



World
Refining
Association

a **CLARION** company
EVENTS

MOSCOW, RUSSIA 21-23 APRIL 2009

BASE OILS AND LUBRICANTS IN RUSSIA AND THE CIS 2ND ANNUAL MEETING



Key Speakers

Andrey Romanenko, Head of Sales Department, Base Oils and Lubricants, **ROSNEFT**

Leon de Bruyn, Regional Director, **CHEVRON LUMMUS GLOBAL**

Anna Gorshteyn, Director, Regional Licensing, **EXXONMOBIL**

Marina Tsaplina, Deputy Head of Production Department, **LUKOIL LUBRICANTS**

Paul Greenfield, Marketing Technical Service Manager, **LUBRIZOL**

Victor Ostapchuk, Chief Technologist, **NAFTAN**

Hans Thomassen, Chairman of the Board, **CEC**

Ivan Lut, Refinery Director, **TANECO**

Hans Groen, Sales Director, **PETRONAS MARKETING**

KEEP updated with the latest issues on the lubricant market trends, forecasts and regulations impacting the industry and your operations.

DISCOVER latest technological developments in the base oils and lubricants production by visiting the pre-conference interactive workshop and exhibition running alongside the event during the whole 3 days.

LEARN how to optimise your manufacturing operations, upgrade capacities and increase profitability through case study presentations.

MEET with over 160 professionals from **major** regional and international base oils and lubricants companies to build useful contacts and to overcome industry hurdles.

EXCHANGE ideas and information with our panel of senior base oils and lubricants personnel on key issues affecting the sector during roundtable discussions.

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BASE OILS AND LUBRICANTS IN RUSSIA AND THE CIS

WHY THIS CONFERENCE?

Recently there has been an outbreak of investment announcements in Russia's base oil production, with several refiners announcing Group II and III projects. However the global economic climate is now affecting the development pace of these projects.

Over 160 of the CIS region's base oil and lubricant senior level experts will meet at the World Refining Association's Base Oils and Lubricants in Russia and the CIS conference, where they will explore the challenges and opportunities existing in the region along with the latest technologies being developed and deployed in Russia and the CIS countries.

With a growing need for higher performance lubricants to satisfy new markets the Russian and CIS manufacturers are moving to increase production from existing base oils and lubricants plants and are looking to expand to the market. However the CIS lubricant companies have to adapt quickly if they want to keep their place in the global market and compete with international producers.

The principal manufacturers of base oils and lubricants in the CIS together with high-level speakers from the international lubricants industry will convene at this event to discuss the key issues affecting the region and to refine and develop their strategies for the future.

As well as the formal conference sessions there will also be roundtable discussions lead by base oil and lubricant plant directors. The interactive open discussions will provide you with the opportunity to examine the strategic issues you are dealing with and to help formulate your action plan.

New for 2009! Base Oils and Lubricants in Russia and the CIS Conference 2009 will be complemented by a topical, informative and interactive Technology Workshop taking place immediately prior to the start of the main Conference. The workshop will provide in-depth presentations and discussions to help manufacturers understand opportunities and challenges for the base oils industry and find best approaches on how to upgrade facilities to increase production.

Make sure you don't miss out and join senior experts from across the region's base oil and lubricant industries to learn about the investment strategies and opportunities existing within the sector and to discuss how the world economic market instability is affecting the lubricant sector on a global and regional scale and what its likely impact will mean for your business.



ABOUT THE WORLD REFINING ASSOCIATION

The World Refining Association has achieved worldwide recognition for the organisation of high level, strategic and technical conferences within the downstream oil and gas sectors. Our industry events are renowned as market leaders for the refining, petrochemical and processing industry globally.

Due to our strong and long standing relationships with governments and all of the major oil and gas producers worldwide, we ensure our events consistently tap into the key issues affecting the industry and we bring together the principle influencers to share their thoughts, ideas and vision with you, our audience.

Our annual events take place across the globe in Europe, CIS, Russia, Middle East and Asia. They take centre stage in the oil and gas calendar together with our awards which are increasingly becoming a sought after commodity to highlight best practice excellence within the industry.

WHO SHOULD ATTEND?

- Russian and CIS Oil Majors
- Base Oils Manufacturers
- Lubricants Manufacturers
- Additive Suppliers
- Independent Manufacturers
- Automotive and Marine, Agriculture Engine Manufacturers
- Lubricant Distributors
- Technology Developers, Suppliers & Contractors
- Refining Specialists

2008 TESTIMONIALS

"The conference is very well organised giving a very complete overview of the base oils and lubricants business. Attending this conference provides knowledge of technical and marketing issues both worldwide and in Russia and the CIS countries."

Fabio Dalla Giovanna, Technical Director, **VISCOLUBE**

"The conference was of a very high level with a great chance to make good contacts. I look forward to attending forthcoming conference."

Ata Berdyev, Head of Oils and Additives Department, **TURKMENBASHI REFINERY**

"The content of the presentations was very topical and timely. The World Refining Association managed to organise very interactive and interesting discussions. Thank you for your excellent organisation of the event."

Ilya Oblaschikov, Head of Department, **GAZPROMNEFT-LUBRICANTS**

TECHNOLOGY WORKSHOP TUESDAY 21 APRIL 2009

08:00 Registration and coffee

09:00 Workshop opening and
business card exchange

09:15 Session 1: Fundamentals of base stock manufacturing.

- Key base oil properties. The impact of high quality base oils on lubricants performance.
- Analysis of base oil manufacturing technologies and processing schemes.
- Comparison of solvent based or hydroprocessing schemes for manufacturing base oils.

Vladimir Tyschenko, General Director, **MID VOLGA OIL REFINING RESEARCH INSTITUTE**

Dmitry Shuvarin, Chief Specialist, **ORGRES**

10:30 Coffee break

11:00 Session 2: The latest developments in solvent-based processes technologies

- Solvent deasphalting of vacuum unit.
- Latest developments in solvent dewaxing and deoiling.
- "Transition" technologies for group II and III production in solvent plants.
- Bottom of the barrel refining. Base oil variant and fuel variant.

Senior Representative, **EXXONMOBIL**

Vyacheslav Teplov, Technical Director,
IMPACT ENGINEERING

12:30 Lunch

14.00 Session 3: The latest developments in base oil hydrogen refining processes

- Review of the latest advances in hydrotreating, hydrocracking, wax hydroisomerisation and hydrofinishing.
- Combination solvent and hydroprocessing base oil schemes. Comparison of solvent and hydroprocessing product qualities.
- Comparison of iso-dewaxing and wax hydroisomerisation.
- Development of gas-to-liquids (GTL) and raffinate hydroconversion (RHC) processes. Properties of GTL and RHC base oils.

Tatyana Shabalina, Deputy Director,
UNITED RESEARCH & DEVELOPMENT CENTER

Sebastian Dorr, Sales Manager, **NESTE OIL**

15.30 Coffee break

16.00 Session 4: Executive speaker panel summary

In this session the executive speakers will recap the key issues discussed during the workshop and open floor discussions how to maximise performance, upgrade facilities and solve operating problems.

17:00 Close of workshop

19:00 Pre-conference Registration and
welcome drinks reception

DAY ONE: WEDNESDAY 22 APRIL 2009

08.00 Conference registration and coffee

09.00 Opening and welcome address
and business card exchange

09.15 Session 1: Current situation and trends within the CIS base oil and lubricant industry.

- Future outlook and challenges for lubricant industry. How will the region's base oil and lubricants companies deal with the consequences of the 2008 credit crunch?
- Trends in the global distribution and trading of base oils and their impact on Russian and CIS market.
- Import and export market of base oils and lubricants in Russia. Growing need in Middle East, Europe and China for lube oil from Russia and the CIS countries.
- Base oil and lubricant pricing. A global overview of base oil and lubricants supply and demand trends

Tamara Kandelaki, General Director,
INFOTEK-CONSULT

Vladimir Kapustin, General Director, **VNIPINEFT**

Vladimir Timofeev, General Director,
CHEMLUBE INTERNATIONAL INC

10:30 Coffee break

11.00 Session 2: Base oil and lubricant manufacturing in Russia and the CIS. Major CIS oil and gas companies' development strategies.

- Understanding the challenges for Russia and the CIS base oil and lubricants manufacturers: growing output in semi-synthetic and synthetic oils, old testing system and lack of investment to upgrade capacities
- Technology solutions for upgrading base oil production.
- Major CIS oil and gas companies' insights on the base oil and lubricant production:...
- Overview of the construction of the new oil refining and petrochemical complex in Nizhnekamsk. Base oil production.

Andrey Romanenko, Head of Sales Department,
Base Oils and Lubricants, **ROSNEFT**

Anna Gorshteyn, Director, Regional Licensing,
EXXONMOBIL

Marina Tsalina, Deputy Head of Production
Department, **LUKOIL LUBRICANTS**

Ivan Lut, Refinery Director, **TANECO**

12:30 Lunch

14.00 Session 3: Base oil manufacturing in Russia and the CIS: technology developments. Case studies from leading base oil producers in Russia and the CIS.

- The latest technological advances in the international base oil manufacturing.
- Status of new Group II/III base oils manufacturing in Russian refineries.
- Naphthenic base oils: high solvency from low to high viscosity.
- Study of the feasibility of establishing group II base oil base oil manufacturing capacity at SLAVNEFT-YANOS.

Oleg Tsvetkov, Head of Base Oils and Lubricants
Department, **ALL-RUSSIAN SCIENTIFIC-
RESEARCH INSTITUTE FOR PETROLEUM
PROCESSING (VNII NP)**

Leon de Bruyn, Regional Director,
CHEVRON LUMMUS GLOBAL

Luis Bastardo-Zambrano, Technical Coordinator,
Lubricant Industry, Technical Market Support,
NYNAS

Dmitry Borisanov, Head of Scientific Research
Laboratory, **SLAVNEFT-YANOS**

15.30 Coffee break

16.00 Session 4: Roundtable discussions lead by base oil and lubricant plant directors.

Interactive open discussions providing the opportunity to exchange ideas and information with the principal manufacturers of base oils and lubricants on key issues affecting the Russian and the CIS lubricants sector.

Roundtable leaders include:

Ivan Lut, Refinery Director, **TANECO**

Vladimir Shamsutdinov, Director,
TATNEFT-NIZHNEKAMSKNEFTEKHIM-OIL

Ilya Oblaschikov, Head of Department,
GAZPROMNEFT-LUBRICANTS

Victor Ostapchuk, Chief Technologist, **NAFTAN**

Nikolay Suzdaltsev, Technical Director,
NOVOKUIBYSHEVSK REFINERY

Nikolay Kazakov, Chief Technologist,
ANGARSK LUBE PLANT, ANHK

Alexey Telepen, General Director, **ROSNEFT-MZ
NEFTEPRODUCT**



17.30 Close of day one followed by
evening drinks reception.

DAY TWO: THURSDAY 23 APRIL 2009

08.30 Registration and coffee

09.00 Session 5: Lubricants market in Russia and the CIS.

- Dynamics of lubricant production in Russia and the CIS.
- Current consumption of lubricants by key lubricants consumers in Russia and the CIS. How will consumers' buying habits change in the light of 2008 credit crunch?
- Russian independent lubricant producers. Case study: What prospects are there for independent producers within the region?
- First lubricant blending plant in Kazakhstan.
- Eco-friendly lubricants. How to comply with environmental legislation?
- Re-refining of lubricants and coolant-cutting fluids. Innovative technologies and worldwide experience.

Alexander Evseev, Deputy General Director, **VIAL-OIL**

Evgeny Kim, Commercial Director, **HILL CORPORATION**

Vladimir Spirkin, Professor, Academician, **GUBKIN RUSSIAN STATE UNIVERSITY OF OIL AND GAS**

10:30 Coffee break

11:00 Session 6: Additive industry: trends and challenges.

- A global overview of additive market. New additives packages and their application.
- Prospects of modern thickening additives production in Russia and CIS.
- The benefits of modern day dedicated MTF technology.
- Prospects of modern additives packages in Russia and their certification according to the European standards.
- Additives for modern base fluids.
- Case study how Russian additives were implemented in the lubricants production.
- Enhancing of the fuel economy and diesel locomotive engine oil application without oil exchange due to the implementation of nano-technologies.

Mikhail Babushkin, Deputy General Director, **LLK NAFTAN**

Paul Greenfield, Marketing Technical Service Manager, **LUBRIZOL**

Detlef Pazdzior, Technical Application Manager, Eastern Europe, **RHEIN CHEMIE**

Alexander Medzhibovsky, Chairman of the Board, **QUALITET**

12:30 Lunch

14.00 Session 7: Quality assessment of lubricants, specifications and requirements.

- Current status and future outlook for the automotive industry in Russia and the CIS.
- Requirements of lubricants for modern and prospective equipment. Environmental assessment of lubricants.
- New trends in aviation lubricants specifications.
- REACH – What do Russian and the CIS companies need to know?
- Innovative approval systems for lubricants and automotive fluids.
- Innovative test methods and approval systems for industrial oils.

Hans Thomassen, Chairman of the Board, **CEC (CO-ORDINATING EUROPEAN COUNCIL FOR THE DEVELOPMENT OF PERFORMANCE TESTS FOR TRANSPORTATION FUELS, LUBRICANTS AND OTHER FLUIDS)**

Boris Bunakov, General Director, **NAMI-KHIM**

Hans Groen, Sales Director, **PETRONAS MARKETING**

15.30 Coffee break



16.00 Session 8: Roundtable discussions lead by key lubricant consumers in Russia and the CIS countries: automobile industry, aviation, food industry, ferrous and non-ferrous metallurgy.

Interactive open discussions providing the opportunity to find out from key lubricant consumers in the region what specifications they need, what are their requirements and approval systems.

Table 1 – AUTOMOTIVE LUBRICANTS

Table 2 – INDUSTRIAL LUBRICANTS

Table 3 – AVIATION LUBRICANTS

Table 4 – COOLANT COOLING FLUIDS

17.30 Close of Conference

To initiate full interaction between speakers and attendees, questions and answer discussions will follow at the end of each session.

SOME OF THE PANEL MEMBERS YOU WILL MEET:



Leon de Bryun
Regional Director
CHEVRON LUMMUS GLOBAL



Vladimir Timofeev
General Director
CHEMLUBE INTERNATIONAL INC



Detlef Pazdzior
Technical Application Manager, Eastern Europe
RHEIN CHEMIE RHEINAU



Mikhail Babushkin
Deputy General Director
LLK NAFTAN



Ivan Lut
Refinery Director
TANECO



Andrey Romanenko
Head of Sales Department, Base Oils and Lubricants
ROSNEFT



Paul Greenfield
Marketing Technical Service Manager
LUBRIZOL



Hans Thomassen
Chairman of the Board
CEC



Hans Groen
Sales Director
PETRONAS MARKETING



Boris Bunakov
General Director
NAMI-KHIM



Alexander Medzhibovsky
Chairman of the Board
QUALITET



Oleg Tsvetkov
Head of Base Oils and Lubricants Department
VNII NP

SPONSOR AND EXHIBITOR OPPORTUNITIES

If you are serious about growing your presence in the Russia and CIS base oil and lubricant market or generating new leads with the region's top decision makers, then Base Oils and Lubricants in Russia and the CIS conference 2009 offers you the perfect platform.

As a sponsor... Corporate sponsorship packages are designed specifically to allow you to maximise your company's profile and provide you with the opportunity to network with targeted senior level executives.

Customised packages can be tailored to suit your needs including both networking and company branding options. All packages offer excellent levels of publicity before, during and after the event.

As an exhibitor ... You will have the opportunity to raise your profile, meeting with clients and performing working demonstrations of your latest product developments.

Don't miss your chance to establish your company as an industry leader, stand out among your competitors and promote your company to an impressive number of leading industry decision makers.



SPONSORS AND EXHIBITORS

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LIMITED OPPORTUNITIES AVAILABLE

To discuss your exhibition or sponsorship requirements in more detail, please contact:

Lucie Zavadova, Business Development Manager

Tel: +44 (0) 207 067 1800

Fax: +44 (0) 207 430 0552

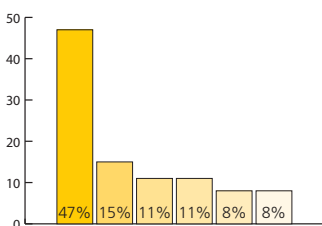
Email: l.zavadova@theenergyexchange.co.uk

AUDIENCE PARTICIPATION AT THE 2008 CONFERENCE

If your company is involved in the lubricants industry in Russia and the CIS or you want to secure new business in the region, this is the ideal opportunity to raise your company profile and to network with key decision makers in the region.

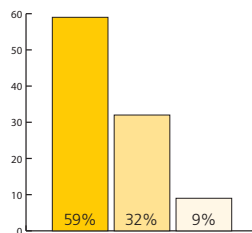
Company Type

- 47% Base oils and lubricants producers
- 15% Refineries
- 11% Oil companies
- 11% Petrochemical companies
- 8% Traders
- 8% Technology / Service Providers



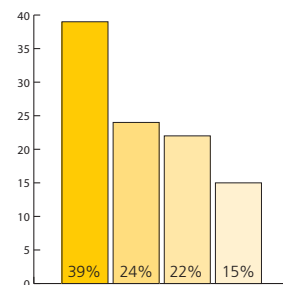
Geographical Breakdown

- 59% Russia & CIS
- 32% Western Europe
- 9% Central Western Europe



Jobs Titles

- 39% CEO / MD / President
- 24% Sales and Marketing
- 22% Business Development
- 15% Technical Directors / Managers



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