



Euro Petroleum Consultants

SHARING KNOWLEDGE,  
SHAPING BUSINESS

[www.europetro.com](http://www.europetro.com)

# SHARING KNOWLEDGE, SHAPING BUSINESS

Euro Petroleum Consultants is a leading independent consulting company with worldwide experience in the oil, gas and petrochemical industries.



CONSULTING



CONFERENCES



TRAINING SEMINARS



RECRUITMENT

## OUR OFFICES AND HOW TO CONTACT US



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## COMPANY STATUS



**20 YEARS**  
of consulting  
experience  
spanning all  
regions



**10 OFFICES**  
in seven countries  
around the  
world



**100+ PROJECTS**  
on consulting  
successfully  
completed



**200+ EVENTS**  
held worldwide  
with international  
status





## ABOUT EURO PETROLEUM CONSULTANTS

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 has four primary business units:

- **Consulting Services**
- **Conferences**
- **Training Seminars & In-house Training**
- **Recruitment**

Euro Petroleum Consultants has a global presence with offices in seven countries. The company's main offices are located in London, Moscow, Dubai, Sofia and Kuala Lumpur, with additional project offices in Paris and Cameroon, and Salavat, Orsk and Krasnodar in Russia.

With more than twenty years of in-depth knowledge and extensive technical and commercial experience, Euro Petroleum Consultants has completed more than 100 consulting projects and organised over 200 successful industry events around the world.



### President & Founder

Colin Chapman is President of Euro Petroleum Consultants, which he founded in 1996. Colin has over 45 years of international experience in refining and petrochemicals and has worked in numerous regions including Russia, France, the United Kingdom, Africa and the Middle East.

Colin began his career at Foster Wheeler, Paris in 1971 as a Process Engineer, before moving to Beicip-Franlab (IFP Consulting Group) to work as a Process Consultant.

In 1982 Colin was appointed Business Development Director for the former Soviet Union and Eastern Europe for UOP and was instrumental in establishing the Moscow Office. Colin was also Head of Refining for TNK and was involved in the merger with BP to form TNK BP in 2003.

### Vision

#### Sharing Knowledge, Shaping Business

Euro Petroleum Consultants was founded to provide solid consulting advice and quality assistance to the refining and petrochemical sectors, throughout all the stages of project analysis and implementation.

Euro Petroleum Consultants' mission is to support the needs of its clients in strengthening their business operations and contributing to their overall business growth by providing high quality consulting services and highly relevant industry specific events.

With its completely independent status, Euro Petroleum Consultants is in a unique position to advise refiners and petrochemical producers solely in their best interests and this is valid throughout each stage of project implementation.



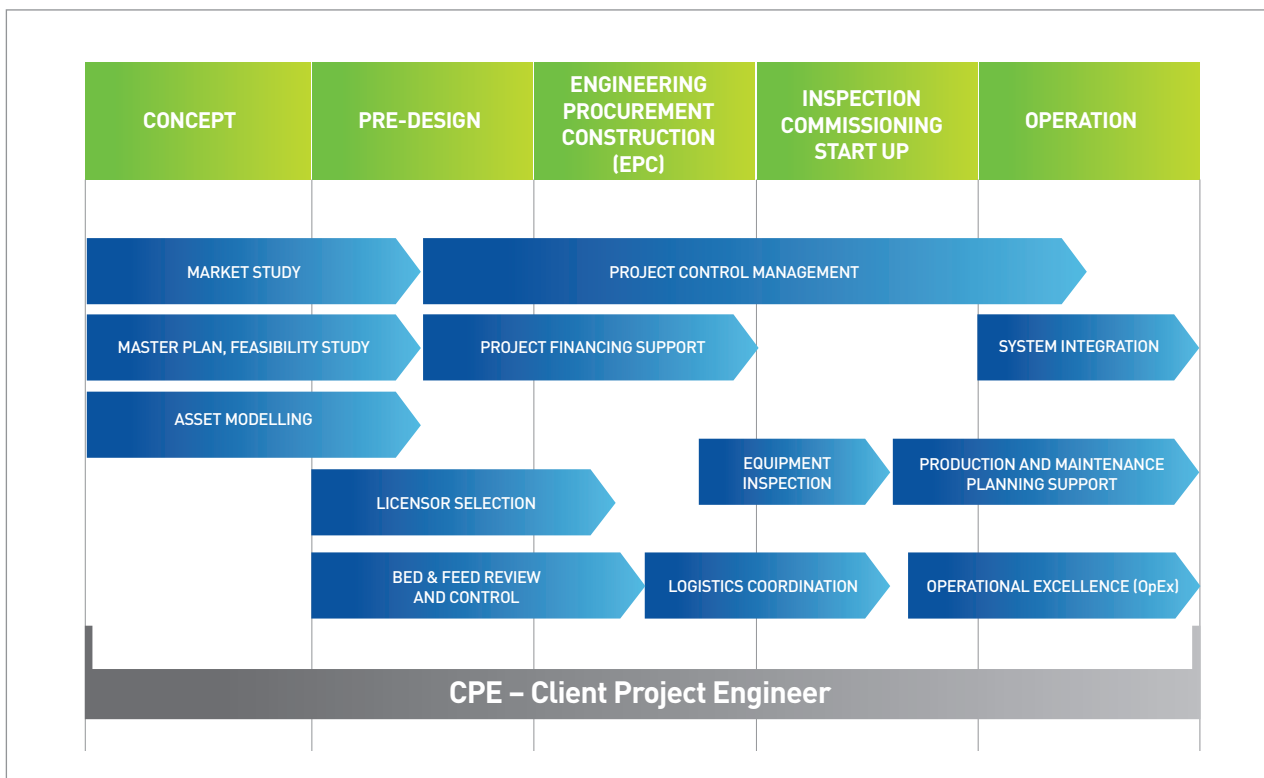


## CONSULTING SERVICES

Euro Petroleum Consultants is a major independent supplier of specialist consulting advice and services to the oil, gas and petrochemical industries. Euro Petroleum Consultants has extensive knowledge based on more than 20 years of experience in Russia, CIS and Caspian, Europe, the Middle East and Africa.

Euro Petroleum Consultants' 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.

### CPE Services





## Advantages of CPE

- Helps to maintain the project within budget, on target and up to the required standard
- An excellent way to train the Client team
- Recognition from the Contractors that the CPE team are controlling activities
- Instrumental in resolving issues or disputes
- May help to secure financing
- More economical than a traditional PMC (Project Management Consultant)

In addition, Euro Petroleum Consultants offer consultancy services to major banks, providing independent analysis and technical supervision for projects they have financed.

- Strategic Analysis
- Profitability Studies
- Project Development
- Project Management
- Personnel Training
- Legal and Finance

The Euro Petroleum Consultants team consists of highly qualified experts in the oil refining and petrochemical sectors with previous experience in many of the industry's leading companies such as UOP, Axens, IFP, ABB Lummus, Foster Wheeler, Technip, Shaw, Fluor, MW Kellogg, Shell, BP, Akzo Nobel, Basell, BASF, TNK-BP, Lukoil, Rosneft, Tatneft, KBC and VNIPINEFT.

Euro Petroleum Consultants' background and expertise in the execution of complex refinery projects enables it to deliver practical solutions for:

- Improving Project Strategy
- Identifying Market Opportunities
- Optimising Unit Performance
- Respecting Environmental Regulations





## PROJECT EXPERIENCE

Euro Petroleum Consultants has considerable worldwide experience in consulting projects covering all aspects of CPE services.

### Major Recent Projects

CLIENT	PROJECT	SCOPE OF WORK
LUKOIL NNOS	FCC & HF Alkylation Complex	PMC Services
FORTEINVEST	ORSK Refinery Expansion	Technical Advisor
AFIPSKY REFINERY	Major Refinery Upgrade	Technical Consultant to Bank
SOCAR	Urea Complex & Polypropylene Project	PMC Services
MOZYR REFINERY	HOIL Complex	PMC Services
SALAVATNEFTEORGSINTEZ	Acrylic Acid Project	Technical Consultant
SONARA CAMEROON	Refinery Expansion	PMC Services

“Euro Petroleum Consultants’ contribution helps to ensure that all issues are dealt with in a timely manner. They were able to act as a good interface for solving ongoing issues with the clients.”

UOP

“The quality of service provided by Euro Petroleum Consultants always matches the highest technological and professional level. It was always of great value to us.”

MOZYR REFINERY





## Concept Development Projects

Euro Petroleum Consultants has expertise in Concept Development Projects including Market Studies, Master Planning and Feasibility Studies.

### A PROJECT SNAPSHOT | Upgrade of Afipka Refinery, Russia

**DECEMBER 2012:** Euro Petroleum Consultants (EPC) was awarded by NGI-Management, owner of Afipka Refinery, a contract to review the upgrade programme of the refinery:

- Review of feasibility study, permits and licenses
- Analysis of process performances
- Estimation of capital costs, implementation schedule, operating costs and turnaround schedules
- Financial modelling support

**JUNE 2013:** EPC issued the final report including:

- Market Study, Crude Supply and Product Sales Logistics Review
- Configuration Comments and Process Flowscheme Review

- Financing Recommendations
- Implementation Strategy and Schedule
- Project Control and Risk Management

**SEPTEMBER 2013 – NOVEMBER 2013** - EPC provided the client support in negotiations with potential creditors.

**JANUARY 2014:** Sberbank of Russia opened an additional credit line for the upgrade project.

**MAY 2014:** EPC was awarded by Sberbank of Russia a contract to provide the technical consulting support for the Afipka Refinery upgrade programme implementation until 2023.

## Engineering Management Projects

Euro Petroleum Consultants (EPC) has extensive experience in Engineering Management Type Projects including Pre-Design Phase as well as Detail Engineering Phase.

CLIENT	PROJECT	SCOPE OF WORK
CONFIDENTIAL	MTBE production at Petchem Complex	Process technology selection of MTBE production in Belarus
SOCAR, Azerbaijan	Baku Refinery Revamp	FCC Unit Revamp – Coordination with Licensor
FortelInvest, Russia	Orsk Refinery Revamp	Technologies Selection, Monitoring Design activities
SONARA, Cameroon	Refinery Modernisation & Expansion – Phases 1 & 2	Project Management & Supervision Monitoring Detail Engineering Phases
Mozyr Refinery, Belarus	Sulphur Recovery Unit 1 & 2	Management, Coordination and works organization with Licensor
Mozyr Refinery, Belarus	HF Unit Construction	Technology Selection, BEP Control, Detail design control...
LUKOIL Bourgas, Bulgaria	Residue Upgrading Complex Construction	FEED contractor selection for H-Oil, FEED development control
SNOS, Salavatnefteorgsyntez	New Visbreaking Unit Complex Construction	Licensors selection, Control of BEP Development, Control of FEED Development...
Mozyr Refinery	Residue Upgrading Complex	Contractor for Selection of residue upgrading scheme & selection of technology
SNOS, Salavatnefteorgsyntez	New FCCU Complex Construction	Licensors selection, Control of BEP Development, Control of FEED Development
Petchem Company, Austria	Aromatics Complex Construction in Ukraine	Technology & Licensor selection



## Project Control Management

Euro Petroleum Consultants has experience in coordinating work of all EPC Contractor related issues and advise if all commitments and obligations of contractors, vendors and subcontractors are made in accordance with Project objectives and requirements.

### A PROJECT SNAPSHOT | Mozyr Refinery – Construction of FCC Complex in Mozyr (Belarus)

Euro Petroleum Consultants was engaged for CPE services to coordinate all activities related to the construction of the FCCU Complex at Mozyr Refinery. The Complex started up in 2003 and was one of the first upgrade refining projects in the FSU to be successfully implemented following the break up of the Soviet Union.

#### INVOLVED PARTIES:

Main Contractor	EPC
Licensor	UOP
Detailed Engineering	Neftechimproekt
Procurement Offshore Equipment	EPC/NCP/Mozyr
Procurement Onshore Equipment	NCP/Mozyr
Inspection	EPC (partial)
Supervision Construction	Mozyr/EPC/NCP







## CONFERENCES

Euro Petroleum Consultants (EPC) has been producing high-level conferences for the oil, gas and petrochemical sectors since 1999.

EPC host 15 events annually in Europe, Russia and CIS, the Middle East, China and Asia.

EPC conferences include an overview of industry developments, technical papers and presentations giving 'real' case studies of regional projects.

### Conference Topics

Euro Petroleum Consultants conferences typically cover a wide range of topics, including Refining & Petrochemicals Technology, Residue Upgrading Technology, Operational Excellence, Business Strategy, Safety, Project & Equipment and Green Energy.

### REFINING & PETROCHEMICALS TECHNOLOGY CONFERENCES

**CONFERENCE LOCATIONS:** EUROPE, RUSSIA & CIS, THE MIDDLE EAST, CHINA & ASIA

Euro Petroleum Consultants' Regional Refining and Petrochemicals Technology Conferences are considered by the industry to be the main annual platform to address key technology challenges and market trends that impact the development of the industry. Leading industry experts present best practices, share recent experience in implementing vital technological solutions for increasing margins at petrochemicals plants and refineries based on real projects, and shed light on the latest technologies innovations in the industry.

### RESIDUE UPGRADING CONFERENCES

**CONFERENCE LOCATIONS:** EUROPE, RUSSIA & CIS, & THE MIDDLE EAST

Bottom of the Barrel Technology Conferences are dedicated to technologies and practices for residue upgrading, including process and catalyst developments and specialised equipment for residue upgrading.

Each year the EPC conferences gather together the world's industry leaders in developing technology and solutions.

The conferences provide updates on the technology innovations, give an insight to the industry's future development plans and include examples of proven implemented technologies for increasing conversion.



## OPERATIONAL EXCELLENCE – OPEX CONFERENCES

**CONFERENCE LOCATION:** THE MIDDLE EAST & ASIA

The Operational Excellence in Oil, Gas and Petrochemicals (OpEx) Conference series was created for producers, solution providers, technology companies and EPCs to share cutting-edge practices that will enable companies to achieve best-in-class performance.

## BUSINESS STRATEGY CONFERENCES

**CONFERENCE LOCATIONS:** EUROPE, RUSSIA & CIS

Euro Petroleum Consultants Business Strategy Conferences for the downstream sector examine the economic issues, legislative and environmental pressures impacting on today's markets and present the latest strategies and technologies that will enable refiners to meet their operational goals and achieve significant financial improvements.

## SAFETY FORUMS

**CONFERENCE LOCATIONS:** RUSSIA & CIS, & THE MIDDLE EAST

Both producers and suppliers are developing innovative and effective solutions in safety and Euro Petroleum Consultants Safety Forum provides a unique arena for key industry stakeholders to present their experiences and share front line developments for the benefit of all participants. The event is designed to share the very latest strategies for driving safety excellence with a blend of international and local expertise. A focus on safety is the number one priority for companies and in a dynamic and fast paced business environment is becoming increasingly vital driver of financial value.



“ EPC provides excellent venues and an outstanding environment in which to showcase leading technologies. The networking sessions have proved conducive in sharing knowledge and experience between exhibitors, sponsors and end users. ”

**Walter Tijmes, Vice President – Sales & Technology, DAILY THERMETRICS**

“ The amount and quality of information that I gained will irrefutably support us in better operation of our refinery. The atmosphere instilled a level of comfort to discuss openly with others. Thank you, EPC, for organising the conference. ”

**Farhana Jamal, Deputy Manager, Technical Service, GULF PETROCHEM**





## PROJECT & EQUIPMENT CONFERENCES

### CONFERENCE LOCATIONS: RUSSIA & CIS

Project and Equipment Conferences aim to provide an overview of major projects in the region, both current and planned, and a platform to receive the latest development news with regard to specialised equipment.

The conferences address the key issues facing successful project implementation in the region: financing, strategies, escalating costs, the impact of current regulations and selecting the best-fit technologies.

The event brings together parties responsible for the development and implementation of projects: producer representatives, parent companies and their subsidiaries, established licensors, contractor representatives, supplier and investment banks.

## GAS TECHNOLOGY CONFERENCES

### CONFERENCE LOCATIONS: RUSSIA & THE MIDDLE EAST

The Gas Technology Conferences provide an opportunity for producers, consultants, EPCs and technology providers to become updated on the latest research, innovative technologies and recent applications in the industry. Leading industry experts present best practices, share recent experiences in implementing the latest technology developments for LNG, GTL, syngas, methanol, MTO and MTG, and discuss alternative routes for NG Monetisation, as well as gas industry development forecasts.



“ Excellent event focused on key and recent issues concerning R&P integration invited excellent pool of presenters talking about current regional mega-projects/programmes that will re-shape the future of the industry regionally and eventually globally. Thanks to EPC for their outstanding arrangements. ”

**Ahmed Al Jemaz, Deputy CEO, KNPC**

“ Fascinating event, overwhelmed by the response from some of the major refining and petrochemicals giants in the region presenting the technologies and road maps they have adopted. Great two days with some of the industry's best. ”

**Sudheesh Gopalakrishnan,  
Regional Business Manage, PAS**





## TRAINING SEMINARS

Committed to the mission of Sharing Knowledge and Shaping Business, Euro Petroleum Consultants has developed a series of high quality training seminars covering a wide range of topics to help professionals better understand the complex industry of oil, gas and petrochemicals.

A strong knowledge of the industry combined with extensive technical and commercial experience enables Euro Petroleum Consultants to guarantee that the training seminars are delivered to the highest of standards. The key to their success lies in the calibre of the trainers and their attention to detail – focusing on real issues. The topics of these seminars target the areas and developments identified as most relevant to the needs and requirements of the oil, gas & petrochemical sectors.

### “ STRATEGIC MANAGEMENT IN PETROCHEMICALS

Exceeded my expectations. Excellent. ”

**Ahmed Saeed Ghaleb Al Mheiri, CEO, CHEMAWEYAAT**

### “ MASTERCLASS IN PETROCHEMICALS

It was a great course that covered in a short period all the aspects of the petrochemical industry, starting with chemistry, through to economics, strategy and alternative manufacturing methods in different parts of the world. ”

**Turki Ahnrad Al Shehri, General Manager - Operations, SIPCHEM**

### “ EFFECTIVE HAZOP

Very, very good. I learned a lot. A series of workshops creates more understanding. ”

**Linggesrao Artha Naidu, Utilities Engineer, PETRONAS PENAPISAN**





All trainers have substantial experience with major international companies such as Shell, Technip, Foster Wheeler, Shaw, BP, Axens and UOP, which allows them to combine practical experience and in-depth expertise to delivery an excellent training.

Euro Petroleum Consultants offer the following public training courses:

- **Project Management & Masterplanning**
- **Profitability Improvement Programmes**
- **Operating Excellence (OpEx)**
- **Process Safety Management**
- **Health, Safety & Environment**
- **Engineering & Construction Management**
- **Supply Chain**

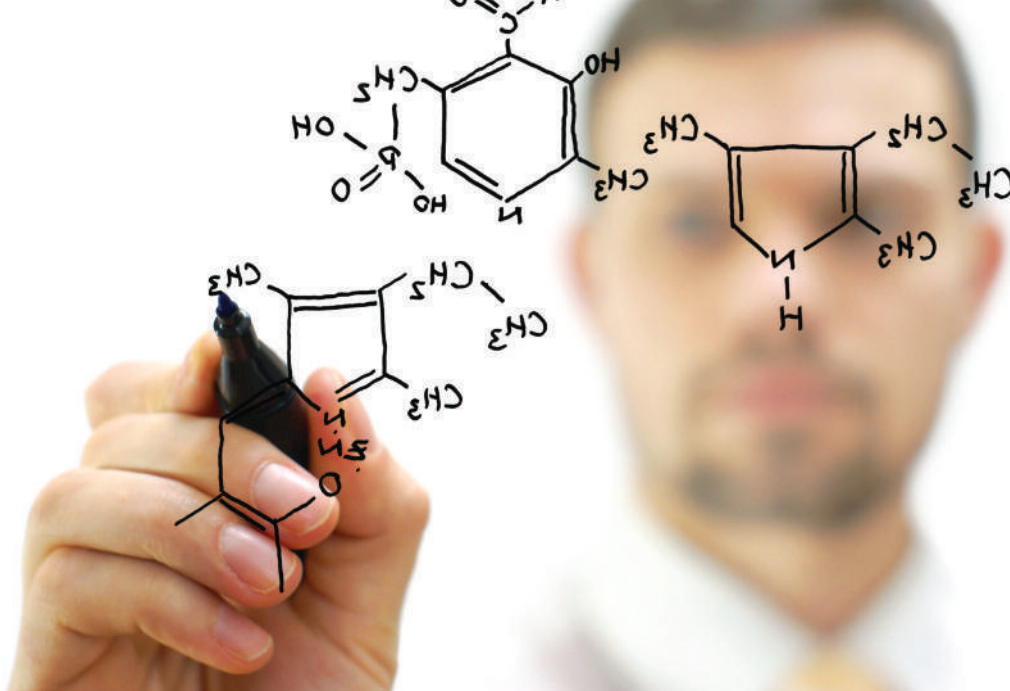
## **In-House Training**

Euro Petroleum Consultants offer a variety of in-house courses designed together with their clients. All public courses can be tailored for a company and provided as an in-house course.

Specialised in-house training recently developed for clients includes:

- **Incident Investigation**
- **Emergency Response Planning**
- **Problem Solving in Plant Operations**
- **Project Management**
- **Continuous Improvement**





## RECRUITMENT

Euro Petroleum Consultants has a business unit dedicated to recruitment 'EPC Recruitment Solutions'.

Armed with key industry knowledge and experience and its network of global contacts, Euro Petroleum Consultants offers clients invaluable recruitment support.

EPC Recruitment Solutions is a leading global recruitment specialist, with offices strategically based in London, mainland Europe, Moscow and Dubai, that has over 20 years' experience in recruiting high calibre engineering and technical staff for contract, interim and permanent roles.

Euro Petroleum Consultants has a Shared Service operation, with departments covering consultancy, recruitment, training and conferencing. Sharing knowledge and resources has proved to be very successful, giving a unique organisation and advantage to network and integrate talent through the different industry sectors.

The main objective is to always exceed client expectations and lead the recruitment process through the effective delivery and quality of its services worldwide.

### Primary Industries

- Oil & Gas/Petrochemicals
- Renewable Energy
- Automotive/Motorsport
- Aerospace/Defence
- Water Treatment
- Medical/Pharmaceutical
- Research & Development
- Building Services Engineering

Our adaptable framework at EPC Recruitment Solutions also enables us to tailor our methods to suit the varying requirements of particular assignments and projects.

### Skill Set

Specialists in a wide range of skill sets and departments that include:

- High Level Management
- Executive Business Development
- Senior Project Management
- Technology Managers

### Contact Us

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