Oil Academy

By Insights Global

Are you interested in the oil trade or is knowledge of oil markets essential for your function? Than this training will offer you support in the continuously changing market environment of the international oil trade. During this course we will familiarize you with the most important topics applicable to the oil industry.

TRAINER

Patrick Kulsen is Managing Director at PJK International and Downstream/PortStorage Group, collectively belonging to the Insights Global brand. For clients which are active in oil trading, oil products/chemicals distribution and tank storage, Patrick heads market research and consultancy projects. Recent projects focused mainly on market and commercial due diligence of tank terminal assets up for sale. Patrick has degrees in Quantitative Finance (MSc.), Industrial Engineering (MSc.) & Mechanical Engineering (B).

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INSIGHTS GLOBAL

PROGRAM

DAY 1

MODULE 1: OVERVIEW OF THE NWE / ARA REGION
Introduction of the NWE / ARA market structure, upstream and downstream sector.

MODULE 2: REFINING ECONOMICS
Chemistry of oil, installation and configuration of refineries, and profit margins of refineries.

MODULE 3: RISK MANAGEMENT
Derivatives and hedging, hedging in NWE crude markets, and hedging in ARA product markets.

MODULE 4: TANKER BARGE ECONOMICS
Transport modalities in NWE, introduction of the barge market, barge market structure, and freight rates.

DAY 2

MODULE 5: OIL PRICES - DYNAMICS, RELATION & IMPACT
Benchmark prices, features of oil prices, and relation between oil prices and oil futures contracts.

MODULE 6: OIL FUTURES FORWARD CURVES
Features of forward curves, relation between stock & forward curves, development of ICE Brent & gasoil forward curves.

MODULE 7: ARBITRAGE AND SPREAD TRADING
Arbitrage between trading hubs, CIF/FOB arbitrage, and storage arbitrage strategy.

MODULE 8: OIL TRADE CASE STUDY

DELIVERY

DURATION, LOCATION, CERTIFICATE & ACTIONABLE PLAN

This course is a two-day in-house training provided at your business premises anywhere in the world, for between 3 and 12 people on dates to suit your needs. This is an interactive training involving participants with Q&A and exercises. After completion participants will receive a certificate of participation and a printed syllabus with course material. After the training we assist our clients to put together an actionable plan.

AUDIENCE

- Traders
- Product owners
- Shipping companies
- Tank terminals
- Supply chain professionals

OBJECTIVES

- Increase knowledge
- Find internal synergies
- Stay ahead of competition
- Increase job satisfaction
- Find new opportunities

This program is for reference only and subject to change without prior notice.