

General Questions

Q1:

1. For NBA CFR NEA, your methodology of using Duty exempt for the high and subject to duty for the low is just unprofessional. How can you assess the range of a quote based on 2 methodology? The difference in the pricing mainly driven by the duty and not the market. You have continued to insist using this despite my various feedback.

Q2:

1. For NBACFR NEA (ref above) one should use only 1 basis to determine the market price, either duty exempt or subject to duty.

Q3:

1. For NBA CFR NEA, it does not affect my business as I do not make any NBA, but I cannot help but point out something that is obviously wrong.

Questions specific to the Asia oxo-alcohols markets

Q5:

1. With the increased production in China, there is now limited imports, esp on a spot basis. While there was a good reason to have 2 quotes for CFR EA, ie subject to duty/exempt from import duty), with the limited liquidity, there is obviously no need to have both quotes. This is especially so when flow is beginning to go to India. I cannot remember the last time we have a spot duty free cargo imported to China. As such, I would recommend that ICIS drop the duty exempt quote and just have subject to duty quote. The sellers/buyers of duty free cargoes (if any) can work out the value of the duty and incorporate in the pricing. By the way the removal has been contemplated for more than 1 year. While I am aware that there are some producers who still use the quotes for their pricing, and is against the removal, I cannot comprehend how ICIS can assess a price when there are no trades done for months.

Q6:

1. The spread of NBA is wide due to your insistence in using 2 methodology in 1 assessment. See above.

Q7:

1. With the development in India where more imports are going into India, I am encourage that ICIS took notice and having a trial for Import to India. I believe ICIS should formalise this but with an improvement as CRF WCI (West Coast India).

Other comments:

On your PPL, I see no reason to have cfr nea AND cfr cmp.....one should remove CFR NEA since most of the imports is into China and maintain CFR CMP. ICIS should normalise the quote for sales going into the river ports (between 5-10 USDpmt). I am glad ICIS did not start a duty free import quote...unlike 2EH, and allow sellers/buyers to take the duty free element into consideration, and ICIS in your assessment would also normalise this.

