

Chemical Series



I·C·I·S
Knowledge

Learn · Develop · Discover

Is your team prepared to face a new era?

The recent downturns, coupled with unforeseen challenges, are presenting a series of market events that are testing both the resilience and stability of many organisations.

Requirements for smarter and informed business decisions will help strengthen your company's long-term strategies and boost its market profile. As competition becomes tougher, there is no better way to protect your market position than investing in your team.

ICIS Knowledge offer commercial insights that will enable you and your team to navigate the coming year with confidence. Our market experts and industry partners have created an online environment where you can learn these new skills, develop your expertise, and discover those timely opportunities ahead.

Chemical Series

Learn, Develop and Discover with ICIS Knowledge



Learn about the industry to better equip yourself in understanding market conditions, interpreting critical trends and making smarter decisions



Develop your skills to boost your market profile while delivering exceptional contributions to your team and your organisation



Discover opportunities and other unique ways to prepare for the market's unpredictable trends while protecting your competitive position in the industry

Why choose ICIS?

ICIS is the global source of Independent Commodity Intelligence Services – connecting data, markets and customers to create a comprehensive trusted view of global commodities markets, enabling smarter business decisions that help optimise the world's resources.

Choosing to learn with us means you will benefit from carefully designed courses taught by highly regarded market experts and valued industry partners.

2019-2020 at a glance



700+
Industry professionals trained



300+
Companies



57
Countries

Companies include:

- ADNOC
- Chevron Phillips Chemical
- DSM
- Ergon
- Infineum
- JERA Global Markets
- JTC Corporation
- Mitsui
- Orpic
- Petron Corporation
- PZ Cussons
- Saudi Aramco

Petrochemicals: An In-Depth Introduction



20-23 Apr | 7AM GMT (Asia/ Middle East)
24-27 Aug | 5:30AM GMT (Asia/ Middle East)
2-5 Nov | 2PM GMT (EMEA/ Americas)

The Petrochemicals: An In-Depth Introduction virtual course is one of the most sought-after courses in our training portfolio, delivered by highly experienced industry experts. It is designed to give attendees a comprehensive background to the driving forces and products of the market and offers a blend of commercial and technical aspects of the industry.

Why attend?

After attending the course, delegates will gain a 360-degree comprehensive overview of petrochemical markets, learn about trade flows and have a close look at regional dynamics, pricing, and major factors driving the industry.

This four-day course will help participants to understand the dynamics and key drivers of the petrochemical industry. It covers the seven building block petrochemicals, and the vitally important links to upstream and downstream markets, to refining, oil and gas.

The course is equally suited for those who are new to the industry and for seasoned, advanced delegates who need to know all about petrochemical industry and its driving forces.

Key topics include:

- Feedstock dynamics: Examining the relationship of crude oil, gas, and coal with petrochemicals
- Building blocks: Across-the-board overview of olefins and aromatics market
- Petrochemical pricing and cost drivers
- Market trends that are shaping the current landscape and future direction of the industry

Who should attend?:

- Upstream Producers and Oil & Gas Refineries
- End Users (FMCGs, Brand Owners etc)
- Plastic Converters
- Financial Sector

The course is equally suited for those who are new to the industry and for seasoned, advanced delegates who need to know all about the petrochemical industry and its driving forces.

Modules 1-4:

For new starters and those with some experience who need to understand the dynamics and key drivers of the petrochemical industry. The course covers the seven building block petrochemicals, and the vitally important links to upstream and downstream markets, to refining, oil and gas.

Modules 1-4 fee: \$1,600

Modules 3-4 only:

For a quick refresher on the drivers of the petrochemical industry. This module also provides a look forward to the possible impact of the Covid-19 pandemic and plastics recycling on the sector with the latest view from ICIS analysts.

Modules 3-4 fee: \$1,200

FIND OUT MORE AND REGISTER



An Introduction to Plastics Recycling



7-10 Jun | 2PM GMT (Americas/ EMEA)

Global transition from a linear to a circular model continues to shape how businesses work. However, recycling is not as simple as it seems. As the industry describes, it is a notoriously difficult process.

The Introduction to Plastics Recycling virtual course will deepen your understanding of the recycling business – from chemical recycling and waste management to market dynamics across polymers, and much more.

This course is suitable to all levels of professionals working in the plastics recycling industry who would like to get a solid understanding of the business and its progress.

Why attend?

- Get to grips with what chemical recycling is all about – different types, status of development, and future trends.
- Receive comprehensive insights into market dynamics across polymers – gain an overview of collection rates, the impact on virgin markets from recyclates and more.
- Gain knowledge about the future challenges for recycling technologies – legislative framework, addressing contamination, disruptive technologies, influence of brand and consumer pressure.
- Discover how end markets will dictate the evolution of plastics recycling and the impact of the refocus on design for recycled products.

Key topics include:

- Insight on waste management – from collection to processing
- Production routes to new use – outlook on flakes, pellet and food grade
- Chemical recycling – types, development and viewpoints on how disruptive the process could be
- Market dynamics across polymers – impact on virgin markets from recyclates

Who should attend? :

- Recyclers and Waste Management Companies
- Petrochemical Producers
- FMCGs / Brand Owners
- Plastic Converters
- Financial Sector

This course is suitable to all levels of professionals working in the plastics recycling industry who would like to get a solid understanding of the business and its progress.

Course fee: \$1,000

FIND OUT MORE AND REGISTER



Fundamentals of the Polymers Business



15-18 Mar | 6AM GMT (Asia/ Middle East)

The Fundamentals of the Polymers Business virtual course offers an overview of the polymers value chain, including the recycling industry.

With further insight into current industry challenges, market trends and future outlooks as the sector recovers and adapts post Covid-19, gain a deeper understanding of the dynamics in key polymer markets such as polyethylene (PE), polypropylene (PP), polyethylene terephthalate (PET), polyvinyl chloride (PVC) and styrenics.

Why attend?

- Deepen your knowledge of the polymer value chain and explore the fundamental priorities of industry stakeholders, empowering you to analyse new trends and their impact on your commercial strategies
- Learn the difference between key sectors and explore the key application markets.
- Gather information of the impact of Covid-19 and the implications for your sustainability goals
- The delegates will conclude the course with a solid understanding of the polymer industry and gain vital information to help you defend your market position and evaluate profitable opportunities emerging within the polymer market.

Key topics include:

- Overview of the polymers value chain – from feedstock dynamics and basic derivatives to major application markets
- Plastic processing fundamentals – major processing techniques and their applications, applications, such as injection molding, extrusion, thermoforming and more
- Pricing and markets – key cost and price drivers
- Industry trends and company strategies outlook

The four-day course is equally suited for beginners and advanced delegates and will provide everything you need to know about the polymer business - from the fundamentals of plastic processing, to feedstock dynamics and price drivers

Who should attend?

- Purchasing/Procurement Managers
- Project Managers
- Sales/Business Development
- Logistics
- Traders
- Marketing
- Finance/HR
- Research and Development
- Market Analysts
- Sustainability/Circular Economy

Course fee: \$1,500

FIND OUT MORE AND REGISTER



An Introduction to Polyolefins



4-6 May | 7:30AM GMT (Asia/ EMEA)

'Polyolefins' can often be considered to be quite a broad term and understanding their uses, and where they fit within value chains, can often be confusing.

The Introduction to Polyolefins virtual course is aimed at giving delegates the essential overview of key polyolefins chains such as polyethylene (PE) and polypropylene (PP), as well regional insights and market dynamics.

Why attend?

This three-day course is equally suited for beginners as well as those wishing to refresh their understanding of the polyolefins industry – providing overviews and ideas, to insights into pricing and production processes.

The course delivers an in-depth study as well as a theoretical foundation, and will explain concepts with examples and exercises related to the global.

Key topics:

- Explore the impact of recent events on the industry, both in the short- and long-term
- Understand the factors driving prices, supply and demand of polyolefins
- Discover a jargon-free explanation of polymer production and processes
- Gain insight into key market trends and regional dynamics
- Learn about key raw materials and technologies, and what they mean to this sector

Who should attend?

- Upstream Producers and Oil & Gas Refineries
- End Users (FMCGs, Brand Owners, etc.)
- Plastic Converters
- Financial Sector

Course fee: \$1,000

FIND OUT MORE AND REGISTER



Surfactants Business Essentials



9-11 Mar | 1PM GMT (Americas/ EMEA)

The Surfactants Business Essentials virtual course offers a 360-degree view of the surfactants business and its changing market dynamics.

Study essential information on surfactant production routes, feedstocks, derivatives, and classifications, with additional insight into key supply and demand drivers.

Why attend?

The three-day course will focus on the fundamental building blocks of the surfactant value chain and provide essential knowledge on current and future trends.

The course examines the two major surfactants feedstocks markets, oleochemicals and petrochemicals, giving you a full and comprehensive overview of the industry structure and key application markets.

Delegates will finish the course with a solid understanding of the surfactants industry and increased market awareness, enabling them to realise their competitive position, and identify future commercial opportunities.

Key topics include:

- The basics of surfactants enabling you to differentiate between products and their applications
- Industry fundamentals and key market dynamics that will empower you to make informed business decisions
- Overview of price drivers that will get you up to speed with the key cost influencers
- Insight into the future trends that will guide you as you formulate commercial strategies

Who should attend?:

- Producers (Surfactants and Feedstock)
- End Users (Brand Owners, FMCGs etc)
- Chemical Distributors/Traders

It is equally suited for beginners and advanced delegates and will provide everything you need to know about the surfactants business - from surfactants composition and behaviour to the major price and cost drivers for key regional markets.

Course fee: \$1,200

FIND OUT MORE AND REGISTER



Advanced Purchasing Skills



2-5 Mar | 1PM GMT (Americas/ EMEA)
28 Sep-1 Oct | 2PM GMT (Americas/ EMEA)

Recent market disruptors have reaffirmed that to make calculated purchasing decisions, it is important to have a clear grasp of the value stream, operational costs, and factors influencing prices.

The Advanced Purchasing Skills virtual course offers practical insights that are critical when buying and selling chemicals.

The course will focus on the following areas which are important to all purchasing professionals and decision-makers: Strategy development, spend classification, negotiation, analytical tools, execution and evaluation.

Why attend?

Delegates will receive comprehensive insights into different analytical tools, negotiation techniques, and a plan execution that will enable you to navigate the market confidently while minimising risks.

This course will present you with unique techniques that will help strengthen your purchasing strategies and help align your company's interests with those of your customers.

Key topics include:

- Key petrochemical value chains and their inter-relationship: From feedstock dynamics all the way to major application markets
- Analytical approaches to purchasing: Insight on opportunity analysis which is a tool used for identifying and ranking opportunities based on return, effort and probability of success
- Strategy development: Spend classification and Risk Management
- Plan execution and comprehensive evaluation: Tracking, alignment, and negotiation techniques

Who should attend?

The course is suitable for all levels of professionals working in areas such as:

- Sourcing
- Sales
- Analysis
- Business Development
- Category Managers
- Purchasing / Procurement
- Trading
- Supply Chain
- Buyers
- Negotiators
- Purchasing decision-makers

Course fee: \$1,600

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Our courses

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What our customers thought

"It was a great and informative course, taught by an extremely educated instructor that made the learning process easier."

SABIC, UAE

"Provided a solid introduction of petrochemical upstream feedstocks and who the major consumers are including the price drivers of each petchem building block."

OLEON, Malaysia

"As we are trying to identify opportunities/functions for us, I had to understand the structure, progress and challenges of recycling. This course gave a good overview for mechanical and chemical recycling of plastics."

Helm AG, Germany

"The topics covered were most relevant to my job scope as my key focus is on olefins and polyolefins. It provided me a deep dive into the Chinese and Asian petrochemical industry - trends, outlook, main market players etc"

Sumitomo Chemicals, Singapore



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