



Russia & CIS Oil & Gas Executive Summit



GAS, REFINING & PETROCHEMICALS

ORGANISED BY



Euro Petroleum Consultants

CO-HOSTED BY



21 & 22 JUNE 2017 · RADISSON ROSA KHUTOR · SOCHI · RUSSIA

CONFERENCE HIGHLIGHTS:

- Industry Market Trends - Global & Regional Outlook. Scenarios for the Future
- Current Challenges Facing Russian & CIS Refiners & Petrochemical Companies
- Update on Large Scale Modernisation Projects - Ongoing & Planned
- Import Substitution
- Project Financing
- Long Term Strategic Planning in a Volatile Environment
- Strategies for Achieving Operational Excellence
- M&A Challenges. Improving Organisational Structure. Change Management

MEETING PLACE FOR LEADERS
IN THE RUSSIAN & CIS
OIL, GAS, PETROCHEMICALS &
CHEMICALS SECTORS



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KEY SPEAKERS



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Russia & CIS Oil & Gas Executive Summit

21 & 22 JUNE 2017

What people say about Executive Summit:



The EPC Russia & CIS Executive briefing brought together relevant industry experts from refining operators, construction, technology licensing and chemicals / catalyst in a robust venue that enable frank discussions about enabling the industry to meet the challenges it faces over the next decade.

**Kirk Novak,
Merichem Company**

There are many industry conferences today and refiners as well as suppliers have to make their choice and I am glad I made this choice - this conference was very attractive to me. The content, was very informative and also very open - people talked quite friendly about their projects and their problems and this is very helpful for us. It was a wonderful experience and something I would like to repeat, I hope I can make it next year.

Jean Sentenac, AXENS

The conference provided a great opportunity to learn about best practices in downstream (refining & chemicals) and network with technology supplier and end user.

**Süleyman Özmen,
Shell Global Solutions**

The Executive Summit is a great place for discussing and discovering new technologies, to meet people from the industry and learn about interesting projects, which result in the future into serious investment plans. Hence, I believe the event should continue, it grows and becomes more interesting every year. We can see that from 120 attendees in the beginning, now we have more than 200, which means the conference is successful and you should keep on developing it.

**Oleg Belyavsky,
GAZPROMNEFT - OMSK
REFINERY**



WELCOME TO EXECUTIVE SUMMIT



Now in its seventh year, the **Russian & CIS Oil & Gas Executive Summit** is a well-respected and established event for the refining and petrochemicals sectors, bringing together senior management and decision makers from leading producers and service providers to share and discuss the very latest industry trends, technology developments and key projects in these sectors.

Our Industry is continuously confronted by many challenges brought about by such factors as persistently low crude oil prices, changing global market demand for fuels and petrochemicals, access to project financing, weak investment growth, current political situation, and also sanctions causing delays to modernisation programmes.

Taking into account all the challenges mentioned above - this is the right time for leading companies to re-evaluate their current and future project plans and make sound business decisions.

Attending the Executive Summit will give a unique opportunity to exchange ideas and opinions on these important challenges. The program includes presentations from many of the industry's top influencers from leading consulting companies, technology & service providers, financial corporations, government organisations, as well as major regional oil & gas companies all active in this important market.

We look forward to welcoming you to Executive Summit 2017.

Colin Chapman
President, Euro Petroleum Consultants

ABOUT THE ORGANISER

Euro Petroleum Consultants (EPC) is a leading and well-established independent consulting company in the oil, gas and petrochemical sectors, as well as a producer of specialised annual international conferences and training seminars focusing on market trends, technological advances and business strategies for the petroleum industry.

Euro Petroleum Consultants is a major independent supplier of specialist consulting advice and services to the

oil, gas and petrochemical industries. EPC's mission is to act as Client Project Engineer (CPE), providing invaluable expertise, advice and support throughout all the key stages of project analysis and implementation.

EPC has a global presence with offices in 9 countries. The company's main offices are located in London, Moscow, Dubai, Sofia and Kuala Lumpur, with additional project offices in Paris, Cameroon, Ufa, Orsk, Mozyr and Jakarta.

RECENT PROJECTS:

- **LUKOIL NNOS** – FCC & HF Alkylation Complex (CPE)
- **FORTEINVEST** – Orsk Refinery Expansion (CPE)
- **SOCAR** – Urea Complex & Polypropylene Project (CPE)
- **MOZYR REFINERY** – Octane Complex (CPE)
- **AFIPKA REFINERY** – Major Refinery Upgrade
- **GAZPROM NEFTECHIM SALAVAT** – Acrylic Acid Project (Technical Consultant)



Euro Petroleum Consultants

**SHARING KNOWLEDGE,
SHAPING BUSINESS**

View our full portfolio:
www.europetro.com

Contact us at:
consulting@europetro.com

Marketing Opportunities

Euro Petroleum Consultants (EPC) long-standing relationship with many key operating companies means that we are able to facilitate introductions and assist with setting up meetings for our sponsors and exhibitors. We stand out with our personalized service and go one step further to ensure that your experience with us is a valuable one.

Sponsoring

We offer two types of sponsorship packages: Branding packages and Hospitality / Networking packages. Whether you choose to have your logo on the conference Event Guide, Lanyards or Notebooks or prefer to host a Welcome Reception, Coffee Break or Lunch, becoming a Sponsor will give you a high profile before, during and after the event. Additional tailor-made benefits include extra delegate places and complimentary advertising and exhibition space. Our sponsorship packages are flexible to meet your needs and budgets.

Exhibiting

Participation in the exhibition will allow you to increase your brand awareness, promote your products and services, meet new clients and establish fruitful contacts with a large number of delegates. The exhibition is organised in closed proximity to the conference hall. All coffee breaks are held in the exhibition area, which guarantees 100% attendance at the stands.

Organising the Exclusive Technology Seminar for Your Company

EPC will be glad to help you to organise your company seminar within our conferences - before, after, or in parallel with them. This format of co-hosting the events will provide an excellent opportunity to tell about your products & services not only to the companies that you already have been contacting, but also to share information through our network and this way expand your audience to the maximum.

Our conference programme, which will include a section dedicated to your seminar, will be mailed and e-mailed multiple times to our database of industry professionals (40000+ relevant contacts). We will use our special relationship with professional media and our groups in social networks to promote your seminar. We will take care of all the coordination of all logistical details involved with arranging the seminar and running the event on the day, including booking the right venue, coordinating work with the hotel, managing the registration process, issuing the seminar post-show report, etc. To receive your personal proposal please contact us.



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How to Contact Us



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8:30 **REGISTRATION & MORNING COFFEE** sponsored by: **ExxonMobil**

9:00 **OPENING REMARKS,**
Colin Chapman, President, EURO PETROLEUM CONSULTANTS

OVERVIEW OF THE REFINING, GAS & PETROCHEMICALS INDUSTRIES IN RUSSIA & CIS. Part 1

Overview of Russian Downstream & Petrochemicals Sector

- Main Challenges & Opportunities
- Managing Risks for Major Projects
- Future Strategies

Colin Chapman, President,
EURO PETROLEUM CONSULTANTS

Challenges for Project Implementation in New Business Environment

Dmitry Ivanov, Director, Major Projects Directorate,
GAZPROM NEFT

Overview Presentation *

Rustem Gimaletdinov, VP Refining, Petrochemicals, Gas Processing, LUKOIL

"Quick Access" – The Program Ensuring Access of Russian Equipment Manufacturers to Foreign Licensors & EPC Projects:

- Current Situation Regarding the Russian Equipment Share in the Market
- Existing Restrictions
- Steps Required from the Process Participants

Sergey Arkhipov, Director of Technology Partnership & Technology Transfer Department, GAZPROM NEFT

Oilfield Services Market Conditions & Trends in Russia:

- Update on Status of the Russian Oil Sector
- Main Challenges for Future Development

Gennady Kamyshnikov, Partner, Leader of Activities in the Oil & Gas and Mining Industry in CIS / Artem Fedorov, Head of Oilfield Services Market Analytic Center, DELOITTE

COFFEE BREAK sponsored by:

ExxonMobil

OVERVIEW OF THE REFINING, GAS & PETROCHEMICALS INDUSTRIES IN RUSSIA & CIS. Part 2

High-Performance Project Execution: Key Lessons From the Industry Best Executed Projects:

- Formulating the Project Execution Philosophy
- Importance of Collaboration Between All Parties, Including the Owner Team, Licensor, PMC, FEED & EPC Contractors
- Value of Good Project Definition, Scenarios Evaluation, Smart Configuration & Technology Selection

Süleyman Özmen, Downstream Licensing Vice President,
SHELL GLOBAL SOLUTIONS

Strategy for Belarus Oil & Petrochemicals Complexes Development

Andrey Derekh, Chairman of the Board of Directors,
UNITER INVESTMENT COMPANY

From Volume to Value: The Transformation of National Oil Companies

Nargiz Kerimova, Partner, EY

Major Oil & Gas Projects in Russia:

- Update on Completed Projects
- Status of Ongoing & Planned Projects

Vladimir Kapustin, General Director, VNIPINEFT

LUNCH

FUTURE TECHNOLOGY INNOVATIONS & STRATEGIES FOR IMPROVING PROFITABILITY

Optimizing Your Crude to Chemicals Configuration:

- Emerging Trend of Crude to Chemicals
- Key Configuration Decisions
- Advantaged Solution Options

Senior Representative, EXXONMOBIL

Meeting CIS Downstream Challenges in the Current Oil & Gas Environment

Nigel Orchard, Regional General Manger, UOP

Keys for Achieving Greater Performance:

- Maximizing Profitability of Assets from Design to Operation
- Focus on Advanced Equipment for Higher Performance

Fabien Lundy, Sales Director, Process Licensing Business Unit, AXENS

COFFEE BREAK sponsored by:

ExxonMobil

PROJECT FINANCING & RISK MANAGEMENT

Investment Projects Financial Management *

Dmitry Artemiev, Director Finance Department, SBERBANK CIB

The Russian Oil & Gas Industry in the Current Economic Conditions: Unexpected Results & Lessons in Financing

Marc Partridge, Managing Director, Co-Head of Project & Structured Finance, GAZPROMBANK

Venture Capital - Additional Technologies Source for Oil & Gas Industry Innovative Development

Konstantin Nadenenko, Director Venture Capital Investments, Investment Projects & Programs Directorate, MC LIDER

Acquiring (or Disposing of) a Downstream Oil & Gas Industry Business – In Russia or Abroad:

- What is the Deal - M&A, A&D, JV? How Differences in Focus, Structure, Context Lead to Different Legal Consequences & Outcomes
- The New Arbitration Regime in Russia - Consequences for Onshore & Offshore M&A; Time for a More General Re-Think
- Russian Law Changes Affecting M&A Deals

Doran Doeh, Partner, DENTONS

19:00 **GALA EVENING** UOP Company invites all Executive Summit delegates to attend Gala-Dinner which will be held in the exquisite Red Fox Restaurant

Honeywell
UOP



8:30 **MORNING COFFEE** sponsored by: **ExxonMobil**

9:00 **BEGINNING OF DAY 2**

APPROPRIATE PROJECT IMPLEMENTATION STRATEGY SELECTION AS A KEY TO SUCCESS

Roadmap for Successful Project Implementation:

- Why Do Projects Fail?
- Importance of Front End Loading FEL
- CPE Approach
- Which Approach for Russian Projects?

**Colin Chapman, President,
EURO PETROLEUM CONSULTANTS**

Petron RMB Project – A New Standard in Project Execution:

- Case Study: Large Refinery Expansion in SE Asia
- Delayed Coking - Key Technology of the Project that Improved Refinery Margin
- Project Execution Approach, Results: Successful, Fast Track & on Budget Project

**Steve Beeston, Vice President, Global Technology Business
Development, AMEC FOSTER WHEELER**

Time to Incorporate Necessary Changes into the Traditional Approach to Capital Construction & Renovation Project Management

Alexey Lebedev, General Manager, AVEVA

COFFEE BREAK sponsored by:

ExxonMobil

STRATEGIC DEVELOPMENT OF ADVANCED TECHNOLOGIES

Import Substitution in Group III Base Oils

Nikolay Karpov, General Director, SLAVNEFT - YANOS

Gazprom Neft New Catalyst Production, Efficient Import Substitution

**Oleg Vedernikov, Head of Refining & Petrochemicals
Development Department / Irina Reznichenko, Head of the
Division of Refining & Petrochemicals Development Department,
GAZPROM NEFT**

FCC Naptha Blending Options Optimization to Produce Euro 5 Class Gasolines

Senior Representative, ROSNEFT - RYAZAN REFINERY

Alkylation Profit Maximizing Based on Strategic Partnership of Licensors & Combining CDAlky & WSA Processes

**Lene Hansen, Vice President Lincensing Refinery Business
Unit, Vladimir Morinov, Director Technology Department, Haldor
Topsoe / Inna Babaeva, Senior Business Development Manager,
CB&I, Haldor Topsoe / CB&I**

LUNCH

OPERATIONAL EXCELLENCE & PROCESS SAFETY

Technogenic Safety Monitoring as the Base of Refinery Operational Efficiency

Andrey Kostyukov, General Director, SIC DYNAMICS

Special Presentation

Senior Representative, YOKOGAWA

Special Presentation

**Dmitry Khrapov, Chief Technologist, GAZPROM NEFT - OMSK
REFINERY**

PANEL SESSION DISCUSSION

IMPORT SUBSTITUTION OPPORTUNITIES

An interactive panel session to address the main challenges facing the refining sector in Russia & CIS. The panelists will include the highly influential representatives for Russian & CIS companies & Major Licensors

- **Key Equipment, Solutions & Technologies: Challenges & Opportunities**
- **Comparison Analysis of Russian, Asian & Indian Suppliers Potentials**
- **Russian & Overseas Suppliers**
- **Establishing Production in Russia - Priority Strategy Came to Life**

18:00 **END OF SUMMIT
FAREWELL COCKTAIL**



NETWORKING EVENTS



We recognise the importance of networking as well as engaging in the conference sessions. With this in mind we have maximised the opportunities for delegate interaction and invite you to participate in the options listed here.

TUESDAY 20 JUNE 18:30

Welcome Reception

A chance to pre-register for Executive Summit and meet your fellow Delegates whilst enjoying refreshments and canapes in a relaxed environment.

WEDNESDAY 21 JUNE 19:00

Gala Evening

Join us at the end of the first day of the Conference for the Gala Evening, sponsored by UOP.

Dinner will be held in Red Fox restaurant where you will enjoy exquisite dishes and beverages.



THURSDAY 22 JUNE 18:00

Farewell Reception

Join us at the end of Executive Summit for an informal farewell networking reception. A variety of refreshments and canapes will be served.

THE VENUE



The Radisson Hotel, Rosa Khutor welcomes travelers to experience the stunning landscape of the Caucasus Mountains. The hotel is located in an extremely scenic location at an altitude of 560 meters above sea level.

You won't have to venture far to find delectable dining options, including Seasons Restaurant, which hosts the Super Breakfast Buffet, and the Black Bar & Grill.

With hotel well-prepared leisure program, guests have a chance to try a number of activities during their stay. Explore the local area by foot, bicycle, horse or Segway. Climb to the highest point, Rose Peak, alongside an experienced guide. Whether you're interested in rafting, trekking, fishing or Nordic walking, Rosa Khutor offers the most favorable conditions for your adventure. Don't forget about the beach! Rosa Beach boasts a comfortable swimming area, so your summer holiday in the mountains can also include sunbathing, air baths and invigorating cocktails in the cafe beach area.



Scientific-Technical Conference: Modernisation, Innovations & Perspectives co-hosted by Mozyr Refinery will take place in Mozyr (the Republic of Belarus). The main goal is to bring together key representatives from leading technology and equipment suppliers to share best practices in downstream sector to improve plant's operational efficiency level & optimise major projects implementation process and discuss opportunities for future cooperation with Mozyr refinery top-level managers.

Key Topics include:

- Projects Implemented at the Mozyr Refinery
- Facilities Upgrading, Grassroot Construction
- Opportunities for Deep Conversion Technologies Implementation
- Latest Process Catalysts Developments
- Advanced Automation Systems & Process Control
- Advanced Operational Efficiency Improvement Systems



GTCC – 2nd Russia & CIS Gas to Chemicals Conference will focus on different technology options and equipment development for production of syngas, methanol, ammonia, carbamide generation and granulation.

Key Highlights: • Overview of global gas market: new players, trends and forecasts: • Russian NG market • Ways of Natural Gas monetization • Innovative technologies and projects status, market development and case studies: Gas Purification, Separation and Conversion of the Components; Syngas Generation; Ammonia, Urea and other Fertilizers Technologies; Methanol, DME, Formaldehyde; Synthetic Fuels: GTL and MTG Technologies; Olefins Technologies (MTO, MTP etc.)



16th RPTC – Russia & CIS Petrochemicals Technology Conference & Exhibition is the event that petrochemical companies in Russia & CIS and their partners consider the main annual platform to address key technology challenges they are facing and market trends that impact the development of the petrochemical industry in region, to share experiences and discuss lessons learned. Key topics will include overview and outlook of the petrochemical industry & markets, olefins production, polyolefins production, aromatics & derivatives production.

Key Highlights: • Overview & Outlook of the Petrochemical Industry & Markets: Global and in Russia & CIS • Major Projects in the Russia & CIS Petrochemical Industry. Challenges & Opportunities • Overview of Important International Projects and How they Would Impact the Market • Olefins Production: Innovative Technologies, Increasing Operational Margins, Modernization of Existing Units, Latest Catalysts Developments • Polyolefins Production: Technologies & Solutions, Feedstock Supply • Aromatics & Derivatives Production: Leading Technologies for Plants Modernisation, Production Plans and Market Impact, PTA and PET, phenol and styrene production • Producers Panel Session with Representatives of the Leading Russian & CIS Petrochemical Companies



17th RRTC – Russia & CIS Refining Technology Conference & Exhibition is our longest established Russian technology event and it will cover the latest updates and case studies on: clean fuels technology developments, optimisation tools, FCC, hydroprocessing and hydrocracking technologies for fuels and lubes and will provide unique networking and marketing opportunities.

Key Highlights: • Overview of the Global and Russia & CIS Refining Industry Developments and Market Trends • Clean Fuels Technologies: Desulphurisation Technologies; Latest Performing Technologies & Catalysts; Implementing of Isomerization Technologies; Increasing the Capacity of Hydroprocessing Units; Hydrogen Production Technologies • Latest Developments in FCC Technologies. Recently Completed FCC Projects • Catalysts with Improved Performance • Residue Upgrading Technologies • Environment Protection: Improving Refinery Operations to Meet Environment Protection Standards • Project Management: Masterplanning & Front-End Loading, Improved Project Management Systems. The Role of Russian Project Institutes projects in Planning Stage: Goals, Challenges, Development Strategies, Possible Integration with Existing Units



Operational Excellence in Refining, Gas & Petrochemicals Conference - Op-Ex Russia & CIS 2017 – will highlight the issues of operational costs optimization and increasing plant profitability in current market conditions.

Key Topics to be Covered:

- Energy Efficiency as a Key Element of OE Process
- Advanced Technologies and IT Systems for Improving Reliability and Efficiency
- Cost and Process Optimisation
- Operational Availability
- Production Planning and Scheduling
- Development and Implementation of Continuous Improvement System
- Risk Management / Asset Management
- Reliability and Maintenance, Increasing the Turnaround Cycle
- Procurement and Supply
- OE Corporate Culture Development, Organisation of the Process and Training
- Effective Contractor Management
- OE Level Evaluation and Measurement (KPI), Audit and Benchmarking

Specialised Oil & Gas Training Seminars

Course types: public / multi-client and corporate in-house seminars.

Training seminars cover a variety of key subjects:

- Operational Efficiency • Project Management • Health, Safety and Environment • Oil, Gas and Petrochemicals Masterclasses
- Investment Planning / Master Planning

Please send your request for participation, in-house seminars and questions to: seminars@europetro.com

