



Aromatics - North America

The aromatics business is multifaceted in the volume and diversity of information required to make wise selling, purchasing and investment decisions. As big as the aromatics markets are, they remain heavily dependent on investments in much larger refining and chemical complexes for sourcing.

Aromatics derivatives reach out to all segments of the economy and depend on steady, reliable supply. The diversity of elements in this industry, such as contract pricing versus spot pricing, reduced production versus export sales, and inventory build versus price risk, present difficult choices for companies involved in aromatics production, buying and investment.

The capability to completely understand aromatics and to reliably forecast these markets requires the focused efforts of experienced personnel gathering and analyzing information. By dedicating a team of consultants and database experts to the global aromatics markets, CMAI offers the industry's most comprehensive package of analysis, interpretation and forecasting for aromatics and related products. CMAI provides analysis and forecasting focused in North America, Europe, Northeast and Southeast Asia for a truly global aromatics consulting practice. This Aromatics - North America service is based out of our Houston office by consultants that have many years of experience in this region.

For three decades, CMAI has been the premier provider of Market, Planning and Business Advisory Services offering a unique combination of consulting analytics and expertise for the global chemical, plastics, fibers and chlor-alkali industries.

CMAI brings a staff of professionals with experience in marketing, purchasing, production, R&D, technical service, commercial development, and market research. CMAI has combined this expertise with the most sophisticated database technology available for obtaining and disseminating information on the global chemical industries. Through continual, one-on-one contact with significant industry sources, CMAI consultants gather and study data specific to the industry, then analyze and translate it into useful information and forecasting advice for clients.



If your challenge is to track, evaluate and forecast changes in the rapidly moving aromatics business, you should set your sights on CMAI's Aromatics Market Advisory Service - North America.

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SERVICE



CMAI'S AROMATICS NORTH AMERICA MARKET ADVISORY SERVICE



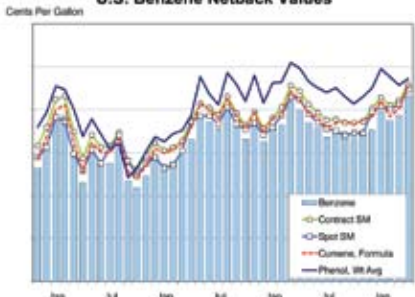
Benefits of the Aromatics Market Advisory Service – North America include:

Toluene, Mixed Xylenes & Paraxylene Overview



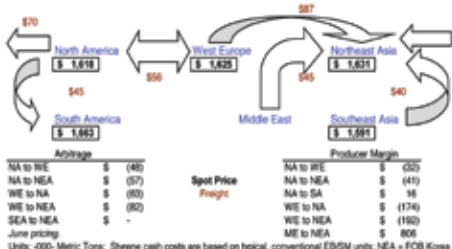
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U.S. Benzene Netback Values



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Styrene Trade: Arbitrage & Producer Margins



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Weekly Market Snapshot. The *Aromatics Market Weekly* is issued to clients by email weekly and contains a review of weekly API statistics, significant developments in pricing market trading ranges, octane demand, operating rates, supply/demand and import/export activity — all on a worldwide basis and a contract and spot price summary covering the U.S., West Europe, and Asia. Included is a summary of toluene alternate values, a reformer/extraction profitability index, spot trade pressure calculations and exchange rates.

Monthly Analysis.
- **Summary.** Emailed to clients near the end of the month, this report includes commentary on significant events for the products covered for the North American region as well as discussion, of current and near-term supply/demand conditions, and analysis of events affecting the North American market. The major purpose of the report is to offer forward-looking market analysis focused on supply/demand balances, prices and margins. Analysis on economic issues, trade statistics and operational issues impacting the North American aromatics markets is also included. The report style is concise and highly graphical to provide clients what they need in the most effective, time-efficient way.

- **Data Supplement.** Emailed with the monthly summary, this supplement rotates between operating schedules and production economics and monthly supply/demand balances. Trade statistics are included each month.

- Benzene & Toluene
- Styrene/Polystyrene
- Cumene/Phenol
- Terephthalic Acid
- Cyclohexane
- Mixed Xylenes
- Paraxylene
- Phthalic Anhydride
- Polyester Bottle Resin
- Pygas
- Orthoxylene

An additional service that can be provided to you as a client of this service is the **Aromatics Daily – North America**. This daily report provides accurate and verified daily spot transaction ranges for the most actively traded products covered in the *Aromatics Market Weekly*. The daily postings provide an alternate posting index to the traditional *Aromatics Market Weekly* month-end, spot posting that averages the weekly ranges published in the *Aromatics Weekly Report*. The *Aromatics Daily* also includes U.S. Gulf Coast price postings for benzene, toluene and mixed xylenes (actual or notional), plus the closing prices for some basic U.S. energy markers and calculations of key alternative values and extraction indices. Also included for each product is a running monthly spot average price for the current month.

Economy & Energy Overview. Clients also receive a monthly email supplement, the *Economy & Energy Overview*. This supplement covers global and regional economic trends, crude oil and natural gas dynamics, as well as insightful commentary from CMAI's Economy Group.

Access to CMAI's pricing and economics database. Clients will receive a unique username and password to CMAI's website (www.cmaiglobal.com) that allows full access to CMAI's pricing and economics database for North American aromatics products as well as limited access to major pricing benchmarks in the other regions. This powerful tool is available to clients from any location with web access and is updated weekly with the most current monthly price forecast and cash margin data available

Access to consultants. Included in the service is reasonable access to CMAI's experienced industry professionals for market advice related to the aromatics industries. Furthermore, as part of this service, any data or graphic contained in the monthly reports can be emailed to clients by CMAI's Client Service Representatives.

To order this service, contact CMAI at 1-281-531-4660 or email us at cmair@cmaiglobal.com.

Many clients presently benefiting from CMAI's **Aromatics Market Advisory Services** have also discovered the information and forecasting advantages presented in CMAI's comprehensive annual worldwide studies related to aromatics. These analyses include the following:

- World Benzene Analysis
- World Cumene/Phenol & Acetone
- World Polycarbonate & ABS Analysis
- World Styrene Analysis
- World Polystyrene/EPS Analysis
- World Paraxylene & Terephthalates Analysis
- World Terephthalates & Polyester Analysis
- World Toluene & Mixed Xylenes Analysis

Additional Regional Coverage

Full coverage of the European and Asian aromatics markets are provided in CMAI's **European Aromatics Market Advisory Service** and **Asian Aromatics Market Advisory Service** respectively. The three services together give complete coverage of the global aromatics market.



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