

ORGANISER



Euro Petroleum Consultants

**MINSK**

REPUBLIC OF BELARUS

24-25 JUNE

**2020**

Minsk Marriott Hotel

# DOWNSTREAM FORUM

Belarus Downstream Executive Forum 2020



OFFICIAL PARTNER:



**BELNEFTEKHIM**

*The Belarusian State Concern for Oil and Chemistry*

SPONSORS:

**Axens**  
Powering integrated solutions

**Honeywell**  
UOP

# WELCOME LETTER

## Dear Colleagues,

Euro Petroleum Consultants Ltd is pleased to invite you to Minsk for our Belarus Downstream Executive Forum 2020. For this inaugural edition we are honoured to have the event co-hosted by Belneftekhim – one of the largest industrial complexes of the Republic of Belarus.

Despite challenging market conditions, each organization of Belneftekhim has launched development programs through to 2030 – these programs will focus on implementing new capacities as well upgrading existing units. The plan is to implement 10 new projects, some of which will involve external investment. In light of these development programs the Belarus & CIS Downstream Executive Forum will provide a unique platform bringing together senior representatives and specialists from regional end-user companies with the leading licensors, technology companies and innovative service and solutions providers.

A platform where attendees will be able to share latest project updates, discuss market trends and the challenges and opportunities that come with them and become updated with the latest technological advances which will shape the regional & global downstream industries towards greater growth and efficiency.

To optimise the conference experience for our delegates the event will be a mix of pertinent presentations, interactive discussions and round-table meetings with the participation of leading oil and gas, chemical, technological and service companies – not forgetting networking sessions.

We would like to thank our partners and sponsors – AXENS and HONEYWELL UOP – for their continued support. Also thank you to our exhibitors and speakers for their valued contributions.



We look forward to welcoming you all in Minsk.  
**Best regards,**  
**Colin Chapman**  
**President**  
**Euro Petroleum Consultants Ltd**

*Colin Chapman*

*The conference is very informative. It allows you to identify "bottlenecks" at your own plant, to pick up the ideas of best practices implemented at other sites.*

**VALENTINA KUNITSINA,**  
**DEPUTY GENERAL DIRECTOR**  
**ON ECONOMICS AND FINANCE**  
**ROSNEFT - TUAPSE REFINERY**

## EXECUTIVE FORUM

Executive Forum will provide the results of analysis of industry markets, the latest reviews, forecasts and scenarios of industrial development.

### KEY TOPICS:

- Overview of international markets and trends
- Drivers for the petrochemical industry development. Refining and petrochemicals integration
- Fundraising for Oil & Gas projects. International cooperation
- Digitalisation and optimisation
- Alternative Energy / Renewable Energy

**The conference will be attended by the C-Suite and key specialists of Belneftekhim and its enterprises:** Mozyr Refinery, NAFTA, Polimir Plant, Mogilevkhimvolokno, Grodno Azot, Khimvolokno, Belshina, SvetlogorskKhimvolokno, Gomel Chemical Plant, Lakokraska (Lida city), Mineral Wax plant, that will present their development plans.

*The O&G Executive Summit is a great platform for an open discussion of industry trends and finding solutions to the challenges facing the industry. Agenda and moderation greatly facilitated business communication. I will be glad to see all heads of enterprises and departments next year.*

**MIKHAIL GORODETSKY,**  
**GENERAL DIRECTOR**  
**HONEYWELL UOP**

*The organizers managed to gather the leading specialists of the region at one platform. The conference, of course, is a useful event, and we are very glad that we took part in it.*

**SERGEY MERCHEV,**  
**BUSINESS DEVELOPMENT**  
**DIRECTOR IN RUSSIA**  
**AND THE CIS**  
**INTEGRATED GLOBAL**  
**SOLUTIONS**



# 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 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, the Middle East, Europe and Africa.

View our full portfolio:  
[www.europetro.com](http://www.europetro.com)

Contact us at:  
[consulting@europetro.com](mailto:consulting@europetro.com)

## RECENT PROJECTS

### MOZYR REFINERY

HOIL Complex Consulting Services

### LUKOIL VOLGOGRAD

FEED Contractor for SDA Complex

### LUKOIL NNOS

FCC & HF Alkylation Complex (PMC)

### FORTEINVEST

Refinery Expansion (Technical advisor)

### AFIPSKY REFINERY

Technical Consultant to Bank for Major Refinery Upgrade Project

### SOCAR

Urea Complex & Polypropylene Project (PMC)

### MOZYR REFINERY

Octane Complex (PMC)

### SALAVATNEFTEORGSIINTEZ

Technical Consultant, Acrylic Acid Project

### SONARA CAMEROON

Refinery Expansion (PMC)



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



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



**100+ PROJECTS**  
on consulting  
successfully completed



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



Euro Petroleum Consultants

SHARING KNOWLEDGE,  
SHAPING BUSINESS

# CONFERENCE VENUE

The new Minsk Marriott Hotel welcomes you with sophisticated accommodation, outstanding service and an easily accessible location here in the captivating capital city of Belarus. We're conveniently situated close to the city center, steps away from both the main exhibition center and exciting Minsk Arena.

\*We have negotiated special bedroom rates for our delegates wishing to stay in the hotel. The booking form will be sent to you after your registration to the event.

[www.marriott.com/hotels](http://www.marriott.com/hotels)



# DOWNSTREAM FORUM

Belarus Downstream Executive Forum 2020

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## OVERVIEW OF GLOBAL MARKET & PRODUCTION DEVELOPMENT TRENDS

- Overview - Global Refining & Petrochemicals Outlook. Focus on Russia & CIS
- Development Trends in Oil&Gas and Chemical Industries in the Republic of Belarus. Current & Scheduled Projects

**Speakers confirmed & invited:** EURO PETROLEUM CONSULTANTS (EPC), BELNEFTEKHIM, IHS MARKIT, NEXANT, Wood Mackenzie & Others

## FUTURE PROJECTS IN BELARUS

- Update on Ongoing Projects & Future Development Plans to Meet Future Market Challenges
- Update on Future Development Plans and Integration Opportunities
- Update on the Planned Fertilizer Complex Project. Revamp & Modernisation of Plants

**Speakers confirmed & invited:** MOZYR REFINERY, NAFTAN, POLIMIR, GRODNOAZOT & Others

## FUTURE PROJECTS IN CIS REGION

- Update on Ongoing & Future Projects
- Update on Ongoing Projects at Orsk & Afipsky Refinery
- Projects in Russia & Caspian region
- Winter Diesel Production Optimisation

**Speakers confirmed & invited:** ROSNEFT, GAZPROM NEFT, LUKOIL, FORTEINVEST, SOCAR, SLAVNEFT-YANOS & Others

## FINANCING OF OIL & GAS AND PETROCHEMICALS PROJECTS. INTERNATIONAL COOPERATION

- Key Issues Relating to Obtaining Financing for Major Projects in Belarus
- Opportunities for Attracting External Project Financing
- Measures of State Support for the Industry & factors of effective project financing
- Scope for Independent Bankable Feasibility Studies
- Dynamics of the Belarusian Industry Investment Market: Foreign & Belarusian Investments & Government Regulation
- Investment Trends: Digitalization
- Impact of Fuel Maneuver on the Oil & Gas & Chemical Industries in Belarus
- Requirements for Borrowers

**Speakers confirmed & invited:** UNITER Investment company, SBERBANK, MET, EBRD, HERMES BANK, EC&D, SACE & Others

## ROUND TABLE DISCUSSION

- Project Implementation Financing Options
- Managing Project Risks

## ADVANCED TECHNOLOGIES FOR MEETING FUTURE CHALLENGES IN REFINING

- Refining & Petrochemical Integration Opportunities
- Meeting the Challenges of IMO 2020
- New Catalyst Developments for Fuels Production
- Alternate Fuels Development
- Conversion of H-OIL Residue by Flexicoking
- Update on Latest Experiences for Ebulating Bed Catalyst Operations & Development
- Latest Catalyst Developments for Hydrotreating & Resid Hydrocracking EB Operations
- Advanced Ceramic Coated Tubes For Refinery & Petrochemical Applications

**Speakers confirmed & invited:** HONEYWELL UOP, AXENS, GRACE, AIR LIQUIDE & Others

## ADVANCED TECHNOLOGIES FOR MEETING FUTURE CHALLENGES IN PETROCHEMICALS

- Upgrading Options for Existing Steam Crackers
- New Opportunities for Production of Polymers & Aromatics & Detergents
- Improved Equipment in Petrochemical Units
- New Opportunities for Polymer Production in Belarus
- Improving Efficiency of Operations in Petrochemical Units, Aromatics & Steam Crackers

**Speakers confirmed & invited:** EURO PETROLEUM CONSULTANTS (EPC), TECHNIP, SULZER GTC TECHNOLOGY, TUBACEX, TECNIMONT & Others

## INCREASING OPERATIONAL EXCELLENCE & SAFETY

- Energy Optimisation
- Improving Reliability of Operations
- Improved Maintenance Programs
- Advanced Process Control Applications
- Reduction of Losses
- Connected Plant Advantages
- Improved Data Management & Control Systems
- Roadmap to Improve Efficiency of Operations
- Hexagon PPM: Smart™ Technologies for Efficient EPC Project Implementation

**Speakers confirmed & invited:** SCHNEIDER ELECTRIC, AVEVA, DELOITTE, HEXAGON, EURO PETROLEUM CONSULTANTS (EPC), EMERSON, HONEYWELL, YOKOGAWA & Others

## ROUND TABLE DISCUSSION

### Future Challenges:

- Alternative Fuels & Energies, incl. Bio Fuels, EV's, Solar
- IMO 2020 Options for Meeting the Challenges
- Future for Plastics





Status event that allows you to solve serious production problems in friendly and comfortable atmosphere.

**MOZYR REFINERY**



## MARKETING OPPORTUNITIES

### BECOME A SPONSOR

#### LOGO BRANDING SPONSORSHIP OPTIONS

Your logo prominently displayed on important conference materials distributed to all delegates

- Sponsor of the bags
- Sponsor of the lanyards
- Sponsor of the event guide
- Sponsor of conference stationery
- Sponsor of Mobile Application

#### HOST A FUNCTION

Host a high profile networking event and welcome delegates to the chosen function

- Sponsor of the lunch
- Sponsor of the gala evening
- Sponsor of the networking coffee breaks

#### ALL PACKAGES INCLUDE:

- Delegate places
- Exhibition space
- Advertising pages & online exposure
- Opportunity to make a presentation and/or chair a session

#### BOOK EXHIBITION SPACE

##### AN EXHIBITION PACKAGE INCLUDES:

- One delegate place
- Space for your own display
- Table, chairs and electricity points
- Your logo, profile and contacts in the event guide
- Excellent visibility during the event



Excellent platform for professional communication between refiners and representatives of licensors.

**GAZPROMNEFT-OZSM**

### STRATEGIC MEDIA PARTNERS



### MEDIA PARTNERS



# UPCOMING EVENTS

## MOSCOW REFINING, GAS & PETROCHEMICALS WEEK

21-25 SEPTEMBER 2020, MOSCOW, RUSSIA



**20th Anniversary Edition of Russia & CIS Refining Technology Conference & Exhibition** will bring together regional refiners and their international and local partners – licensors & contractors; catalyst and equipment manufacturers, services and solution providers and design institutes.

### Key Topics:

- Refining and Petrochemical Industries Potential Integration
- Development Programs of Major Oil Companies
- Modernisation and development Projects in the Oil Refining Industry
- Production Optimisation Opportunities Through the Latest Local Equipment Developments
- Russia & CIS catalyst sector spotlight: market trends & production strategies



**14th Russia & CIS Bottom of the Barrel Technology Conference & Exhibition** is an event solely dedicated to technologies and practices for upgrading heavy oil and residue, the catalyst developments and equipment for residue upgrading.

### Key Topics:

- Overview of Trends in the Bottom of the Barrel
- Update on planned and current Residue Upgrading Projects in Russia & CIS
- Focus on Thermal Processes. Latest Developments in Delayed Coker, Viscbreaking, Flexicoking, SDA & Gasification
- Focus on Hydroprocessing. Modern Catalysts for Hydrocrackers
- Configuration Options for Residue Upgrading



**Russia & CIS Gas & Petrochemicals Technology Conference** is a combination of our two traditional Gas and Petrochemicals conferences – GTCC + RPTC.

### Key Topics:

- Overview and Outlook of the Global Gas & Petrochemical Industry & Markets
- Overview of the Russian Market
- Natural Gas Monetization Routes
- Refining and Petrochemicals Integration – Case Studies
- Innovative Technologies, Market Development, Projects & Case Studies

## OP-EX RUSSIA & CIS 2020

14-16 OCTOBER 2020, SOCHI, RUSSIA



**7th Operational Excellence in Oil, Gas & Petrochemicals Conference & Exhibition** the only subject-related platform for discussing advanced application tasks of operations improvement in Russia.

### Key Topics:

- Operational Efficiency Improvement Strategies
- Latest Developments in Automation and IT Solutions
- Digitalisation. Industry 4.0. Cloud Services
- Process Safety, Operational Readiness and Reliability Improvement
- OE Corporate Culture Development. Implementation of Continuous Improvement Program
- Latest Technologies and Project Status, Market Development and Industry Experience



# REGISTRATION FEE & PARTICIPATION

REGISTER AT

WWW.EUROPETRO.COM  
+ 7 495 517 77 09  
MOSCOW@EUROPETRO.COM

DELEGATE PLACE (producer/operator)	1350 €
DELEGATE PLACE (non-producer)	1990 €*
SPEAKER PLACE	3290 €
EXHIBITION STAND PACKAGE	3190 €

Prices are in Euros and do not include VAT

\* a supplement of 300 EUR will be added after May 24, 2020

## TERMS & CONDITIONS

### SPONSORSHIP

If your company is interested in receiving details on becoming a Sponsor, please contact us, as there is a limited number of marketing opportunities available.

Benefits include:

- High Company Profile
- Complimentary Delegate Places
- Complimentary Advertising
- Use of Private Hospitality Suites

Please note if a company wishes to host a meeting / event in the same venue during the week of the Conference, this must be arranged with the assistance and support of the organisers. Please contact us for more information about hospitality packages and associated costs.

### EXHIBITION STANDS

There will be an exhibition of products & services during the conference, located by the main conference hall. Exhibition spaces/stands include one delegate place. For more information, please contact EPC.

### ADVERTISING

To receive information on any of the above options, please contact us by email – moscow@europetro.com

### VENUE OF CONFERENCE

The event will take place at Minsk Marriott Hotel.  
Address: 20 Pobediteley Avenue, Minsk, Republic of Belarus, 220020

### ACCOMMODATION

EPC has negotiated a reduced rate for delegates at the Minsk Marriott Hotel. To benefit from this rate, you must book your room using the reservation form which we will send you when you register for the event.

### REGISTRATION FEE

This includes attendance at the conference, Conference documentation, lunch and coffee breaks on both days and attendance at social functions. Full payment must be received before the conference in order to guarantee entry.

### CONFERENCE LANGUAGE

The conference language will be English and Russian. Simultaneous translation will be provided.

### VISAS

Please note that citizens of some countries do not need a visa to enter the territory of Belarus, provided that they arrive to Minsk airport not from Russia, and not for more than 5 days. Detailed information can be found on the website: [https://www.belarus.by/re\\_l\\_image/6400](https://www.belarus.by/re_l_image/6400)

This is within your responsibility to specify the conditions of the visa requirements in your migration center.

### CANCELLATIONS

Cancellations made before May 24, 2020 will be refunded in full less an administrative charge of 250 EUR. Unfortunately, cancellations made after this date cannot be refunded or credited. Substitutes are acceptable at any time.

### DISCLAIMER

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

Your image may appear in the post-show report, conference video or photo gallery. If you have any objection to this, you must please inform the Organisers.

\* Denotes speaker is subject to final confirmation.

### ORGANISERS

Euro Petroleum Consultants Ltd (EPC) is a consulting organisation supplying consulting & project management services to the oil & gas industry.

President: Mr. Colin Chapman.

Conference Director: Maria Zaytseva

For further information, visit our website: [www.europetro.com](http://www.europetro.com) or contact us by telephone: +7 495 517 77 09 or send us an email at: [moscow@europetro.com](mailto:moscow@europetro.com)