EARLY CONFIRMED SPEAKERS AND CHAIR INCLUDE:

- Dr Nadim Najim, Senior Consultant, Lubricants & Base Oils, UAE
- Mr Mohammed El Sadek, Director – Lubricants Marketing, ENOC Lubricant, ENOC International Sales LLC, UAE
- Ms Geeta Agashe, President, Geeta Agashe & Associates, LLC, USA
- Dr H E Henderson, President, K & E Petroleum Consulting, LLC, USA
- Mr Bhaskar Mukherjee, Automotive Market Manager, EAME Region, Chevron Oronite S.A., UK
- Ms Caroline Huot, Global Head – Lubricants, Cockette Marine Oil Group, Singapore
- Mr Rashid Al Ameeri, Senior Manager, EPPCO Lubricants, UAE
- Mr Majid Safdari, Chairman, Vista Energie, Iran

This is only a partial list of Speakers. The final agenda will feature additional base oil industry specialists. Speakers & sessions are subject to change.
This conference will satisfy the information needs of base oil manufacturers, exporters, importers, additives manufacturers & suppliers, blenders, lubricants traders/retailers, re-refiners, shipping companies, storage companies, lubricant packaging companies, consultants, marine oil manufacturers and traders, original equipment manufacturers, surveyors, clearing agents and others related to the industry such as:-

- Chairman
- Presidents
- CEOs
- Managing Directors
- Executive Directors
- General Managers
- Vice Presidents
- Corporate Planners
- Business Development Managers
- Business Advisors
- Sales & Marketing Managers
- Marketing & Procurement Managers
- Export Managers
- Regional Managers
- Products Development Managers
- Licensing Managers
- Operation Managers
- Refinery Managers

- Hydroprocessing Technology Managers
- Category Managers
- Export Directors & Managers
- Supply & Distribution Managers
- Trade Managers
- JV Managers
- Finance & Commercial Managers
- Superintendents
- Senior Electrical Engineers
- Senior Process Engineers
- Senior Engineers
- Operational Planners
- Planning & Economics Engineers
- Senior Planning & Prog Analysts
- Principal Consultants
- Monitoring Specialists
- Additives Managers

- Fuels & Lubes Managers
- Lube Plant Managers
- Process Managers/Technologists
- Marketing/Commercial Managers
- Projects Directors
- Lubricant Supply Chain Managers
- Lubricant Technology Managers
- Technical Managers
- Base Oil Managers
- Blending Managers
- Lube Retail Managers
- Quality Control Managers
- Lube Traders & Brokers
- Lube Analysts/Consultants
- Government Policy Planners
- Procurists
- Production Forecasters
- Senior Chemists

As the Premier and dedicated Base Oil & Lubes conference in the Middle East, the **Sixth Base Oil & Lubes Middle East 2017** will provide an excellent opportunity to enhance your company’s profile and brand recognition while increasing your business potential through direct exposure to a diverse audience from the global base oil & lubes industry including key decision makers, senior executives and deal makers - all in one location!

The organizers are inviting endorsement and support for the conference through corporate sponsorships and hosting of various functions. Key sponsorship opportunities include:

- Corporate Sponsorships
- Hosting of Official Functions
- Conference Documentation
- Corporate Gifts
- Ballroom Collaterals
- Exhibit Booths

For queries on Sponsorship & Exhibition Opportunities, Value & Benefits to your organization, please contact (65) 6338 0064 or email alycia@cconnection.org.
The 6th ANNUAL BASE OIL AND LUBES MIDDLE EAST CONFERENCE (BLM 2017), will be organized by Conference Connection and hosted by Emirates National Oil Company in Dubai on 3-4 May 2017.

The BLM series is held alongside the Middle East Petroleum and Gas Conference (MPGC), the Gulf region’s longest running annual oil conference organized by Conference Connection. First launched in Bahrain in May 2012 with the 20th annual MPGC, BLM moved to Abu Dhabi in 2013, Dubai in 2014 and Abu Dhabi again in 2015 and 2016. This year BLM returns to Dubai, UAE alongside the 25th annual MPGC.

Leveraging on strong NOC-MPGC relationships, BLM has enjoyed the patronage and support of the Bahrain National Oil Company, Abu Dhabi National Oil Company and the Emirates National Oil Company as hosts. Continuing its focus on the global base oil business, BLM provides both knowledge sharing and networking opportunities, with participation from leading producers, suppliers, manufacturers, re-refiners, traders and end-users from twenty-five (25) countries.

Discover the new trends and technologies in the lubricant additives market in the Middle East and Asia. Assess the impact of developments in environmental regulations and engines design on the marine oils industry and the outlook for shipping in 2017. Learn more about low viscosity oils and determine the outlook for the UAE lubricants market.

Do not miss this excellent opportunity to be part of this exclusive gathering of high level executives. Fax in your registration form or register online at www.baseoillubes.com now!

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**THE SIXTH EVENT ON MIDDLE EAST BASE OIL & LUBES**

**CONFERENCE AGENDA**

| SESSION I: | The Impact of Crude Oil Prices On Base Oil Markets |
| SESSION II: | Shifting Gears & Changes In Base Oil Demand & Supply Balances |
| SESSION III: | Base Oil & Lubes – New Technology Developments |
| SESSION IV: | Evolving Base Oil Logistics Scenario |

**OPEN FORUM:** Outlook & Future Challenges For The Base Oil & Lubes Business

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**POST-CONFERENCE WORKSHOP AGENDA – 4 MAY 2017**

**Changing Base Oil Quality and Its Impact on Formulations**

**By: Dr H. Ernest Henderson, President, K & E Petroleum Consulting LLC, USA**

1:30 p.m. Registration
2:00 p.m. Technical Landscape - Global and Regional
- Specification changes
- Base oil and formulation implications
2:30 p.m. Changing Base Oil Landscape
- New Supply Sources
- Quality Benchmarking
- Evolution of the “Global Slate”
3:30 p.m. Break
3:45 p.m. Preparing for Change, how to Manage Transition from Group I to Group II/III
- Formulating Advantages (show examples, automotive, driveline, industrial)
- Economic and Business Opportunities
- Value of Bright Stock
- Logistical Considerations
4:45 p.m. Future Developments
5:30 p.m. End of Workshop
This comprehensive 1-day training course will help participants get familiar with the entire GLOBAL finished lubricants value chain. This training will be of interest to beginners as well as to intermediate level participants. It will also provide new and interesting take-a-ways for experienced industry professionals.

**GLOBAL FINISHED LUBRICANTS VALUE CHAIN (GLV)**

Grand Hyatt, Dubai, UAE  
2 May 2017

**WHO SHOULD ATTEND**

This course will be of interest to:
- Lubricant Basestock Refiners
- Basestock Marketers
- Basestock Traders
- Basestock Buyers & Sellers
- Lubricant Blenders & Formulators
- Lubricant Marketers
- Lubricant Additive Companies
- Private Equity Partners
- Investment Bankers
- Technology Providers

From a functional standpoint, this training will be beneficial to:
- Marketing • Sales • Advertising & Promotion
- Supply Chain • Accounting • Finance • Trading
- R&D • Formulators • Analysts • Competitive Intelligence • Market Research • Environmental Health & Safety teams

**COURSE DIRECTOR**

Geeta S. Agashe (President of Geeta Agashe & Associates, LLC), is a globally renowned and recognized expert in the entire finished lubricants value chain including lubricant basestocks (paraffinic, naphthenic, aromatic, Gas-To-Liquid, as well as synthetic), lubricant and fuel additives, finished lubricants, waxes (both petroleum and synthetic incl. Gas-To-Liquid), process oils and other specialties. Prior to starting her own consulting firm in 2015, Geeta spent 19+ years heading the Energy Practice of Kline & Company, Inc. She has also worked at KPMG in their Management Consulting Division, PTC International in their Gasoline Division, and Bharat Petroleum in their Lubricants Marketing Division.

She is a reputed speaker and thought leader having presented and chaired at numerous Conference Connection, ICIS, Asian Fuels & Lubes, AFPM, STLE, NLGI, UEIL and other leading industry conferences. Geeta is a sought after leader and quoted in all important industry publications including LubesNGreases, Fuels & Lubes Asia, Infineum Trends, Chemical Reporter, LubesReport and others. In addition to her industry expertise, Geeta brings strong functional skills including Strategy, Supply Chain, Benchmarking, M&A support including due-diligence, Market Research, Pricing, and others. Geeta lives in New Jersey, USA.

**COURSE OUTLINE**

**MODULE I: FUNDAMENTALS OF THE GLOBAL LUBRICANT BASESTOCK INDUSTRY**
- Different Types of Basestocks
  - API Paraffinic Group I, II, II+, III
  - API Group IV
  - API Group V
  - Gas To Liquid (GTL) Basestocks
  - Bio based Basestocks
  - Re-Refined Basestocks
- Different Manufacturing Processing Schemes
  - Solvent extraction
  - Hydrotreating
  - Hydroisomerization
  - GTL
  - Others
- Manufacturing Cost Economics
- Supply and Demand
- Global Trade Flows
- Pricing Factors
- Future Outlook

**MODULE II: FUNDAMENTALS OF THE GLOBAL LUBRICANT ADDITIVES INDUSTRY**
- Different Additive Chemical and Function Classes – why and where are they used?
- Leading Suppliers of Lubricant Additives
- Supply and Demand
- Pricing Factors
- Future Outlook

**MODULE III: FUNDAMENTALS OF THE GLOBAL LUBRICANTS INDUSTRY**
- Size of Global Lubricants Industry by:
  - Market Segment (Commercial Automotive, Consumer Automotive, Industrial Oils & Fluids)
  - Products
  - Geography (Asia, North America, South America, Europe, Africa, Middle East)
- Different Types of Lubricants
  - Passenger Car Motor Oil (PCMO)
  - Heavy Duty Motor Oil (HDMO)
  - Motorcycle Oils (MCO)
  - Hydraulic Oils
  - Gear Oils
  - Greases
  - Metalworking Fluids (Removal, Treating, Protecting and Forming)
  - Industrial Engine Oils (Marine, Railroad, Aviation Piston, Natural Gas)
  - Process Oils (Aromatic, Treated Aromatics, Naphthenics, Paraffinics)
  - Compressor and Refrigeration Oils
  - Turbine and Circulating Oils
  - Hydraulic and Transmission Fluids
  - Automatic Transmission Fluid (ATF)
- Conventional, Synthetic and Semi-synthetic/Synthetic Blend Lubricants and Green/Biodegradable Lubricants
  - Typical Formulation Approaches
  - Positioning
  - Pricing
  - Leading Global and Regional Marketers and their Key Strategies
  - Key Demand Indicators
  - Pricing Factors
  - Future Outlook

These training modules will be interactive and there will be Q&A along the way in each session.

**REGISTRATION**
- MORNINGS: 8.00AM
- Afternoon: 12.30PM TO 2.00PM
- ROOMS WILL BE SERVED MID-MORNING & MID-AFTERNOON

**REGISTER NOW!**
- Tel: (65) 6338 0064 | Fax: (65) 6338 4090 | Email info@cconnection.org

**Hosted & Sponsored by:**
- Middle East Petroleum & Gas Week Events
- 29 April – 4 May 2017
THE BLM ALUMNI

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to visit our website for past participating companies

MIDDLE EAST PETROLEUM & GAS WEEK EVENTS

BLM 2017 is held during MPGC Week 2017 which will bring together seven optional events and will feature product conferences, executive briefings, and workshops.

29 – 30 April 2017
Middle East Petroleum Insiders Briefing (MPI)
www.cconnection.org/MiddleEastPetroleumInsiders

30 April – 2 May 2017
25th Annual Middle East Petroleum & Gas Conference (MPGC)
www.mpgc.cc

3 – 4 May 2017
Inaugural Middle East Retail & Downstream Conference (MRDC)
www.mrdc-conference.com

2 May 2017
Global Finished Lubricants Value Chain Course (GLV)
www.cconnection.org/GLV

8th Annual Middle East Bitumen/Asphalt Conference (MEB)
www.me-bitumen.com

All events are individually priced & bookable separately with Joint Attendance Discounts

30 April – 2 May 2017
8th Annual Middle East Bitumen/Asphalt Conference (MEB)
www.me-bitumen.com

2 May 2017
Global Finished Lubricants Value Chain Course (GLV)
www.cconnection.org/GLV

3 – 4 May 2017
Inaugural Middle East Retail & Downstream Conference (MRDC)
www.mrdc-conference.com

Middle East Gas Insiders Briefing (MGI)
www.cconnection.org/MiddleEastGasInsiders
Produced & Organized by:

BASE OIL & LUBES MIDDLE EAST 2017

This Contains Your Unique Registration Reference. Please Do Not Remove Mailing Label.

Dates & Venue:
3-4 May 2017
Grand Hyatt Dubai
PO Box 7978 Dubai, UAE
Tel: +971 4 317 1234 Fax: +971 4 317 1235
URL: www.dubai.grand.hyatt.com

Enquiries & Registrations:
The Conference Connection Inc., PO Box 1736, Raffles City, Singapore 911758 or BLM 2017 Secretariat: 135 Middle Road, #05-01 Bylands Building, Singapore 188975.
Tel: (65) 6338 0064 Fax: (65) 6338 4090
Email: info@cconnection.org Website: www.cconnection.org

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FAX
Singapore (65) 6338 4090

EMAIL
blm@cconnection.org

WEB
www.baseoilubes.com

5 EASY WAYS TO REGISTER

Please print in block letters and return to:
The Conference Connection Inc.
Raffles City Po Box 1736 Singapore 911758 or the BLM 2017 Secretariat at 135 Middle Road #05-01 Bylands Building Singapore 188975.
Tel: (65) 6338 0064 Fax: (65) 6338 4090
Email: info@cconnection.org

CC/383/17 WB
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Surname_ 
Job Title _
Nationality _
Company _
Address ___________________________
Postal/Zip Code
Country ___________________________
Tel ________ Fax __________
Email ___________________________

Name & Title of Approving Manager_ 
Email of Approving Manager_ 

Special Dietary Requirements (if any) _
Main Business Activity_ 

PAYMENTS MUST BE RECEIVED BEFORE THE CONFERENCE DATE.

All Registrations must be accompanied by payment (For more than one delegate, please photocopy the registration form)

REGISTRATION FORM I

☐ Yes! Please register me/us:
(For more than one delegate, please photocopy registration form)

Please Tick (✓) Accordingly:

1. Registration Fees (per person)

<table>
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<th>REGISTRATION FEES</th>
<th>BLM 2017 (Conference only)</th>
<th>BLM 2017 (Conference + Post-conference workshop)</th>
<th>GLV 2017 (Preconference Workshop)</th>
<th>MPGC 2017 (30 April - 2 May 2017)</th>
<th>MRDC 2017 (3-4 May 2017)</th>
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<td>Full Fee</td>
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Please choose either Team or Joint Attendance Fee as only one will apply. All discounts are mutually exclusive. (Please note: you are entitled to a 10% joint attendance discount for the fee off any MPGC Week events, as a registered delegate of MPGC - applicable only to full registration fee and does not apply to other discounted fees)

*For the 2nd & subsequent delegate from the same company and billing address

DISCLAIMER – The organizers will not accept liability for non-approval of visas, individual transport delays and transport disruption, and in such circumstances, our normal cancellation rules and penalties apply. Where matters beyond the reasonable control of the organizers impair or prevent the organizers from being able to perform their obligation under this event, the client releases the organizers from any liability, incidental or consequential, to such matters.