



SYED S. HASNAIN

Syed was a Senior Marketing Manager in International Operations of Saudi Aramco Corporate HQ and recently retired. He served Saudi Aramco as the Group Head of North American markets for coordinating crude oil sales, supply and strategic planning. An international downstream veteran with more than **35 years** of high profile expertise in technical and commercial operations of crude oil and refined products with major emphasis on refinery economics, sales, marketing, supply, trading, logistics, contract negotiations, joint venture due diligence, business development and strategies. Syed has effectively interfaced with senior management in bringing innovative ideas and remained instrumental for enhancing corporate profits from sales and supply of integrated and complex refining and marketing system of 2.5 million barrels per day (MMBOD). His contributions and areas of expertise for enhancing downstream profitability were as follows:

- Regularly analyzed global market dynamics for recommending oil prices and optimizing refineries crude oil slate and operating plans.
- Conducted due diligence on several downstream projects for investments, business development and strategies to ascertain optimal portfolio fit.
- Developed Crude Oil Evaluation Model to assess competitive values of 37 crude oil grades which are actively traded in global oil markets. The mode was used for recommending oil prices.
- Analyzed global freight market and competitive voyage routings via Suez/Cape for long haul crude transportation to Europe and North America and negotiated new freight formula with Oil Majors.
- Developed and optimized short and long term refinery operating plans for multiple refineries integrated under one corporate umbrella.
- Conducted due diligence on JV refining operations and negotiated crude oil and products' transfer prices with ExxonMobil and Shell.
- Developed crude processing deals with independent refiners in Singapore, Korea and Italy.
- Developed AG Bunker market from a grass root level by positioning a VLCC floating storage.

EDUCATION

- B.Sc Chemical Engineering
- MBA Master of Business Administration

PORFOLIO OF COURSES

- Refinery planning, scheduling and optimization
- Commercial Aspects of Oil Refining
- International Oil Supply and Trading
- Fundamentals of Petroleum Downstream

PUBLICATIONS

- Reducing OPEC crude production and impact on global markets
- Bifurcation of European crude pricing
- Dynamics of changing Asian crude marker
- How much Middle East crude supply for the US?
- Implication of Middle East Refining capacity increase on global trade flows.