# THIS CONTENT MAY NOT BE DISTRIBUTED TO THE PEOPLE'S REPUBLIC OF CHINA (THE "PRC") (EXCLUDING SPECIAL ADMINISTRATIVE REGIONS OF HONG KONG AND MACAO)

# **Oil Things Considered**

## Why we still need (plenty) more oil supply

- We look at sensitivities of global oil demand to EV penetration
- Despite a likely peak in LDV demand in 2025-30, the peak in total oil demand still looks much further off
- We see a looming shortage of supply as a more pressing issue, pointing to upside in prices from current levels

The rate of climate policy progress and technological advances in alternative transport means the outlook for global oil demand has become subject to an unusually high level of uncertainty.

In this report, we examine the sensitivity of long term oil demand to differing rates of Electric Vehicle (EV) sales penetration of the light duty vehicle (LDV) fleet. Our model indicates that on most scenarios, a combination of higher EV sales and improving fuel efficiency in the internal combustion engine (ICE) fleet leads to a peak in LDV demand for oil in the period 2025-30, albeit with limited demand erosion before 2030 or so due to the scale of the existing LDV fleet.

Total oil demand has the potential to continue growing for much longer, driven by more durable growth in demand for heavy goods freight, aviation and petrochemicals. As a result, scenarios point to a most likely peak for total oil demand in the region 2030-35. For context, at 40% EV sales penetration of the LDV fleet by 2040, we see 2040 LDV demand ~3mbd below 2016 levels, but total oil demand 10mbd above it.

The model also highlights that the sensitivity of demand to changes in efficiency of the ICE fleet is at least as important as changes in rates of EV penetration.

While our analysis points to an inevitable peak in global oil demand, we think the availability of adequate supply will become an issue a long way before this - possibly around the end of this decade. On our estimates even a highly progressive scenario from a climate perspective (i.e. consistent with global 2°C ambitions) still leaves a substantial supply gap to be filled, given the inevitable effects of long term decline rates and the lack of major new growth projects on conventional supply.

Short-cycle production such as US tight oil can meet some of this shortfall, but the last few months' slowdown in US activity is clear evidence that the recent momentum of US growth won't be sustained at prices around current levels. We think higher prices are needed to generate an adequate scale of short-cycle supply response (in the US and elsewhere), and to have a meaningful dampening effect on global demand growth. So almost whatever the uptake of EVs and other alternatives, the dynamics of the oil market point to upside in crude prices in the next few years. We continue to assume an average Brent price of USD70/b from 2019 onwards.

### **Disclosures & Disclaimer**

This report must be read with the disclosures and the analyst certifications in the Disclosure appendix, and with the Disclaimer, which forms part of it.

EQUITIES OIL & GAS

Global

#### Gordon Gray\*

Global Head of Oil & Gas Equity Research HSBC Bank plc gordon.gray@hsbcib.com +44 20 7991 6787

#### Kim Fustier\*

Oil & Gas Analyst HSBC Bank plc kim.fustier@hsbc.com +44 20 3359 2136

#### Thomas Hilboldt\*, CFA

Head of Resources and Energy Research, Asia-Pacific The Hong Kong and Shanghai Banking Corporation Limited thomaschilboldt@hsbc.com.hk +852 2822 2922

#### David Phillips

Global Head of Resources and Energy Research HSBC Securities (USA) Inc. david.1.phillips@us.hsbc.com +1 212 525 8637

\* Employed by a non-US affiliate of HSBC Securities (USA) Inc, and is not registered/ qualified pursuant to FINRA regulations

# MiFID II – Research Is your access agreed?

Issuer of report: HSBC Bank plc

View HSBC Global Research at: https://www.research.hsbc.com





# Demand isn't the only issue

- We look at sensitivities of global oil demand to EV penetration
- Peak oil demand is out there, but probably around 2030-35
- We see a looming supply shortage long before this

### Synopsis: this is the chart that matters

Take a look at the chart below. This sums up why we see a looming supply shortfall, even if we take a progressive view on the erosion of global oil demand.

A high degree of uncertainty reflected in a wide range of demand estimates **Global oil demand:** there is a huge degree of uncertainty at present over the direction of oil demand, and particularly the impact of Electric Vehicles (including hybrids) on Light Duty Vehicle (LDV) demand. However, there are several areas of long-term, sustainable growth – notably in aviation, heavy goods vehicle (HGV) transport and in petrochemicals. For illustrative purposes, we highlight below a wide range of possible demand outcomes bounded by:

- At the upper end, the IEA's New Policies Scenario (its central case, which assumes energy policies and measures currently in place, and a degree of progress towards stated country intentions and goals. This scenario sees continued demand growth through 2040 albeit at a slowing pace and aggregate 2040 demand (ex biofuels) >10mbd above that of 2015.
- The IEA's 450 Scenario, an outcome-driven view based on policies consistent with limiting the rise in long-term average global temperatures to 2°C. In this scenario, 2040 global oil demand is ~20mbd below 2016 levels, excluding a surge in biofuels from ~2mbd to ~9mbd.



#### Global liquids supply/demand balance, 2016-40e, mbd

Source: IEA, EIA, BP, Company reports and HSBC estimates. All figures exclude biofuels demand/supply

In practice, the demand range looks like it has shifted up a fair bit since last year's IEA World Energy Outlook – the dotted black line above represents demand forecasts from its Medium Term Oil Market Report (*Oil 2017*) published in March 2017.



**Global supply:** the solid line in the chart above represents our base case view of visible future global liquids supply. This encompasses our view on declines from existing supply, and all sanctioned and (in our view) likely major developments. Beyond visible projects, our supply total also assumes:

- srowth in US tight oil ("shale") to a plateau of ~9.5mbd, vs ~6mbd in 2017e
- ~4mbd growth in Middle East supply (principally Iran/Iraq)
- ~3mbd from a combination of oil sands and refinery process gains.

The point of this chart is to illustrate that **even in a highly progressive scenario from a climate change perspective (**i.e. where change is sufficiently rapid to allow the World to progress towards meeting the 2°C target), **mature field declines and a lack of visible new projects leave a significant supply gap still to be filled**.

This is not just a longer term issue either. We think the supply gap starts to become evident before the end of this decade. On the progressive 2°C demand scenario above it looks like there's no shortfall until later this decade, but more recent shorter term forecasts of global demand (such as the IEA's five year projection, *Oil 2017*) point to structurally much higher demand in 2017-22 than was envisaged in this scenario. It seems more likely to us that we could see a prospective shortfall of at least 10mbd by 2025 – and that's after assuming a continued sharp rise in US tight oil supply by then.

By 2040, the theoretical gap looks very substantial on most scenarios. Even in a scenario assuming policies consistent with meeting the 2°C limit, it is still around 7mbd.

What does this tell us? Most of the more progressive demand scenarios now point to a peak in global oil demand somewhere between 2025 and 2035, and a peak somewhere in this range looks quite possible to us. However, we think the availability of adequate supply will become a visible issue a long way before this – potentially before the end of this decade.

On the supply side:

- we expect continued emphasis on efforts to maximise recovery rates and facility uptime, but we don't think these go anywhere near fully addressing the scale of the shortfall
- a resurgence of spend on major conventional developments (if it happened) would help mitigate the shortfall, but only in the longer term given typical long lead times on projects
- beyond this, we think materially higher crude prices are needed, in order to drive even greater response in short cycle supply (in the US but also beyond) than we currently envisage

On the demand side, barring a shock to global economic growth or another paradigm shift beyond even current progressive views on alternative energy, the most likely mitigating factor is once again higher prices. Much of the non-OECD world has used the period of low crude prices to deregulate end-user fuel prices. This should bring with it the higher level of price elasticity which could dampen global demand and further hasten the move to alternatives if prices rise significantly.

Even in a transition to a 2°C world, there's an oil supply shortfall...

....and this shortfall will

become apparent soon



### **Global demand outlook**

The current outlook for global transport fuels in particular is currently subject to a high degree of uncertainty as a result of the rate of climate policy progress and technological change, notably in the field of electric vehicles (EVs). This is illustrated by just a range of scenarios from some of the major forecasting agencies:

- International Energy Agency (IEA): 2030 total stock of EVs of 56m under its Reference Technology Scenario, or 120m under its Paris Declaration Scenario (consistent with the COP21 Declaration on Electro-Mobility and Climate Change) and 155m on its 2D Scenario (its scenario consistent with a 50% probability of limiting global warming to 2°C). By 2040, the IEA's 450 scenario (its 2°C scenario) sees the EV fleet at around 710m by 2040.
- OPEC: non-conventional vehicles to represent 22% of the passenger car fleet by 2040
- Bloomberg New Energy Finance (BNEF): EVs to represent 54% of new car sales by 2040
- PIRA: EVs comprise 20% of global on-road vehicles by 2040
- HSBC global autos research: EVs/hybrids to represent 55% of new car sales by 2030 (see Global Autos: Disruptive threats – Carmakers versus new entrants, 20/9/17) (report link)

Because of this uncertainty, we have looked at the demand outlook in terms of scenarios. Below we show indicative estimates for Global oil demand for Light Duty Vehicle (LDV) use and for all uses.

LDV demand could peak in 2025-30 but total oil demand is set to peak much later The chart below shows one possible outcome, based on the following assumptions for the global LDV fleet: 1) EV penetration of the fleet rising to 40% of new sales by 2040e; 2) average annual improvement in LDV fuel efficiency in new sales of Internal Combustion Engine (ICE) vehicles of 2.5% pa vs a recent history of 1.2% pa (see p.8 for further comment on this).





Source: IEA, EIA, BP, Company reports and HSBC estimates

A few key points emerge from this scenario

- A combination of EV penetration of LDV sales, and improving ICE fuel efficiency would result in a peak in global LDV demand for oil sometime in the period 2025-30e, but with limited erosion in LDV demand before 2030 or so – largely due to the scale of the existing ICE fleet
- However, oil demand in total looks set to continue growing for considerably longer. This is mainly driven by a combination of continued growth in demand for 1) Heavy Goods Vehicle (HGV) freight, 2) aviation and 3) petrochemicals. We believe aggregate demand from these three sources could add well over 15mbd to global demand by 2020, albeit oil demand in other areas such as power generation and industrial/other uses is likely to decline slowly.



Our base case is equivalent to absolute annual EV sales of around 20m in 2030 (vs ~1m in 2017), rising to ~55m by 2040. This is equivalent to a total EV fleet size growing from ~3m at present to ~100m in 2030, rising to around 470m in 2040.



Annual global LDV sales in this scenario ('000 and % penetration by EV sales)

Source: IEA, BP and HSBC estimates

#### Light Duty Vehicle (LDV) demand

The charts below shows a simple sensitivity of this base case scenario for LDV oil demand to 1) different rates of penetration of new LDV sales by EVs, and 2) different rates of improvement in ICE fuel efficiency, vs our base case of ~2.5%pa. It is interesting to note that the sensitivity to efficiency gains is potentially at least as material as the sensitivity to EV penetration because of the base effect of the large global fleet of ICE vehicles.





LDV oil demand, 2016-40 vs ICE efficiency gain (% pa and mbd), at 40% EV sales penetration of LDVs by 2040



Source: IEA, BP Statistical Review of World Energy, HSBC estimates

Source: IEA, BP Statistical Review of World Energy, HSBC estimates

Expressed another way, the charts below illustrate the same two sensitivities, but in terms of the change in LDV oil demand a) over the period 2016-40e in total, and b) from a future peak to 2040e.

LDV oil demand ~3mbd lower by 2040 at 40% EV penetration of sales In rough terms, these sensitivities indicate that if ICE efficiency gains remain around the 2.5%pa level, LDV oil demand (but not total demand) would be below 2016 levels in 2040 for levels of EV penetration of new sales above ~15% by that stage, largely due to the improvement in ICE new vehicle efficiency. With EVs at 40% of new sales by 2040, our model indicates net loss in



LDV oil demand over the period 2016-40 of around 3mbd (after a peak mid next decade around 2mbd higher than in 2016), rising to 4-5mbd net loss if EV penetration reaches 60% by 2040, and around 6mbd at 80% penetration.

Global LDV oil demand growth change, 2016-40 vs 2040 EV new sales penetration (% and mbd), for 2.5%pa ICE efficiency gains



#### Global LDV oil demand growth change, 2016-40 vs ICE fuel efficiency gains (% pa and mbd), for 40% EV penetration of new LDV sales



#### Overall oil demand

The chart below shows a sensitivity of **total oil demand** to changes in LDV sales penetration by EVs. Because of the more durable growth outlook in non-LDV demand, these scenarios points to a most likely peak in total oil demand somewhere more in the range 2030-35e.



#### Global oil demand, 2016-40 vs ICE efficiency gain (% pa and mbd), for 40% EV penetration of new LDV sales



Source: IEA, BP Statistical Review of World Energy, HSBC estimates

Global oil demand, 2016-40 vs EV

Assuming average gains in ICE fleet fuel efficiency of 2.5%pa, an expansion of EV sales to 40% of the total by 2040 would still see 2040 global oil demand around 10mbd higher than that of 2016. If we increase the EV penetration rate to 60%, net demand over the period still looks like around 8mbd.





Global oil demand growth change, 2016-40 vs ICE fuel efficiency gains (% pa and mbd), for 40% EV penetration of new LDV sales



For reference, if we combine both a higher rate of EV penetration than our base case, plus a higher rate of efficiency improvements, the effect on fuel demand would obviously be compounded. The chart below shows a sensitivity of global demand for scenarios of 60% and 80% EV penetration of the LDV fleet by 2040, but with both assuming a compound rate of ICE fuel efficiency over the period of 3.0%pa instead of 2.5%. In this case, total net growth in oil demand in 2040 is still more than 7mbd higher than in 2016 at 60% EV penetration, and around 6mbd at 80% penetration.





Source: IEA, EIA, BP, Company reports and HSBC estimates



Gasoline demand likely to peak around 2025-30

#### Downstream implications:

- Most plausible scenarios for the outlook for the energy mix point to a peak in LDV demand somewhere in the period 2025-30. With by far the largest amount of gasoline consumed by the LDV fleet, this points to a peak in gasoline demand which is not too far away
- In contrast, the outlook for middle distillates remains strong, despite the current market focus on the "death of diesel" in the LDV market. Competition is coming to the HGV fleet, but non-OECD policy initiatives are far scarcer than for LDVs, and the opportunities for substitution less clear. As a result, we see sustained if gradually slowing growth in demand from heavy freight. Moreover, jet fuel demand growth sees no sight of abating.
- Fuel oil demand is set to be hit by the IMO regulations on sulphur content in shipping bunker fuel. While a portion of the global fleet is moving and will continue to move towards gas as a fuel, a large proportion of demand growth looks set to be satisfied by lower sulphur fuel oils and diesel.
- Meanwhile, the outlook for chemicals as a feedstock shows clear prospects of strong, long term growth driven by EM economies, linked as it is historically with GDP per capita trends.

#### A note on fuel efficiency

Our base assumption of a 2.5%pa improvement in the fuel efficiency of new ICE vehicles is much higher than recent data which shows that the annual average efficiency improvement in new LDVs slowed from 1.8%pa in 2002-08 to only 1.2%pa in 2012-15 (source: Global Fuel Economy Initiative, and partly down to mix effect). Our forecasts equate to fuel consumption on new LDV sales improving from 7.6litres/100km in 2015 to ~4.0lit/100km by 2040.

We assume this higher rate of efficiency gains per annum vs the recent past to take some account of autonomous driving efficiencies, such as sensing technology to smooth flow of traffic and prevent undesirable engine idling. Developments in these types of areas which could lead to even greater efficiency gains in the medium term. However, for the major vehicle manufacturers, investments in further improving ICE fuel efficiency have to be balanced against the scale of their investment in EVs. It is possible that heavy investment towards EVs could limit investment and hence the level of continued progress on their conventional ICE vehicle efficiency.

For context, the GFEI calculates that to achieve the global 2°C vision, new fleet efficiency needs to improve at a compound 3.7%pa through 2015-30.



### **Global supply outlook**

The chart below puts a bit more detail on the supply projections given in the chart on page 2, and is driven by our bottom-up model of global supply.

- For conventional production, we have incorporated all the visible significant projects, whether sanctioned or (in our view) likely to proceed, including expansions
- Declines in existing, post peak production are assumed in this case to average 5% pa. This is consistent with the lower end of a 5-7%pa range for declines in the findings from our in-depth study (*Global oil supply: Will mature field declines drive the next supply crunch?* 7 September 2016) – we discuss this further below.
- We assume US tight oil supply grows from around 6mbd in 2017 to 9.5mbd by 2022, and is sustained at this level in the longer term. We believe this is consistent with our long term Brent price assumption of USD70/b, and are convinced that US tight oil won't match such a level of sustained growth without considerably high prices than current levels. Indeed, it remains to be seen whether these levels of tight oil output can be delivered and maintained at all given some of the recent debate in the industry.
- We have also assumed growth from Iran and Iraq the two OPEC countries where we see significant long term volume upside of a combined ~4mbd between 2016 and 2040. Growth potential in these two countries is extremely hard to assess, but both have a resource base sufficient to sustain much higher production than at present. Iranian production is back to around pre-sanctions levels but we don't see significant further upside without the major injection of foreign capital and technology which is so far proving elusive. Iraqi volumes grew by 2mbd through 2010-16, but they have largely stalled this year. In our view the major block in Iraq (beyond the unattractiveness of many of the contracts) is the weak crude price, which has forced a sharp cutback in company investment in the past 2-3 years due to pressure on the Government's finances. This is likely to become less of an issue at the higher crude prices we expect to materialise.



#### Global liquids supply, 2016-40e, mbd

Source: IEA, EIA, BP, Company reports and HSBC estimates

#### A word on decline rates

The studies we examined in our report – based on an analysis of over 1600 fields across a whole range of geology, size, age and geography – point fairly consistently to an average decline rate on post-peak fields of 5-7%pa. Decline rates are higher for offshore fields and smaller fields – an important conclusion given that the average size of new discoveries and new fields is getting steadily smaller.





#### Weighted average CADR (compound-annual decline rate) to 2012 by decline phase (%)

Source: IEA World Energy Outlook 2013

In practice, we haven't seen anything like this level of core decline in the past few years – production in many mature areas has held up better than expected. We think this has led to a widespread perception that decline rates aren't really as much of an issue any more. We think this is a false impression.

The main reason for this has been the step-change improvement in production efficiency (field/plant uptime) that we have seen in the last few years. Core field declines haven't gone away, but they have been masked by operating facilities working at a higher level of utilisation. Through the crude price downturn most major companies have made step-change improvements in uptime, typically of several percentage points' utilisation (see the examples of BP and Statoil below). We view these improvements as largely sustainable, but they leave the further gains in uptime now much more marginal. As the step-change year on year improvement peters out, we expect to see decline rates become more visible again in the next 1-2 years.





## Statoil: improvements in production efficiency



Source: BP



## Appendix 1: links to other relevant HSBC research

#### **Oil market reports**

- Oil things considered US upstream productivity trends, September '17 (20 September 2017) (<u>report link)</u>
- Oil things considered What's the latest oil data telling us? (31 July 2017) (<u>report link</u>)
- Oil Insights: A tale of two cycles (4 June 2017) (<u>report link</u>)
- Global oil supply: Will mature field declines drive the next supply crunch? (7 September 2016) (*report link*)
- Global oil demand: Near-term strength, longer-term uncertainty (25 July 2016) (*report link*)

#### **Alternative transport - thematics**

- Global Autos: Disruptive threats Carmakers versus new entrants (Horst Schneider, 20/9/17) (<u>report link</u>)
- Global Sector Playbook: Lithium Charging the future (Alexandre Falcao, 19/10/16) (<u>report link</u>)
- The Nomadic Investor: Transport shock autonomous today, virtual tomorrow (Davey Jose, 19/10/16) (<u>report link</u>)
- Asia EV and Battery: Five upbeat signs (Will Cho, 14/10/16) (report link)
- Asia EV and Battery: How China is helping to crack the cost conundrum (Will Cho, 6/4/16) (<u>report link</u>)

#### Other EV/battery related research

- Samsung SDI: Buy Switching gears to EV (Will Cho, 20/9/17) (<u>report link</u>)
- The Lithium Brick Road Market insights from Orocobre Roadshow (Alexandre Falcao, 15/8/17) (<u>report link</u>)
- Samsung SDI: Buy Deeply underestimated battery value (Will Cho, 27/7/17) (report link)
- LG Chemical: Buy Smooth sailing (Dennis Yoo, 19/7/17) (<u>report link</u>)
- Samsung SDI: Buy Proxy for secular growth in EV batter and OLED (Will Cho, 14/7/17) (report link)
- Baidu: Buy Launches Apollo Project to reach the next frontier in self-driving cars (Chi Tsang, 20/4/17) (<u>report link</u>)
- Baidu: Buy On the road to self-driving cars (Chi Tsang, 9/1/17) (report link)



### Appendix 2: key modelling variables:

The following is a summary of the key modelling variables in our base case sensitivity model

#### LDV fleet

- Growth in total fleet of 75% between 2015 and 2040 (2.3%pa) to a size of 2 billion vehicles by 2040
- EV sales to grow to 40% of total
- Efficiency gains: 2.5%pa improvement in efficiency of new ICE fleet sales, equivalent to a ~2.0%pa improvement in the average efficiency of the whole fleet. This equates to new vehicle average efficiency improving from 7.6litres/100km in 2015 to ~4.0litres/100km by 2040
- A 7.5% increase in total miles travelled per LDV over the period 2015-40 (consistent with BNEF assumptions)
- Scrappage rate of existing ICE fleet: 3.5%pa, rising to 6%pa by 2040
- Breakdown of EVs assumed to be ~50% hybrid, 50% battery EV

#### Other

- HGV fleet growth from 25m units to 53m through 2015-40 (+115%); the IEA's Future of Trucks report sees the fleet growing to 64m by 2050
- Penetration of the HGV fleet by alternatives (EV, LPG etc) rising from ~1% to 8% by 2040
- HGV efficiency gains: 2.0%pa improvement in efficiency of the HGV fleet
- Aviation passenger km growth of 200% through 2040 an annual growth rate of 4.5% vs the long run average historical rate of 5.5% (source: IATA).
- Marine demand growing by less than 1mbd, with efficiency gains and fleet substitution offsetting the growth in global marine trade
- Aviation fuel efficiency gains of 2%pa (fleet average). On balance, aviation demand growing by nearly 4mbd through the period
- Petrochemicals demand for oil growing at 2.5%pa, rising to 19mbd by 2040 vs 10.5mbd in 2015 – a figure we believe could ultimately prove conservative
- Power demand for oil falling at 3%pa, losing 3mbd over the forecast period
- Demand for industrial and other uses in gradual decline (-0.25%pa, losing 3-4m over the period)

#### Global oil demand, 2015-40e; HSBC central scenario (mbd)

				2040	2040
	2015	Peak	2040	vs 2015	vs Peak
Demand	95.0	106.7	106.0	11.0	(0.7)
LDVs	24.7	27.7	22.4	(2.3)	(5.3)
HGVs	17.1	23.4	23.1	6.0	(0.3)
Aviation	4.8	8.6	8.6	3.8	-
Other transport	5.7	6.5	6.5	0.8	-
Petchems	10.5	19.4	19.4	8.9	-
Powergen	5.7	5.7	2.7	(3.0)	(3.0)
Other	26.6	26.8	23.4	(3.2)	(3.4)

Source: IEA, EIA, BP, various sources, and HSBC estimates



# Appendix 3: HSBC summary medium-term global supply/demand projections

### Global oil supply/demand balance, mbd

Giobai on Suppry/demand	Dalance	, mbu							
	2013	2014	2015	2016	2017e	2018e	2019e	2020e	20216
Demand									
OECD	45.6	45.3	46.0	46.5	46.8	46.7	46.5	46.3	46.1
Non-OECD	46.1	47.6	49.0	50.1	51.2	52.6	53.9	55.0	56.2
Global demand	91.8	92.8	95.0	96.6	97.9	99.3	100.4	101.3	102.3
Demand growth	1.5%	1.2%	2.3%	1.7%	1.4%	1.4%	1.2%	0.9%	0.9%
Supply									
Non-OPEC*	54.0	56.4	57.9	57.2	58.2	59.2	59.3	59.1	58.4
of which US tight oil	4.0	5.1	5.8	5.3	5.9	7.1	7.7	8.4	8.9
other	50.0	51.3	52.1	51.8	52.3	52.1	51.6	50.7	49.6
OPEC NGLs	6.4	6.4	6.4	6.6	6.8	7.0	7.0	7.0	7.0
Non-OPEC & OPEC non-crude	60.4	62.8	64.3	63.8	65.0	66.2	66.4	66.0	65.4
OPEC crude	30.4	30.1	31.5	32.5	32.3	33.0	33.9	34.3	34.6
Global supply	90.8	92.9	95.8	96.3	97.3	99.3	100.2	100.4	100.0
Implied inventory build/(draw)	-1.0	0.1	0.8	-0.3	-0.6	0.0	-0.2	-1.0	-2.3
Call on OPEC crude	31.4	30.0	30.6	32.8	32.9	33.0	34.0	35.3	36.9
Annual changes, mbd									
Global demand	1.3	1.1	2.1	1.6	1.3	1.3	1.1	0.9	1.0
Non-OPEC supply	1.6	2.4	1.5	-0.7	1.0	1.0	0.1	-0.3	-0.6
US tight oil supply	0.9	1.1	0.7	-0.5	0.5	1.2	0.6	0.6	0.5
Non-OPEC & OPEC NGL supply	1.6	2.5	1.5	-0.6	1.3	1.2	0.0	-0.3	-0.6
Call on OPEC	-0.2	-1.4	0.6	2.2	0.1	0.1	1.0	1.2	1.6
OPEC crude production	-0.9	-0.3	1.4	1.0	-0.2	0.8	0.8	0.4	0.3
*Includes global biofuels, processing gains, etc.				-					

\*Includes global biofuels, processing gains, etc. Source: BP, IEA, US EIA, HSBC estimates



# **Disclosure appendix**

#### **Analyst Certification**

The following analyst(s), economist(s), or strategist(s) who is(are) primarily responsible for this report, including any analyst(s) whose name(s) appear(s) as author of an individual section or sections of the report and any analyst(s) named as the covering analyst(s) of a subsidiary company in a sum-of-the-parts valuation certifies(y) that the opinion(s) on the subject security(ies) or issuer(s), any views or forecasts expressed in the section(s) of which such individual(s) is(are) named as author(s), and any other views or forecasts expressed herein, including any views expressed on the back page of the research report, accurately reflect their personal view(s) and that no part of their compensation was, is or will be directly or indirectly related to the specific recommendation(s) or views contained in this research report: Gordon Gray, Kim Fustier, Thomas C. Hilboldt, CFA and David Phillips

#### Important disclosures

#### Equities: Stock ratings and basis for financial analysis

HSBC believes an investor's decision to buy or sell a stock should depend on individual circumstances such as the investor's existing holdings, risk tolerance and other considerations and that investors utilise various disciplines and investment horizons when making investment decisions. Ratings should not be used or relied on in isolation as investment advice. Different securities firms use a variety of ratings terms as well as different rating systems to describe their recommendations and therefore investors should carefully read the definitions of the ratings used in each research report. Further, investors should carefully read the entire research report and not infer its contents from the rating because research reports contain more complete information concerning the analysts' views and the basis for the rating.

#### From 23rd March 2015 HSBC has assigned ratings on the following basis:

The target price is based on the analyst's assessment of the stock's actual current value, although we expect it to take six to 12 months for the market price to reflect this. When the target price is more than 20% above the current share price, the stock will be classified as a Buy; when it is between 5% and 20% above the current share price, the stock may be classified as a Buy or a Hold; when it is between 5% below and 5% above the current share price, the stock will be classified as a Hold; when it is between 5% and 20% above the current share price, the stock will be classified as a Hold; when it is between 5% and 20% below the current share price, the stock may be classified as a Hold; when it is between 5% and 20% below the current share price, the stock may be classified as a Hold or a Reduce; and when it is more than 20% below the current share price, the stock will be classified as a Reduce.

Our ratings are re-calibrated against these bands at the time of any 'material change' (initiation or resumption of coverage, change in target price or estimates).

Upside/Downside is the percentage difference between the target price and the share price.

#### Prior to this date, HSBC's rating structure was applied on the following basis:

For each stock we set a required rate of return calculated from the cost of equity for that stock's domestic or, as appropriate, regional market established by our strategy team. The target price for a stock represented the value the analyst expected the stock to reach over our performance horizon. The performance horizon was 12 months. For a stock to be classified as Overweight, the potential return, which equals the percentage difference between the current share price and the target price, including the forecast dividend yield when indicated, had to exceed the required return by at least 5 percentage points over the succeeding 12 months (or 10 percentage points for a stock classified as Volatile\*). For a stock to be classified as Underweight, the stock was expected to underperform its required return by at least 5 percentage points over the succeeding 12 months (or 10 percentage points for a stock classified as Volatile\*). For a stock to be classified as Underweight, the stock was expected to underperform its required return by at least 5 percentage points over the succeeding 12 months (or 10 percentage points for a stock classified as Volatile\*). For a stock to be classified as Underweight, the stock was expected to underperform its required return by at least 5 percentage points over the succeeding 12 months (or 10 percentage points). Stocks between these bands were classified as Neutral.

\*A stock was classified as volatile if its historical volatility had exceeded 40%, if the stock had been listed for less than 12 months (unless it was in an industry or sector where volatility is low) or if the analyst expected significant volatility. However, stocks which we did not consider volatile may in fact also have behaved in such a way. Historical volatility was defined as the past month's average of the daily 365-day moving average volatilities. In order to avoid misleadingly frequent changes in rating, however, volatility had to move 2.5 percentage points past the 40% benchmark in either direction for a stock's status to change.



#### Rating distribution for long-term investment opportunities

As of 10 October 2017, the dis	tribution	of all independent ratings published by HSBC is as follows:
Buy	44%	(27% of these provided with Investment Banking Services)
Hold	42%	(25% of these provided with Investment Banking Services)
Sell	14%	(16% of these provided with Investment Banking Services)

For the purposes of the distribution above the following mapping structure is used during the transition from the previous to current rating models: under our previous model, Overweight = Buy, Neutral = Hold and Underweight = Sell; under our current model Buy = Buy, Hold = Hold and Reduce = Sell. For rating definitions under both models, please see "Stock ratings and basis for financial analysis" above.

For the distribution of non-independent ratings published by HSBC, please see the disclosure page available at http://www.hsbcnet.com/gbm/financial-regulation/investment-recommendations-disclosures.

To view a list of all the independent fundamental ratings disseminated by HSBC during the preceding 12-month period, please use the following links to access the disclosure page:

Clients of Global Research and Global Banking and Markets: www.research.hsbc.com/A/Disclosures

Clients of HSBC Private Banking: www.research.privatebank.hsbc.com/Disclosures

HSBC and its affiliates will from time to time sell to and buy from customers the securities/instruments, both equity and debt (including derivatives) of companies covered in HSBC Research on a principal or agency basis.

Analysts, economists, and strategists are paid in part by reference to the profitability of HSBC which includes investment banking, sales & trading, and principal trading revenues.

Whether, or in what time frame, an update of this analysis will be published is not determined in advance.

Economic sanctions imposed by the EU and OFAC prohibit transacting or dealing in new debt or equity of Russian SSI entities. This report does not constitute advice in relation to any securities issued by Russian SSI entities on or after July 16 2014 and as such, this report should not be construed as an inducement to transact in any sanctioned securities.

For disclosures in respect of any company mentioned in this report, please see the most recently published report on that company available at www.hsbcnet.com/research. HSBC Private Banking clients should contact their Relationship Manager for queries regarding other research reports. In order to find out more about the proprietary models used to produce this report, please contact the authoring analyst.

#### Additional disclosures

- 1. This report is dated as at 11 October 2017.
- 2. All market data included in this report are dated as at close 09 October 2017, unless a different date and/or a specific time of day is indicated in the report.
- 3. HSBC has procedures in place to identify and manage any potential conflicts of interest that arise in connection with its Research business. HSBC's analysts and its other staff who are involved in the preparation and dissemination of Research operate and have a management reporting line independent of HSBC's Investment Banking business. Information Barrier procedures are in place between the Investment Banking, Principal Trading, and Research businesses to ensure that any confidential and/or price sensitive information is handled in an appropriate manner.
- 4. You are not permitted to use, for reference, any data in this document for the purpose of (i) determining the interest payable, or other sums due, under loan agreements or under other financial contracts or instruments, (ii) determining the price at which a financial instrument may be bought or sold or traded or redeemed, or the value of a financial instrument, and/or (iii) measuring the performance of a financial instrument.

#### **Production & distribution disclosures**

- 1. This report was produced and signed off by the author on 12 Oct 2017 16:12 GMT.
- 2. In order to see when this report was first disseminated please see the disclosure page available at https://www.research.hsbc.com/R/34/sQJdSpt



# Disclaimer

#### Legal entities as at 13 July 2017

'UAE' HSBC Bank Middle East Limited, Dubai; 'HK' The Hongkong and Shanghai Banking Corporation Limited, Hong Kong; 'TW' HSBC Securities (Taiwan) Corporation Limited; 'CA' HSBC Securities (Canada) Inc.; HSBC Bank, Paris Branch; HSBC France; 'DE' HSBC Trinkaus & Burkhardt AG, Düsseldorf; 000 HSBC Bank (RR), Moscow; 'IN' HSBC Securities and Capital Markets (India) Private Limited, Mumbai; 'JP' HSBC Securities (Japan) Limited, Tokyo; 'EG' HSBC Securities Egypt SAE, Cairo; 'CN' HSBC Investment Bank Asia Limited, Beijing Representative Office; The Hongkong and Shanghai Banking Corporation Limited, Singapore Branch; The Hongkong and Shanghai Banking Corporation Limited, Seoul Securities Branch; The Hongkong and Shanghai Banking Corporation Limited, Seoul Securities (IV) Ltd, Johannesburg; HSBC Bank plc, London, Madrid, Milan, Stockholm, Tel Aviv; 'US' HSBC Securities (USA) Inc, New York; HSBC Yatirim Menkul Degerler AS, Istanbul; HSBC México, SA, Institución de Banca Múltiple, Grupo and Shanghai Banking Corporation Limited; The Hongkong and Shanghai Banking Corporation HSBC; HSBC Bank Australia Limited; HSBC Bank Argentina SA; HSBC Saudi Arabia Limited; The Hongkong and Shanghai Banking Corporation Limited, Bangkok Branch; PT Bank HSBC Indonesia

Issuer of report HSBC Bank plc 8 Canada Square London, E14 5HQ, United Kingdom Telephone: +44 20 7991 8888 Fax: +44 20 7992 4880 Website: www.research.hsbc.com

In the UK this document has been issued and approved by HSBC Bank plc ("HSBC") for the information of its Clients (as defined in the Rules of FCA) and those of its affiliates only. It is not intended for Retail Clients in the UK. If this research is received by a customer of an affiliate of HSBC, its provision to the recipient is subject to the terms of business in place between the recipient and such affiliate.

HSBC Securities (USA) Inc. accepts responsibility for the content of this research report prepared by its non-US foreign affiliate. All U.S. persons receiving and/or accessing this report and wishing to effect transactions in any security discussed herein should do so with HSBC Securities (USA) Inc. in the United States and not with its non-US foreign affiliate, the issuer of this report. In Singapore, this publication is distributed by The Hongkong and Shanghai Banking Corporation Limited, Singapore Branch for the general information of institutional investors or other persons specified in Sections 274 and 304 of the Securities and Futures Act (Chapter 289) ("SFA") and accredited investors and other persons in accordance with the conditions specified in Sections 275 and 305 of the SFA. This publication is not a prospectus as defined in the SFA. It may not be further distributed in whole or in part for any purpose. The Hongkong and Shanghai Banking Corporation Limited, Singapore should contact a "Hongkong and Shanghai Banking Corporation Limited, Singapore Branch" representative in respect of any matters arising from, or in connection with this report.

In Australia, this publication has been distributed by The Hongkong and Shanghai Banking Corporation Limited (ABN 65 117 925 970, AFSL 301737) for the general information of its "wholesale" customers (as defined in the Corporations Act 2001). Where distributed to retail customers, this research is distributed by HSBC Bank Australia Limited (ABN 48 006 434 162, AFSL No. 232595). These respective entities make no representations that the products or services mentioned in this document are available to persons in Australia or are necessarily suitable for any particular person or appropriate in accordance with local law. No consideration has been given to the particular investment objectives, financial situation or particular needs of any recipient.

This publication has been distributed in Japan by HSBC Securities (Japan) Limited. It may not be further distributed, in whole or in part, for any purpose. In Hong Kong, this document has been distributed by The Hongkong and Shanghai Banking Corporation Limited in the conduct of its Hong Kong regulated business for the information of its institutional and professional customers; it is not intended for and should not be distributed to retail customers in Hong Kong. The Hongkong and Shanghai Banking Corporation Limited in the products or services mentioned in this document are available to persons in Hong Kong or are necessarily suitable for any particular person or appropriate in accordance with local law. All inquiries by such recipients must be directed to The Hongkong and Shanghai Banking Corporation Limited. In Korea, this publication is distributed by The Hongkong and Shanghai Banking Corporation Limited, Seoul Securities Branch ("HBAP SLS") for the general information of professional investors specified in Article 9 of the Financial Investment Services and Capital Markets Act ("FSCMA"). This publication is not a prospectus as defined in the FSCMA. It may not be further distributed in whole or in part for any purpose. HBAP SLS is regulated by the Financial Services Commission and the Financial Supervisory Service of Korea. This publication is distributed in New Zealand by The Hongkong and Shanghai Banking Corporation Limited, New Zealand Branch incorporated in Hong Kong SAR.

This document is not and should not be construed as an offer to sell or the solicitation of an offer to purchase or subscribe for any investment. HSBC has based this document on information obtained from sources it believes to be reliable but which it has not independently verified; HSBC makes no guarantee, representation or warranty and accepts no responsibility or liability as to its accuracy or completeness. The opinions contained within the report are based upon publicly available information at the time of publication and are subject to change without notice. From time to time research analysts conduct site visits of covered issuers. HSBC policies prohibit research analysts from accepting payment or reimbursement for travel expenses from the issuer for such visits.

Nothing herein excludes or restricts any duty or liability to a customer which HSBC has under the Financial Services and Markets Act 2000 or under the Rules of FCA and PRA. A recipient who chooses to deal with any person who is not a representative of HSBC in the UK will not enjoy the protections afforded by the UK regulatory regime. Past performance is not necessarily a guide to future performance. The value of any investment or income may go down as well as up and you may not get back the full amount invested. Where an investment is denominated in a currency other than the local currency of the recipient of the research report, changes in the exchange rates may have an adverse effect on the value, price or income of that investment. In case of investments for which there is no recognised market it may be difficult for investors to sell their investments or to obtain reliable information about its value or the extent of the risk to which it is exposed.

In Canada, this document has been distributed by HSBC Securities (Canada) Inc. (member IIROC), and/or its affiliates. The information contained herein is under no circumstances to be construed as investment advice in any province or territory of Canada and is not tailored to the needs of the recipient. No securities commission or similar regulatory authority in Canada has reviewed or in any way passed judgment upon these materials, the information contained herein or the merits of the securities described herein, and any representation to the contrary is an offense.

HSBC Bank plc is registered in England No 14259, is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority and is a member of the London Stock Exchange. (070905)

If you are an HSBC Private Banking ("PB") customer with approval for receipt of relevant research publications by an applicable HSBC legal entity, you are eligible to receive this publication. To be eligible to receive such publications, you must have agreed to the applicable HSBC entity's terms and conditions ("KRC Terms") for access to the KRC, and the terms and conditions of any other internet banking service offered by that HSBC entity through which you will access research publications using the KRC. Distribution of this publication is the sole responsibility of the HSBC entity with whom you have agreed the KRC Terms.

If you do not meet the aforementioned eligibility requirements please disregard this publication and, if you are a customer of PB, please notify your Relationship Manager. Receipt of research publications is strictly subject to the KRC Terms, which can be found at https://research.privatebank.hsbc.com/ – we draw your attention also to the provisions contained in the Important Notes section therein.

© Copyright 2017, HSBC Bank plc, ALL RIGHTS RESERVED. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, on any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of HSBC Bank plc. MCI (P) 069/06/2017, MCI (P) 126/02/2017



# **Global Natural Resources & Energy Research Team**

Global Head of Resources and Energy Research +1 212 525 8637 **David Phillips** david.1.phillips@us.hsbc.com

#### **Metals and Mining**

Metals and Minning	
EMEA David Pleming david.pleming@za.hsbc.com	+27 11 676 4228 1
Emma Townshend emma.townshend@za.hsbc.	+27 21 794 8345 com
Derryn Maade derryn.maade@za.hsbc.com	+27 11 676 4519 1
Kirtan Mehta, CFA kirtanmehta@hsbc.co.in	+91 80 4555 2752
Anshul Gadia, CFA anshulgadia@hsbc.co.in	+91 80 4555 2754
North America & Latin Ame James Steel james.steel@us.hsbc.com	erica +1 212 525 3117
Jonathan Brandt, CFA jonathan.l.brandt@us.hsbc.c	
Yevgeniy Shelkovskiy yevgeniy.x.shelkovskiy@us.l	
Botir Sharipov, CFA botir.x.sharipov@us.hsbc.co	
Asia Head of Resources & Ener Asia-Pacific Thomas C. Hilboldt, CFA thomaschilboldt@hsbc.com.	+852 2822 2922
<b>Jeff Yuan</b> jeffsyuan@hsbc.com.hk	+852 3941 7010
Brian Cho briancho@kr.hsbc.com	+822 3706 8750

Rajesh V Lachhani +91 22 6164 0687 rajeshvlachhani@hsbc.co.in

+91 22 2268 1245 Alok Deshpande alokpdeshpande@hsbc.co.in

#### Energy

Europe Global Sector Head, Oil and Gas Gordon Grav +44 20 7991 6787 gordon.gray@hsbcib.com

**Kim Fustier** +44 20 3359 2136 kim.fustier@hsbc.com

Abhishek Kumar +9180 4555 2753 abhishek.kumar@hsbc.co.in

CEEMEA

Bülent Yurdagül +90 212 376 46 12 bulentyurdagul@hsbc.com.tr

+44 20 7992 3302 Ildar Khaziev, CFA ildar.khaziev@hsbc.com

#### Latin America

Lily Yang, CFA 1 212 525 0990 lilyanna.x.yang@us.hsbc.com

Vinicius Tsubone 54 11 4340 9732 vinicius.tsubone@hsbc.com.ar

Erika Lucchesi 54 11 4323 4715 erika.lucchesi@hsbc.com.ar

#### Asia

Head of Resources & Energy Research, Asia-Pacific Thomas C. Hilboldt, CFA +852 2822 2922 thomaschilboldt@hsbc.com.hk

John Chung +8862 6631 2868 john.chung@hsbc.com.tw

Dennis Yoo, CFA +852 2996 6917 dennishcyoo@hsbc.com.hk

Shishir Singh +852 2822 4292 shishirkumarsingh@hsbc.com.hk

Alok P Deshpande +91 22 2268 1245 alokpdeshpande@hsbc.co.in

#### **Chemicals**

#### Europe/US

Head of GEMs Chemicals Sriharsha Pappu, CFA +971 4 423 6924 sriharsha.pappu@hsbc.com

James Richards +44 20 3359 3755 james.n.richards@hsbc.com

#### CEEMEA

Head of GEMs Chemicals Sriharsha Pappu, CFA +971 4 423 6924 sriharsha.pappu@hsbc.com

Nicholas Paton, CFA +971 4 423 6923 nicholas.paton@hsbc.com

Prateek Bhatnagar +9180 4555 2757 prateekbhatnagar@hsbc.co.in

Asia Dennis Yoo, CFA +852 2996 6917 dennishcyoo@hsbc.com.hk

#### Latin America

Eduardo Altamirano +1 212 525 8333 eduardo.x.altamirano@us.hsbc.com

Coleman Clyde +1 212 525 2441 coleman.l.clyde@us.hsbc.com

Lily Yang, CFA 1 212 525 0990 lilyanna.x.yang@us.hsbc.com

Vinicius Tsubone 54 11 4340 9732 vinicius.tsubone@hsbc.com.ar

Frika Lucchesi 54 11 4323 4715 erika.lucchesi@hsbc.com.ar

#### **Utilities**

Ounties	
Europe Adam Dickens adam.dickens@hsbcib.com	+44 20 7991 6798
Verity Mitchell verity.mitchell@hsbcib.com	+44 20 7991 6840
Pablo Cuadrado pablo.cuadrado@hsbc.com	+34 91 456 62 40
Charanjit Singh charanjit2singh@hsbc.co.in	+91 80 3001 3776
Asia Regional Head Utility & Alt Evan Li evan.m.h.li@hsbc.com.hk	ternative Energy +852 2996 6619
Summer Y Y Huang summeryyhuang@hsbc.com	+852 2996 6976 n.hk
Yeon Lee yeonlee@kr.hsbc.com	+822 3706 8778
Tarun Bhatnagar tarunbhatnagar@hsbc.com.	+65 6658 0614 sg
Simon Fang simon.w.fang@hsbc.com.hk	+852 2914 9973
Puneet Gulati puneetgulati@hsbc.co.in	+ 91 22 2268 1235
Latin America Lily Yang, CFA lilyanna.x.yang@us.hsbc.co	1 212 525 0990 m
Vinicius Tsubone vinicius.tsubone@hsbc.com	54 11 4340 9732 .ar
Erika Lucchesi erika.lucchesi@hsbc.com.ar	54 11 4323 4715
CEEMEA Dmytro Konovalov dmytro.konovalov@hsbc.co	+7 495 258 3152 m

#### **Alternative Energy**

Sean McLoughlin +44 20 7991 3464 sean.mcloughlin@hsbcib.com

Evan Li +852 2996 6619 evan.m.h.li@hsbc.com.hk

Charanjit Singh +91 80 3001 3776 charanjit2singh@hsbc.co.in

Simon Fang +852 2914 9973 simon.w.fang@hsbc.com.hk

#### Specialist Sales

Thomas White +44 20 7991 5996 thomas.white@hsbcib.com