements: .....

I confirm that I have read and agree to the conditions of registration as specified in the General Information section.

Signature: ..... Date: .....

**Under UK Excise Regulations, delegates from all countries are required to pay VAT on any course taking place in the UK.**

Course Title: .....

Course date: ..... Cost of course: £ .....

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Course date: ..... Cost of course: £ .....

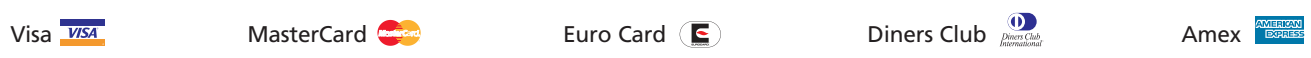
Less 10% discount for each **subsequent** delegate from the **same** company attending the **same** course on the **same** date £ .....

TOTAL PAYMENT £ .....

The total amount may be paid by Sterling Cheque or Draft drawn on a bank in the UK.

I enclose my remittance, made payable to the Energy Institute, for: £ .....inc VAT

To pay by Credit or Charge Card, circle appropriate card name and give card details below:



Card No: \_ \_ \_ \_ / \_ \_ \_ \_ / \_ \_ \_ \_ / \_ \_ \_ \_ Start Date \_ \_ / \_ \_ Expiry Date \_ \_ / \_ \_

Please enter your 3-digit\* security code above. This will be deleted upon authorisation. \*4-digits for Amex users.

Credit/Charge card holder's name and address: .....

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Signature: ..... Date: .....

# General information

## Payment

Full payment must be received before a place can be guaranteed. Under UK Excise Regulations, delegates from all countries are required to pay VAT on any event taking place in the UK. Please note that VAT may be liable to amendment. All prices are correct at the time of going to press, but may be subject to change without prior notice.

## Acknowledgement of registration

Confirmation of registration and a VAT receipt will be sent to all delegates. Joining instructions will be sent out prior to the start date of the course. If you have not received your acknowledgement seven days prior to the start date of the course, please contact EI Oil and Gas Training at the Energy Institute to confirm your booking.

## Language and course materials

All presentations, course materials and supporting documentation will be presented in English.

## Cancellation

In the event of a delegate cancelling, a refund of the registration fee less a 20% administration charge will be made provided that notice is received in writing at least 28 days before the date of the course. No refunds will be paid after that date. However, course papers, as supplied to attendees, will be provided after the event.

## Substitution

If you are unable to attend, a substitute delegate may attend in your place, provided that EI Oil and Gas Training is notified in advance.

## Enquiries

EI Oil and Gas Training,  
Energy Institute, 61 New Cavendish Street,  
London W1G 7AR, UK  
t: +44 (0)20 7467 7100 f: +44 (0)20 7255 1472  
e: [nwilkinson@energyinst.org](mailto:nwilkinson@energyinst.org)  
[www.energyinst.org](http://www.energyinst.org)

## About the course provider

The Energy Institute (EI) is the leading professional body for the energy industries, representing almost 12,000 professionals both nationally and internationally.

A Royal Charter membership organisation, the Energy Institute serves society with independence, professionalism and a wealth of expertise in energy matters, creating a home for energy professionals and a scientific and technical reservoir for industry. It is licensed by the Engineering Council (UK) to offer Chartered, Incorporated and Engineering Technician status to engineers.

The Energy Institute (EI) cannot accept any liability for any loss, cost or expense suffered or incurred by

any person arising from reason of war, including threat of war, riots and civil strife, terrorism or threats thereof, natural disaster, weather, fire, flood, drought, technical, mechanical or electrical breakdown within any premises visited by delegates in connection with the course, non provision of services provided by hotel companies or transport operators, industrial disputes, governmental action, regulations, or technical problems which may affect the services provided in connection with the event. The right to exclude any delegate, guest or substitution and to reject any application for registration is reserved. The Institute reserves the right to make any changes to the courses as considered necessary.

## DATA PROTECTION ACT

The EI will hold your personal data on its computer database. This information may be accessed, retrieved and used by the EI and its associates for normal administrative purposes. If you are based outside the European Economic Area (the 'EEA'), information about you may be transferred outside the EEA. The EI may also periodically send you information on membership, training courses, events, conferences and publications in which you may be interested. If you do not wish to receive such information, please tick this box

The EI would also like to share your personal information with carefully selected third parties in order to provide you with information on other events and benefits that may be of interest to you. Your data may be managed by a third party in the capacity of a list processor only and the data owner will at all times be the EI. If you are happy for your details to be used in this way, please tick this box