

IDW 2017 POST SHOW REPORT



INTERNATIONAL DOWNSTREAM WEEK 2017

Incorporating: IDTC & BBTC

16-19 May 2017, Dubrovnik, Croatia



Organised by:



Euro Petroleum Consultants

Co-Hosted by:



Sponsored by:



Shell Global Solutions



CRITERION
CATALYSTS & TECHNOLOGIES

ExxonMobil



DECON TECHNOLOGY
ZYME FLOW



Johnson Matthey

PRESENTS

LO-COKER

Axens
IFP Group Technologies



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A HEADWATERS COMPANY

DORF KETAL

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International Downstream Week 2017: Event Highlights

IDW 2017, incorporating IDTC and BBTC, was held from 16th to 19th May in beautiful Dubrovnik. The events attracted c. 250 delegates from over 35 different countries across 5 continents.

For yet another successful year International Downstream Week provided a platform for industry parties - producers and operators, licensors, EPC contractors, technology, equipment and service providers as well as independent consultants, to review the current challenges, exchange opinions on the future outlook for the development of the industry and discuss opportunities for future partnership. The impact of new standards and regulations, as well as the importance of innovation and technology advances were among the main themes.

IDW 2017 once again offered access to unrivaled industry knowledge, a unique atmosphere, relaxed networking opportunities and memorable social functions. The dedicated networking breakout sessions and interactive event application offered delegates the opportunity to organise meetings with ease, as well as create and manage their own schedules online.





17th International Downstream Technology & Strategy Conference

IDTC 2017 - International Downstream Technology & Strategy Conference - took place on 16th & 17th May. The traditionally strong programme covered the strategic importance of new standards and regulations facing the downstream sector, provided an overview on the outlook for refining markets, reviewed the increasing focus and growing importance of petrochemicals, sparked lively discussions on key innovations and technologies and presented practical examples of excellence in downstream project management. Speakers from Shell Global Solutions, the European Commission, CEFIC, Boston Consulting Group, Roland Berger Strategy Consultants, EPC, CEPSA, Axens, Honeywell UOP and Johnson Matthey

contributed greatly to a current and stimulating dialogue.

The highlight of **IDTC 2017** was a Panel Discussion featuring panelists from Cepsa, Grupa Lotos, EPC, GTC Technology, Honeywell UOP, INA - Industrija Nafta, Reliance Industries, Roland Berger Strategy Consultants, Sadaf Petrochemical Company, Sarlux Refinery, Shell Global Solutions and Tüpräs.

The discussion revolved around the main challenges which currently face the industry as well as the near future trends in technology innovation and key improvements in existing facilities.



BBTC 2017

15th Bottom of the Barrel Technology Conference

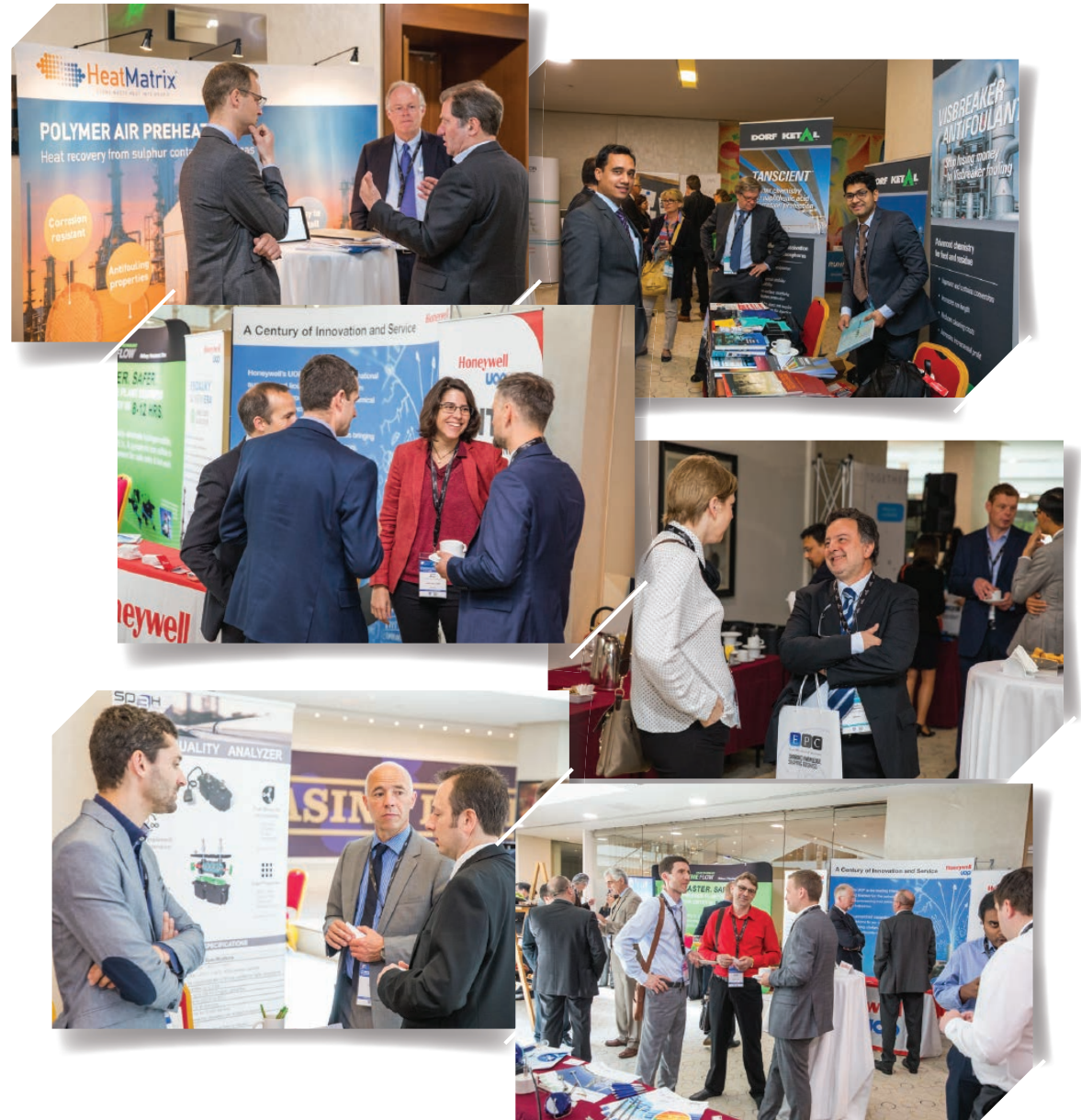
BBTC 2017 - International Bottom of the Barrel Technology Conference – took place on 18 & 19 May. The event once again proved the growing importance of residue upgrading for refiners. The only event focused solely on maximising the bottom of the barrel included presentations by INA-Industrija Nafta, PKN Orlen, Sarlux, Baker Hughes, ENI, Reliance Industries, Fluor, Honeywell UOP, KBR, CLG, ExxonMobil, Axens, AMEC Foster Wheeler, Criterion and Johnson Matthey.

BBTC 2017 commenced with a welcome address and keynote speech by Mr. Ivan Krešić, Member of the Management Board of INA-Industrija Nafta.



Exhibitors

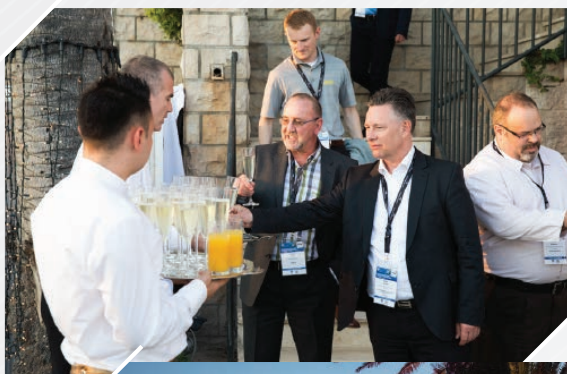
Several industry leaders chose IDW 2017 to display their products & services to potential clients at the events, including:



Networking Functions

Welcome Cocktails

Taking place on the Agora Terrace of Rixos Libertas, the Welcome Cocktail Reception set the networking off to a good start whilst allowing Delegates to enjoy the sea breeze and beautiful sunset over the Adriatic.



Gala Dinners

IDTC 2017 delegates and their spouses came together for a memorable evening on the Palm Terrace - a traditional venue with breathtaking views of Lokrum Island and Dubrovnik Old Town City Walls. Guests enjoyed refined sea food to the sound of live jazz music and a view of the glimmering city lights.

BBTC 2017 delegates and their spouses had the opportunity to enjoy a scenic sunset dinner cruise around the beautiful Dubrovnik coastline, the Pearl of the Adriatic. The night began with champagne on the Sun Deck and unforgettable sunset views. After sampling traditional local dishes and wines the boat arrived at the picturesque Dubrovnik Old Town Port, which allowed guests to enjoy an after dinner walk through the ancient city.

Dedicated Meeting Areas

For the first time, IDW 2017 featured three dedicated meeting sessions in the programme. Delegates had the option to pre-arrange meetings with fellow attendees through our Event App and use the provided break out rooms or relaxation lounge areas for private discussions.



Our Delegates about IDW 2017

"Very good organisation and programme. I've been updated with the new trends in the downstream industry and this is of great value to me."

**Waldemar Soczyński, Expert,
Effective Operational Plan Delivery Office,
PKN Orlen**

"BoB" - seemed to be too specialised, however I could get new information and knowledge in wide spectrum. The opportunity to meet and to talk to specialists on this field was great."

**Adras Geiger, Bitumen Quality Expert,
MOL GROUP**

"Well organized conference. High quality presentations."

**Dieter Leckel, Principal Scientist,
SASOL**

"Great conference. Meeting high level people at operating companies."

**David Williams, Senior Application Engineer /Business
Development/ Coker Specialist,
VEGA AMERICAS**

"For those of us who are focused on upgrading low-value residual oils, the BBTC provides the best technology updates and the best networking opportunities."

**Jeffrey Gendler, V.P. Business Development & Licensing,
HTI**

"Great programme and speakers that give you an up-to-date overview of what is going in the downstream industry in terms of technologies and strategies. Good organisation for both the technical and social parts."

**Joaquim Correia, Safety Engineer,
GALP**

"Very good organized conferences with high quality speakers & exhibitors - perfect for networking. Quality not quantity."

**Daniel Lopez, Sales Director,
RUHRPUMPEN**

"It's one of my best technical conferences. Everything was perfect."

**Hyunyoung Moon,
Manager Cracking Process Engineering Department,
S-OIL**

"EPC BBTC 2017 in Dubrovnik was a great opportunity to meet interesting people and exchange ideas and opinions on the technology status as well as to see what solutions refiners are applying or intend to apply. Thanks to the organisers for the great job!"

**Joanna Rędzina, Product Manager Refinery Services,
AIR LIQUIDE E&C SOLUTIONS**

"Great event. Learned a lot. Inspired by success stories. Met new friends."

**Süleyman Özmen, Downstream Licensing Vice President,
SHELL GLOBAL SOLUTIONS**



Companies Attending IDW 2017

ADVANCED REFINING TECHNOLOGIES (ART)

AIR LIQUIDE GLOBAL E&C SOLUTIONS

ALFA LAVAL

AMEC FOSTER WHEELER

ARAMCO OVERSEAS COMPANY

ARGUS MEDIA

ART

AXENS

AXENS NORTH AMERICA

BAKER HUGHES

BAYERNOIL REFINERY

BECHTEL

CATALYST & CHEMICAL CONTAINERS -
HOOVER FERGUSON GROUP

CB&I

CEPSA

CHEM-LINE

CHEVRON LUMMUS GLOBAL

CRITERION CATALYSTS & TECHNOLOGIES

DELTAVALVE

DORF KETAL

ENI

EURO PETROLEUM CONSULTANTS (EPC)

EUROPEAN COMMISSION

EXXONMOBIL

FILTRATION GROUP

FLUOR

GALP ENERGIA

GRUPA LOTOS

GTC TECHNOLOGY

GUNVOR RAFFINERIE INGOLSTADT

HAVERLY SYSTEMS

HEATMATRIX GROUP

HONEYWELL UOP

hte

HTI (A HEADWATERS COMPANY)

IFP ENERGIES NOUVELLES

IMI Z&J

INA - INDUSTRIJA NAFTE

JGC CORPORATION

JOHNSON MATTHEY PROCESS
TECHNOLOGIES

KBR

MOL GROUP

NESTE JACOBS

NESTE

NIS GAZPROM NEFT

NOMURA JIMUSHO

OPTIMIZED GAS TREATING

ORLEN LIETUVA

PECOFACET

PETROCHEMIA-BLACHOWNIA

IDW 2017 Statistics

DELEGATES DEMOGRAPHICS

UNITED STATES BELGIUM
THE NETHERLANDS JAPAN
GERMANY SPAIN
FRANCE ROMANIA
ITALY FINLAND
CROATIA TURKEY
UNITED KINGDOM CZECH REPUBLIC
INDIA KOREA
LITHUANIA
& MANY OTHERS



42
SPEAKERS
12 PANELLISTS
11 SESSIONS



22
EXHIBITION
STANDS



30+
HOURS
INFORMATIVE
PRESENTATIONS



3
DEDICATED
NETWORKING
BREAKOUT
SESSIONS



4
GALA EVENINGS
& NETWORKING
COCKTAILS

IDW 2018

We expect **IDW 2018** to be even bigger and better.
If you would like to contribute to the programme with a timely and informative presentation and share your expertise with our audience please send your abstract to info@europetro.com

Sponsorship Opportunities

If you would like to raise your profile and promote your products and services to key companies in the international downstream industry - IDW provides the perfect platform to do so. A variety of packages are available, from logo branding to hosting a networking function.

The majority of our sponsors are long-term partners who are consistently satisfied with the level of promotion and results they gain from our events.

Please contact us for further information on the opportunities available. We will be pleased to create a tailored package to meet your specific requirements.



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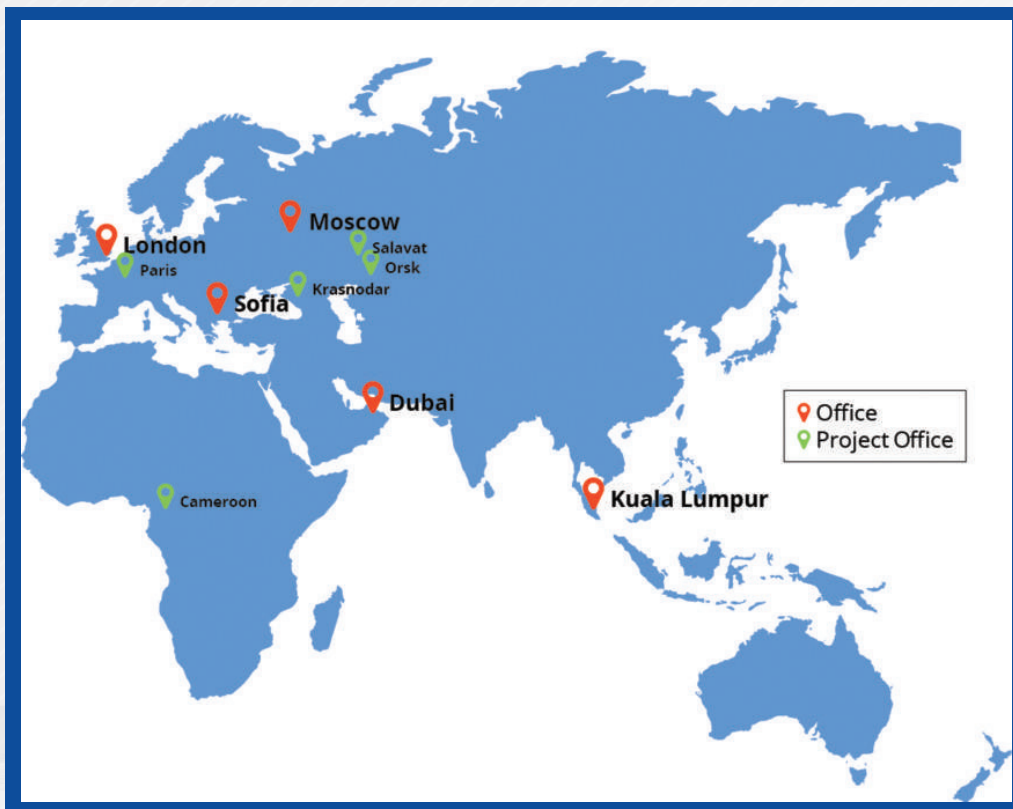
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Euro Petroleum Consultants is a leading independent consulting company with worldwide experience in the oil, gas and petrochemical industries.

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We are active worldwide to meet our clients needs.

For big projects we have opened several project offices in Paris, Cameroon, Salavat, Orsk and Krasnodar.



20 YEARS
of consulting
experience
spanning all
regions



10 OFFICES
in seven countries
around the world



100+ PROJECTS
on consulting
successfully
completed



200+ EVENTS
international events
in our portfolio