INTERNATIONAL DOWNSTREAM WEEK 2017
Incorporating: IDTC & BBTC
16-19 May 2017, Dubrovnik, Croatia

IDTC
17th International Downstream Technology & Strategy Conference
16-17 May 2017

Key Highlights
- International Downstream Markets’ Outlook
- Case Studies of Project Investments & Ongoing Projects
- Achieving & Maintaining Competitive Advantage
- Refining & Petrochemical Integration
- Clean Fuels Technologies, Catalysts & Equipment
- FCC Technologies & Catalysts
- Asset Management & Operational Excellence
- Process Safety & Sustainability

BBTC
15th International Bottom of the Barrel Technology Conference
18-19 May 2017

Key Highlights
- Residue Upgrading Trends & Options
- Thermal Processing Technologies, Equipment & Tools
- Hydroprocessing Technologies & Catalysts
- RFCC Technologies, Catalysts & Tools
- Base Oils & Lubricants
- Refinery Case Studies

Sponsors:

Register at www.europetro.com | +359 884 884 535 | info@europetro.com
“Besides sharing useful topics, important point is that we had opportunity for networking with very experienced people who managed Operational Excellence processes.”

Serdar Kemaloglo, Kirikkale Refinery Manager, TÜPRAŞ

“An excellent opportunity to meet a lot of industry professionals who have the same problems as yours and find similar solutions to them.”

Marta Moreno Pardo, Process Engineer, REPSOL

“Organisation of the conference is at high level with interesting program in line with current situation and demand in oil & gas industry. Selection of topics was very interesting and will be useful for us in the future”

Vanda Mandic, Manager of Process Technology & Development, INA

“Great opportunity to meet all relevant vendors and other refiners to share experiences.”

Stephan Finnern, Head of Technology, HEIDE REFINERY

The 17th edition of the IDTC conference will convene once again refinery management from across the globe, to share knowledge on creating value, maximising performance and continuously improving refinery competitiveness for achieving long-term refinery success. The event will analyse the current industry context and look ahead at future industry trends with its challenges and opportunities. There will be a focus on best integration practices, asset management, operational excellence and the latest in clean fuels & FCC technologies.

Serving the market for 15 years, the International BBTC remains the only international event focusing solely on upgrading crude oil residues with focus on the latest technologies, catalysts and equipment innovations. BBTC will showcase real refinery examples from around the world as well as providing insight from leaders in the thermal and hydrotreating technology sectors.

Both IDTC & BBTC will provide ideal platforms with optimum networking opportunities – in beautiful surroundings – all with the unique atmosphere that has come to be a hallmark of all EPC events.

The Rixos Libertas Dubrovnik offers a first class experience – located in an area of historical, cultural and natural beauty in the ‘Pearl of the Adriatic’ situated on the Dalmatian coast of Croatia. The waterfront Rixos Libertas Hotel is conveniently located – a pleasant 15 minutes walk from Dubrovnik Old Town, 25 minutes drive from the Dubrovnik International airport and 2 minutes walk from the beach. All standard guest rooms, the 3 bars and 3 restaurants provide spectacular panoramic views of the Adriatic Sea. A complimentary wireless access is provided throughout the hotel. The large spa area, feature an indoor and outdoor pool.

EPC has negotiated a reduced rate for IDW 2017 delegates at the Rixos Libertas Dubrovnik. When registering for the conferences you will be sent information on how to book your accommodation.
08:30 REGISTRATION & WELCOME COFFEE
09:00 WELCOME ADDRESS: Stefan Chapman, Vice President, EURO PETROLEUM CONSULTANTS (EPC)

09:05 DOWNSTREAM INDUSTRY TRENDS

KEYNOTE PRESENTATION:
Energy Union’s Research & Investment Pillar
- Introducing Latest Developments, Main Actions & Expected Impact
Andreea Strachinescu, Head of Unit New Energy Technologies, Innovation & Clean Coal, Directorate General for Energy
EUROPEAN COMMISSION

Continuous Improvement is Key to Your Profitable Future: Plan. Execute. Operate.
- Planning Reliable, Value-Adding Investments
- Avoiding Margin Erosion in Project Execution
- Achieving & Sustaining Operational Excellence
Süleyman Özmén, Downstream Licensing Vice President, SHELL GLOBAL SOLUTIONS

11:05 Q & A. DISCUSSION

10:20 NETWORKING COFFEE BREAK hosted by: ExxonMobil

11:00 MARKETS OVERVIEW & OUTLOOK

Refining Industry Economic Scenario Overview
- European Refining Economic Situation Overview & Forecast
- Game Changers & Potential Disruptions
Rafael Moreno Lahore, Project Leader, Refining & Petrochemical Expert, THE BOSTON CONSULTING GROUP

Overview of the Eastern European Refining Sector: Current State & Future Outlook
- New Macro-Economic Settings
- Status of Development Projects
- Long-term Trends & Opportunities
Valentin Kotlomin, Director Strategic Studies & Downstream Economics, EURO PETROLEUM CONSULTANTS

12:20 Q & A. DISCUSSION

12:30 NETWORKING LUNCH hosted by: Shell Global Solutions

14:00 MAXIMISING OPERATIONS

Integration of Refining & Petrochemical Processes: A Technology Perspective
- Overview of International Supply & Demand and their Effects on European Refiners
- Searching for New Competitive Edges: Diversification of the Crude Diet, Operational Improvements, Biofuels, Bottom-of-the-Barrel Deep Conversion or Switching from Fuels to Petrochemicals Production
- Examining Technologies to Boost Integration of Refining and Petrochemical Activities
Carlos Prieto, Technology Development Engineer, CEPSA

Revamp Opportunities to Improve Performance
Senior Representative, AXENS

15:20 Q & A. DISCUSSION

Capturing the value of opportunity crudes in post IMO 2020 world
- Refiners with Full Flexibility can Capture Margin Benefits of up to $0.5/bbl Compared with those that have a Restricted Feed Diet
- How Should a Refiner Assess the Risks of a Crude Diet Change?
- Case Study: The Key Steps to Maximising Crude Flexibility
JockHughson, Senior Licensing Technology Manager, SHELL GLOBAL SOLUTIONS

SPECIAL PRESENTATION: Crude Assay Data - Best Practices in Supply Chain Optimisation
- What to Look at While Preparing, Updating & Feeding Assay Data Into Optimisation Systems in Several Areas - Laboratory, Planning, Marketing & Scheduling
- Using Modern Tools to Achieve Successful Refinery Operation & Sustainable Economy
Malek Masri, Business Manager Europe, HAVERLY SYSTEMS

15:30 NETWORKING COFFEE BREAK hosted by: ExxonMobil
DAY TWO: Wednesday, 17 May

08:30 MORNING COFFEE & NETWORKING
09:00 WELCOME TO DAY TWO

09:05 CATALYST & TECHNOLOGY INNOVATIONS

CASE STUDIES: Catalyst and Equipment Solutions for Hydroprocessing Units
- Addressing the Hydroprocessing Market Needs - Overview of Unity Hydroprocessing Catalysts & the Latest Developments in This Area
- Recent Case Studies of How Catalytic Solutions Have Enabled Performance at Customer’s Hydroprocessing Units

Senior Representative, HONEYWELL UOP

CASE STUDY: Upgrading FCC Gasoline
- Unique Way to Avoid Octane Loss by Excluding Olefins from Hydrotreatment
- Simple Implementation within Existing FCC Processing Scheme
- Comparison of GT-BTX PluS to Traditional Selective Hydrotreating Schemes

Rick Kolodziej, Director Business Development, GTC TECHNOLOGY

10:20 Q & A. DISCUSSION

10:30 NETWORKING COFFEE BREAK hosted by: ExxonMobil

11:00 INNOVATIVE TOOLS, PROCEDURES & EQUIPMENT

Understanding Amine Absorber Operation
- Ensuring a Plant Meets Operational and Environmental Goals through Adequate Amine Absorber Columns Performance
- Case Studies on Common Operating Regimes for Amine Absorbers Describing How Unit Control Variables Affect Column Performance in Each Regime

Matthew Walters, Development Engineer, OPTIMIZED GAS TREATING

Low CAPEX and OPEX in-line Analyser for Real-Time Fuel Quality Prediction
- New Modern and Miniaturized Analyzer (NIR) Easy to Implement
- No Maintenance and Long Life Components
- Improve Performance Thanks to Real Time Digital Information
- Fuel Quality Prediction (Octane, Cetane, Distillation Curve) Close to ASTM Accuracy

Oswin Galtier, Business Developer, SP3H

Improving Steam Reformers’ Energy Efficiency by Low Temperature Waste Heat Recovery
- Maximising Waste Heat Recovery on a Steam Reformer
- Introducing an Air Preheater Assembly Consisting of Metal and Polymer Air Preheater Combined for Maximum Heat Recovery with Full Control over Local Temperatures

Robert Sakko, Director & Co-Founder, HEATMATRIX GROUP

Saving a Bundle on Your Next Investment
- Market Trends & Acceptance of “Non-Conventional” Heat Exchanger Solutions
- Detailed Case Studies Including CAPEX Savings, Energy Efficiency Improvements and Performance Data from Installations All Over the World

Eva Andersson, Global Marketing Manager - Refinery Business, ALFA LAVAL LUND

16:00 NEW DEDICATED NETWORKING BREAKOUT SESSION

To maximise and facilitate networking opportunities - a number of breakout rooms and a relaxation networking area will be made available on the conference level. Please contact us by the 19th of April if you wish us to help pre-schedule a meeting for you with a delegate of your choice or to simply book a room for a meeting arranged by yourselves.

19:00 IDTC 2017 GALA EVENING

All IDTC 2017 attendees are invited to join for us unforgettable evening at PALM TERRACE - one of the most beautiful venues in Dubrovnik with breathtaking views of the Adriatic Sea and with traditional Dubrovnik atmosphere just 5 minutes walking distance from Old town.
08:30 REGISTRATION & WELCOME COFFEE
09:00 WELCOME ADDRESS – Stefan Chapman, Vice President, EURO PETROLEUM CONSULTANTS (EPC)

09:05 REFINING INDUSTRY TRENDS

Overview of Deep Conversion Options & Trends
- Drivers for Residue Upgrading
- Review of Bunker Fuels Market Changes
- Challenges Facing the Refiner to Accommodate Regulatory & Market Changes
- Future Outlook
  
Stefan Chapman, Vice President & Valentin Kotlomin, Director Strategic Studies & Downstream Economics
EURO PETROLEUM CONSULTANTS

Optimization of the Existing Assets to Improve BoB Conversion in PKN Orlen
- Challenges Ahead - H-Oil Low Sulphur VR Sediments, Bitumen Feedstock Quality, Vanadium Limit in Power Plant Fuel

Roman Wojciechowski, Director Effective Operational Plan Delivery Office, PKN ORLEN

Competitive Route to Make Low Sulphur Fuel Oil to Meet Future MARPOL Specifications for Bunkers
- Residual Fuel Supply Demand Picture
- Case Study European Refiner: Making Ultralow Sulphur Bunkers

Andy Shivaram, Manager Heavy Oils & Hydroprocessing Group, HONEYWELL UOP

10:05 Q & A. DISCUSSION

10:20 NETWORKING COFFEE BREAK hosted by:
11:00 IMPROVING REFINERY FLEXIBILITY

Innovative and Cost-effective Refinery Scheme
Ian Elgey, Director Refining Technology, KBR

CASE STUDY: Aquaconversion Upgrader for Faja Petrolferadel Orinoco “Hugo Chávez”
- Introducing a Novel Technology Aiming to Increase the Extra Heavy Crude Oil API Gravity to 16.0° Using a Minimum of Light Crude Oil as Diluents, to be Part of Heavy Oil Pool Produce in the Eastern Part of Venezuela
- Details of the Project’s Current Phase, Objectives and Plans will be Explained

José Daniel Rojas, Infrastructure & Oil Upgrading Manager, PDVSA INTEVEP

Hydrogen, the Life Line of Any Deep Conversion Complex – Challenges in Production & Distribution
- Overview of the Importance and Challenges of Hydrogen Supply at Modern Deep Conversion Complexes
- Case Study: Optimisation of the Balance Between Process Safety and Maintainability, Alongside Good Engineering Philosophies for Hydrogen Facilities

Sander Balkenende, Process Engineer, FLUOR

CASE STUDY: Alternative Crudes Processing at Rijeka Refinery
Vanda Mandic, Manager of Process Technology & Development, INA INDUSTRIJA NAFTEN

CASE STUDY: Coker Unit Turnaround - Cleaning Best Practices
- Best Practices to Remove Hydrogen Deficient Carbon Deposits from Process Units During a Turnaround
- Overview of Current Treatment Options and Introducing a Novel Chemical Application to Dissolve or Fluidize Heavy Deposits for Ease of Removal

Martha Smith, Global Technical Director, ZYME FLOW DECON TECHNOLOGY

12:40 Q & A. DISCUSSION

12:50 NETWORKING LUNCH hosted by:

14:20 BASE OILS & LUBRICANTS

Latest Technology Advances in Base Oils & Lubes Production
Bas van Heeswijk, Technology Marketing Manager, CHEVRON LUMMUS GLOBAL

CASE STUDIES: Hydproprocessing Technologies for the Production of High Quality Base Stocks
- Overview of Base Stock Supply/Demand
- Evolution of Quality Requirements
- Modern Production Technology
- Advantages of Catalytic Hydroprocessing
- The Importance of Careful Technology Selection

Alberto Ravella, Licensing Manager Lubes, EXXONMOBIL

15:00 Q & A. DISCUSSION

15:15 NETWORKING COFFEE BREAK hosted by: EXXONMOBIL

15:50 THERMAL PROCESSES

Flexicoking Technology: Coking and Integrated Steam Air Gasification Produces Clean Flexigas
- Describing the Operating Principles and Key Features of the Technology
- Practical Examples and Case Studies of Commercial Units Worldwide

Martin de Wit, European Licensing Manager, EXXONMOBIL

Developments in Feed Entry Systems for Modern Delayed Coking Unit
- Overview of Factors Maximising Coke Drum Life
- Examining Options for Introducing Feed Into Coke Drums Bottom FeedEntry, Single Side Entry, Dual Side Entry
- Case Studies of Retractable Center Feed Device Installed in North America

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

Problems & Troubleshooting Associated with the Heavy Crude Processing in the Delayed Coker
- Studying Undesirable Coke Properties (Lower HGI & Excessive Fines Generation) at Jamnagar Refinery
- Results of the Study & Root Cause of the Problem
- Non-Linear Model Development for the Quantification of the Effect of Different Feed & Operating Properties on the Coke Properties

Amit Gupta, Senior Technologist, RELIANCE INDUSTRIES

Knowing What’s Up: Safely Operating Delayed Cokers Using Nuclear Measurement Devices
- Ensuring Safe and Reliable Operation of Delayed Cokers
- Explaining the Differences between Nuclear Backscatter (NBS) Devices and Nuclear Continuous Level Instruments

David Williams, Senior Application Engineer, VEGA AMERICAS

17:10 Q & A. DISCUSSION

19:00 BBTC 2017 GALA EVENING

We are delighted to take you on a memorable sailing trip around the idyllic islands of the Adriatic Sea and offer you a unique networking Gala Evening experience. Enjoy the gourmet food, selected drinks and informal networking on the majestic sun deck of the Sea Star Cruise Ship while viewing the splendid beauty of the Croatian Riviera with its historic sites.
10:40 COFFEE BREAK hosted by: ExxonMobil

11:10 CATALYST TECHNOLOGIES & SOLUTIONS

Crude Slate Changes and Heavy Oil Upgrading Challenges – an Evolving Relationship
- Balancing Crude Diversification Economic Drivers with Unit Operability
- Best Practices for Crude Evaluation in Residue Hydroconversion Operations (Fixed and Ebulliated Bed Upgrading Units)
- How to Effectively Manage Trialing a New Crude in a Variable Crude Diet Residue Upgrading Unit Operation
David McNamara, Senior Principal Researcher, Residue Upgrading, CRITERION

Improved Catalyst Performance and Lower Pressure Drop/Energy Costs through Advances in Support Media
- Non-spherical Support Media - Laboratory Testing during its Development and Side by Side Comparisons of Spherical and Non-spherical Media Applications
- Practical Examples of Commercial References
Paul Szymborski, Director Sales & Marketing Catalytic Products & Process Ceramics, SAINT-GOBAIN NORPRO

Operating Experience with the New Continuous Catalyst Withdrawal System for Improved RFCC Operations
Tom Ventham, Senior Technical Service Engineer, INTERCAT FCC Additives, JOHNSON MATTHEY PROCESS TECHNOLOGIES

CASE STUDY: Evaluation and Selection of Commercial Refining Catalysts
- Testing of Commercial Refining Catalysts in Bench-Scale Units
- Evaluating Four Different Commercial Hydrocracking Catalyst Systems Using Heavy Residual Oil
- Introducing the Results and Outcomes of Testing
Christopher Federsel, Business Development Manager, hte - the high throughput company

12:30 Q & A. DISCUSSION

12:45 NETWORKING LUNCH Hosted by: Shell Global Solutions

14:15 NEW DEDICATED NETWORKING BREAKOUT SESSION

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Your logo prominently displayed on important giveaways distributed to all delegates

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HOST A FUNCTION:

Host High Quality & memorable networking events and have the chance to welcome delegates at the chosen function

- Sponsor of the Lunch(es)
- Sponsor of the Welcome Cocktail
- Sponsor of the Gala Evening
- Sponsor of the Networking Coffee Breaks

ALL PACKAGES INCLUDE:

- Delegate Places
- An Exhibition Stand Space
- Advertising Pages & Online Exposure
- Opportunity to Speak and/or Chair a Session

TAILORMADE OPTIONS: Discuss your ideas with us and we will provide you with our best offer

EXHIBITING

AN EXHIBITION PACKAGE INCLUDES:

- A Delegate Place
- Space for Your Own Display
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- Excellent Visibility During the Event

PARTNERS
Register online at www.europetro.com  Call us: +359 884 884 535  E-mail us: info@europetro.com

TERMS & CONDITIONS

LOCATION OF CONFERENCE
The Events will take place at the Rixos Libertas Dubrovnik, Lichtensteinov put 3, Dubrovnik, Croatia
Web: libertasdubrovnik.rixos.com

ACCOMMODATION
EPC has negotiated a reduced rate for delegates at the Rixos Libertas Dubrovnik. When you register for the conferences you will be sent information on how to book your accommodation.

REGISTRATION FEES
This includes attendance at the selected conference and exhibition, documentation, lunches, coffee breaks and cocktail receptions. Full payment must be received in order to guarantee entry. Hotel accommodation is not included.

CONFERENCE LANGUAGE
The conference language will be English.

VISAS
Delegates requiring visas should apply for a TOURIST VISA only. Visa support letters can be obtained from your hotel. PLEASE ALLOW PLENTY OF TIME TO APPLY FOR YOUR VISA.

CONFERENCE DOCUMENTATION
If you are unable to attend the conferences in person, you can purchase the Conference Documentation pack. This includes an event guide, along with a personal access code to all papers presented. The Conference Documentation pack for 1 conference is available at a cost of 500 EUR.

CANCELLATIONS
Cancellations made before 9 April 2017 will be refunded in full, minus an administration charge of EUR 200. We regret cancellations made after this date cannot be refunded or credited. Substitutions may be made at any time.

DISCLAIMER
EPC reserves the right to alter the content or timing of its programmes and speakers although this happens rarely. EPC is not responsible for the content of presentations by third parties or if an event is cancelled or delayed due to force majeure.

ORGANISERS
Euro Petroleum Consultants Ltd (EPC) is a UK based consulting organisation supplying consulting & project management services to the oil & gas industry.
President: Mr. Colin Chapman

CONTACT DETAILS
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ABOUT THE ORGANISERS

Euro Petroleum Consultants (EPC) is a leading independent consulting company for the downstream Oil, Gas & Petrochemical sectors.

Our mission is to act as Client Project Engineer (CPE) providing expertise, advice and support during all stages of project development, including Feasibility Studies, Masterplans, Technology Selection, PMC Services, Start-Up Support and Operations Management.

We also act as a consultant to major banks to provide technical supervision for the projects they have financed.

EPC has over 20 years of consulting experience spanning all regions; Russia & CIS, Caspian region, Middle East, Europe and Africa

VIEW our full project portfolio at: www.europetro.com
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