



7th ANNUAL
CONFERENCE
**CIS BASE OILS
& LUBRICANTS**

**21st of May 2019
RE-REFINING FOCUS DAY**

08:00 Registration and morning coffee

09:00 Welcome speech

09:10 New waste management system in Russia: extended responsibility of regional base oils producers and importers

CHAIR: Rodion Cherednichenko, Chairman of the Board, Rosa - 1

- Overview of waste oils market with statistics, challenges and incentives in Russia
The role of associations (unions) in the development of the extended responsibility of regional oil producers and importers

David Esayan, President
Association of Waste Recycling

- New waste management system fulfilled by recycling company as an opportunity to invest in modernisation

Evgeny Plotnikov, Director
Perm Oil Plant

- Recycling of packaging, plastics, cardboard and barrels of waste oils

Dina Gribanova, Director
Wtor-Kom

10:40 Coffee break

11:10 SPECIAL PRESENTATION:

Investing in re-refining industry - challenges and opportunities

Mihail Malkov, CEO
STR TecOil

11:30 Technological potential of the utilisation of waste oils know-how

- A true turn-key re-refining plant

Prasad Bhat, Managing Director
Sanjeev Kale, General Manager
Thermopac Process Engineering

- Technical solutions for disposal of oil waste

Yevgeniy Kornin, Project manager
Rosa-1

- Ensuring Re-refining Plant flexibility vs. base oil recovery, product quality requirement and energy saving

Alessio Biancari, STP Process Manager
STP Studi Tecnologie Progetti



12:50 Lunch

14:00 Special session: practical experience in collecting and transporting waste oils from plants in Russia and the CIS countries

- The first waste oil processing plant in Kyrgyzstan

Emil Sydykov, PR Manager

NIKA-KG

- How to develop used oil collection and Subsequent re-refining: the Portuguese experience

Fabio Dalla Giovanna, Business Development Manager

CMB Italy - Technology

15:00 Coffee break

15:30 Round table discussion: collection, transportation, sorting, and disposal of waste oils in Russia & the CIS

- Challenges and control methods with illegal collection and use of waste oil
- Environmentally friendly ways of collecting raw materials and utilisation of used oils

Fabio Dalla Giovanna, Business Development Manager, CMB Italy - Technology

Dmitriy Cherikover, Managing Partner, MDD BEL

Emir Sarpashev, General Director, NIKA-KG

Vladimir Alentsin, Deputy Chairman of Ecology Issues & Resource Management Committee,
Moscow Chamber of Commerce & Industry

Aleksandr Yarilov, Head of Capital Construction and Production Development Department, Gazpromneft
- Lubricants

17:00 Closing remarks and end of the focus day

17:30 Cocktail reception



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22nd May 2019
DAY 1 OF THE CONFERENCE

08:00 Registration and morning coffee

09:00 Welcome speech

09:10 Base oils and lubricants global outlook

- Overview and impact of global trends on the development of the Russian & CIS markets
Konstantin Melnichuk, Manager
Kline & Co

- Changes and trends in the automotive industry and how it affects the lubricants market
Olga Poltavskaya, Managing partner
B2X

- IMO 2020: new requirements to use higher-quality petroleum products and how it will affect the industry
Hong Guo Harn, Base Oils Analyst
Argus Media

10:30 Discussion and live vote from the audience: what is the best strategy for lubricants manufacturers in conditions of fierce competition?

Hong Guo Harn, Base Oils Analyst, Argus Media
Konstantin Melnichuk, Manager, Kline & Co
Olga Poltavskaya, Managing partner, B2X
Anatoly Filatkin, Senior Consultant, Project Manager, B2X

11:00 Coffee break

11:30 Overview and trends of the Russian and CIS base oils and lubricants market

CHAIR: Konstantin Levchenko, Base Oils Analyst, Argus Media

- Case study of production of polyalphaolefin lubricants oil - PAO-20
Insaf Zaripov, Process engineer
Nizhnekamskneftekhim

- Import substitution program at Slavneft-Yanos: development and implementation of hydrocarbon bases for drilling fluids production technology
Dmitry Borisanov, Head of Research Laboratory
Slavneft - Yanos



Eduard Dutlov, Chief Engineer
Slavneft - Yanos

12:40 Discussion: How to meet the client's requirements in the transition to the group II and III of base oils

- What will happen to group I: who will still depend on group I base oils?
- Challenges related to the cost of investments for meeting the new quality requirements for marine fuel
- How will the transition to group II and III of base oils affect pricing?
- How to adjust your company's strategy in the transition of market preference from group I to group II and III of base oils?

Dmitry Borisanov, Head of Research Laboratory, Slavneft - Yanos

Eduard Dutlov, Chief Engineer, Slavneft - Yanos

Insaf Zaripov, Process engineer, Nizhnekamskneftekhim

Ivan Yakovlev, Head of Strategic Development Department, Gazpromneft - Lubricants

TBA, LLK International

13:10 Lunch

14:10 Global technologies and additives for high-performance base oils

- Technologies and catalysts for the production of base oils

Evguenia Copley, Regional Sales Manager, Russia & the CIS
ExxonMobil

- ARLANXEO Keltan® OCP in Petroleum Additives Application

Raffaele Bernardo, Product Development Specialist
Arlanxao

- Properties and influence of olefin copolymer structure (OCP) for a fluid containing an improver viscosity index (VII) in various groups of base oils

Salvatore Balestrieri, Elastomer Tech Service & Applications Manager
Eni versalis

15:20 Coffee break

15:50 Disrupting innovations in the lubricants market

- 'Lubricant industry 4.0: Where and how to play?

Diana Dzaka, Digital Transformation Director



YCP Solidiance

- How to lead the motor oil market in conditions of increasing competition

Ayuka Mandzhieva, Senior Consultant, Automotive sector

GfK

17:20 Discussion: Are there tangible results from the import substitution programme for the additives production?

- Perspective for local additives production that meets global standards
- Plans of international additive manufacturers in Russia and the CIS
- How to integrate regional additive manufacturing into the international system?

Ivan Mirchev, Head of Technology and Production Development Department, Rosneft

Aleksandr Medzhibovskiy, Chairman of the Board, NPP Qualitet

Mikhail Kuznetsov, Head of technological partnerships and import substitution of equipment and technologies, Gazprom Neft

Vitaly Yashin, Head of supply development program, Gazprom Neft

Mikhail Babushkin, Deputy General Director for Production - Chief Engineer, LLK-International

18:00 Cocktail reception



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23rd May 2019
DAY 2 OF THE CONFERENCE

08:30 Morning coffee

09:00 Quality and improvement of lubricant performance

CHAIR: John Krans, Business Manager, Arlanxeo

- Motor oils market overview for commercial vehicles (trucks) in Russia
Viktor Pushkariov, Leading Expert
Avtostat
- Association of Automobile Engineers (AAE)-fuel system and approaches to the formation of a National quality management system of lubricants
Alexander Pervushin, Deputy General Director
Association of Automobiles Engineers
- Enhancing compliance with European quality standards for automotive lubricants
Adri van de Ven, Technical Manager
ATIEL
- Case study: Oils with improved properties and experience in use
Vyacheslav Nechaev, Head of Sales Technical Support Department
Rosneft-Lubricants

10:40 Coffee break

11:10 Focus on end-users

CHAIR: Anastasia Golovina, Senior Manager, Division of Raw Material, Sales, Purchasing & Logistics, Severstal

- Lubricant quality monitoring as one of key aspects for recommendations for their rational use
Terence Dicken, Investor and consultant
Azmol BP
- Journey of an end-user going from having a standard lubricants procurement department to becoming a joint service provider with its supplier
Anastasia Golovina, Senior Manager, Division of Raw Material, Sales, Purchasing & Logistics
Severstal
- How to increase the oil change interval and save on the purchase of lubricants. Separation treatment to maintain the performance of lubricating oils



Alexey Gannov, Project Manager, Energy Division
Alfa Laval Potok

12:40 Discussion: How to enhance customer service and technical support for OEM clients and end-users

- How to control the quality of motor and industrial lubricants when delivered to the end-user
- How setting up an advanced laboratory for testing lubricants at the end-user premises will improve the service
- Innovative perspective on testing standards and methods

Yury Voronkov, Technical Support Team Manager, Liebherr Rus
Sergey Protiven, Head of Oils & Fuels Laboratory, Avtovaz
Sergey Veklenko, Lead Specialist Technical Service and Repairs, Uralchem
Maria Boltalina, Cluster Technical Manager, Shell Neft
Andrey Grishin, Chief Mechanic, Severstal

13:20 Lunch

CHAIR: Tibor Leitmeter, Deputy Director, Standardisation and Technology, Rosneft-Lubricants

14:20 Special presentation: NUFLUX - formulation concept for industrial gear oils
Anatolij Smirnov, Technical Service & OEM Relations Manager
Evonik Resource Efficiency

14:40 Special presentation: Independent lubricants producer and its role in modern reality
Pavel Kirichenko, Director of Industrial Development
Obninskorgsintez

15:00 Special presentation: Engine oil pumpability in a modern engine
Dmitriy Shakhvorostov, Technical Service Manager
Evonik Resource Efficiency

15:30 Discussion: what is more profitable to produce in the CIS region: synthetics or group III base oils?

- In what direction to invest? What are the growth rates of consumption of synthetic and group III base oils?
- How will the formulation of additives change?
- Base oils producer's marketing program
- Value for money: how will the prices of synthetic oils change?



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- Technologies used in the production of synthetics and group III base oils and are there the necessary production capacities?
- Trend of using the latest technology of synthetic oil integrated production
- What is the preference of the end-users: synthetics or group III base oils

TBA, LLK-International

16:20 Closing remarks and end of the conference

EVENT TRANSLATION PARTNER

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