8th ANNUAL CONFERENCE
CIS BASE OILS AND LUBRICANTS
20-21 MAY 2020
MOSCOW, RUSSIA

NEW QUALITY STANDARDS,
NEW TESTING METHODS AND
NEW APPROACH TO SERVICE

LEAD PARTNER
ROSNEFT LUBRICANTS
ABOUT

CIS Base Oils and Lubricants conference is an independent event where base oils, lubricants and additives producers, OEMs and end users meet. This platform will not only bring everyone together under one roof, but also answer the pressing questions of the industry.
HIGHLIGHTS 2019

8th EDITION

40% LUBRICANT PRODUCERS

248 DELEGATES

78% RETURNING DELEGATES

15% END USERS

95% OF ATTENDEES WERE SATISFIED

TESTIMONIALS

“Very well organised event. Demonstrates the professionalism of the Globuc team! Best place for networking with colleagues and industry decision makers.”

Peter Kuuskmaa
Market Development Engineer/Account Manager

Axel Christiernsson

Gulnaz Konetskaya
Procurement and Logistics Department Manager

Fuchs Oil

“I really like the format of the discussion: lively, active communication on current trends and the possibility of online questions via the application.”

Grazianna Carianni
Head of Marketing

Eni Versalis

“This conference gives us an excellent opportunity for networking and meeting a lot of people to who we can introduce our products.”

Sergey Aleksanin
Manager of Federal Sales Department

Rosneft - Lubricants

“This conference allows you to create an objective picture of the lubricants market, identify trends and discuss current industry problems with leading industry experts.”
SPEAKERS & GUESTS

Blake Eskew
Vice President
IHS MARKIT

Christian Ohligmacher
Vice President Central & Eastern Europe Member of the Executive Committee
FUCHS PETROLUB

Aleksandr Bychkov
Deputy General Director for Production
ROSNeft - LUBRICANTS

Anders Pettersson
Global Lubricant Coordinator
VOLVO CONSTRUCTION EQUIPMENT

Christophe Lamarche
Purchasing Manager Consumables
ATLAS COPCO

Pavel Kirichenko
Director of Industrial Development
OBNINSKORG-SINTEZ

Karsten Stahl
Head of Gear Research Centre (FZG)
TECHNICAL UNIVERSITY OF MUNICH

Konstantin Melnichuk
Manager
KLINE & CO

Artem Mazaev
Business Development Manager
OATS

Olga Poltavskaya
Managing Partner
B2X-CONSULTING

Anatolij Smirnov
Technical Service Manager
EVONIK RESOURCE EFFICIENCY

Holger Roder
Sales Manager
KAO CHEMICALS
SPEAKERS & GUESTS

Ilya Oblashchikov  
Senior Regional Manager for Russia and the CIS  
AFTON CHEMICAL

Sergey Averkiev  
Commercial Director  
AVRORA

Srdjan Sokolovic  
Expert coordinator for chemicals and waste management  
NIS GAZPROM NEFT

Svetlana Erkenova  
Director  
NATIONAL CLEAN PRODUCTION CENTRE

Fabio Dalla Giovanna  
Business Development Manager  
CMB ITALY - TECHNOLOGY

Yuri Silin  
Head of repair production  
SEVERSTAL

Patrick Vernon  
EAME Lubricants Technical Manager  
EXXONMOBIL/ATIEL

Valentina Serra-Holm  
President  
UNION OF THE EUROPEAN LUBRICANTS INDUSTRY

Tibor Leimeter  
Deputy Director, Standardisation and Technology  
ROSNEFT-LUBRICANTS

Boriss Nigrovski  
Sales Manager CIS  
FLUID SOLUTIONS

Victor C. Li  
Business Development Director  
DUNWELL ENVIRO-TECH

Irina Vinogradova  
Senior Analyst, Consulting Department  
ARGUS MEDIA
SPEAKERS & GUESTS

Aleksandr Yakovlev
Global Director of Automotive Online Research
IPSOS INTERACTIVE SERVICES

Michael Achacoso
Manager, Lubricants & Specialties
SOLOMON ASSOCIATES

Anatoliy Filatkin
Senior Consultant, Project Manager
B2X-CONSULTING

Emil Gizzatullin
Lead Process Engineer
TANECO

Ramil Karimov
Head of Sales, Lubricants
TATNEFT NETWORK OF GAS STATIONS

Ilya Davydov
Project Consultant
UNIDO

Yury Voronkov
Technical Support Engineer
LIEBHERR RUS

Dmitry Borisanov
Head of Research Laboratory
SLAVNEFT - YANOS

Andrey Savin
Base Oil Trader
PENTHOL

Yuriy Sidorin
Head of Strategic Development Department
GAZPROM NEFT LUBRICANTS

Natalia Orlova
Head of Production Management Department
GAZPROM NEFT MOSCOW LUBRICANTS PLANT

Aleksey Kutsev
Head of Technical Support
HILL CORPORATION
AGENDA

20 MAY 2020
DAY ONE

8:00  WELCOME COFFEE & REGISTRATION

9:00  WELCOME SPEECH

9:10  BASE OILS MARKET OVERVIEW
Global base oil: the outlook for supply and demand in a challenging market
BLAKE ESKEW, Vice President, IHS MARKIT
Overview of base-oil consumption and production in Russia and the CIS. What is the share of import & export in the regional volume of base oils?
IRINA VINOGRADOVA, Senior Analyst, Consulting Department, ARGUS MEDIA

Topic TBA
KONSTANTIN MELNICHUK, Manager, KLINE & CO

10:30  DISCUSSION: WHAT EFFECT DID INTERNATIONAL MARITIME ORGANISATION (IMO) 2020 HAVE ON THE EXPORT OF GROUP I BASE OILS FOR PRODUCERS IN RUSSIA?
• How does production capacity put pressure on prices and profitability?

DISCUSSION PARTICIPANTS:
KONSTANTIN LEVCHENKO, Analyst, ARGUS MEDIA
BLAKE ESKEW, Vice President, IHS MARKIT
IRINA VINOGRADOVA, Senior Analyst, Consulting Department, ARGUS MEDIA
KONSTANTIN MELNICHUK, Manager, KLINE & CO

11:00  COFFEE BREAK

11:30  MODERNISATION OF EXISTING PRODUCTION FACILITIES AND LAUNCH OF NEW BASE OILS AND LUBRICANTS PRODUCTION FACILITIES IN RUSSIA AND THE CIS
World’s best base oil refineries - can you be one of them?
MICHAEL ACHACOSO, Manager, Lubricants & Specialties, SOLOMON ASSOCIATES

Topic TBA
DMITRY BORISANOV, Head of Research Laboratory, SLAVNEFT - YANOS

Topic TBA
ALEKSEY KUTSEV, Head of Technical Support, HILL CORPORATION
13:00  LUNCH

14:00  BASE OILS & LUBRICANTS: INNOVATION OUTLOOK

SESSION MODERATOR: ILYA OBLASCHIKOV, Senior Regional Manager for Russia and the CIS, AFTON CHEMICAL

Prospects for polyalphaolefin localisation in Russia

Can a high viscosity index 0W-20 formulation beat 0W-16 formulation in efficiency gain? ANATOLIJ SMIRNOV, Technical Service Manager, EVONIK RESOURCE EFFICIENCY

Global & local outlook for group II and III base oils and its opportunities ANDREY SAVIN, Base Oil Trader, PENTHOL

15:00  DISCUSSION: SUCCESSFUL BASE OILS & LUBRICANTS QUALITY COMPLIANCE WITH FUTURE MARKET REQUIREMENTS

- What are the new requirements of original equipment manufacturers (OEM) to group II and III base oils?
- New engine oil specifications
- Electrification
- Extended oil-change intervals
- Stricter emission requirements

15:30  COFFEE BREAK & EXHIBITION TOUR OF THE CONFERENCE

16:00  NEW SPECIFICATIONS, NEW TEST METHODS AND NEW EQUIPMENT

SESSION MODERATOR: SERGEY AVERKIEV, Commercial Director, AVRORA

Testing methods- testing and characterisation of high-performance gear lubricants KARSTEN STAHL, Head of Gear Research Centre (FZG), TECHNICAL UNIVERSITY OF MUNICH

Bench tests for synthetic motor oil PAVEL KIRICHENKO, Director of Industrial Development, OBNINSKORGSIINTZEZ

Update on ACEA engine specifications PATRICK VERNON, EAME Lubricants Technical Manager, EXXONMOBIL/ATIEL

Lubricant monitoring solutions in the industry 4.0

18:00  GALA COCKTAIL RECEPTION  sponsored by Penthol
8:30 WELCOME COFFEE

9:00 THE FUTURE OF LUBRICANTS MARKET IN RUSSIA AND THE CIS

SESSION MODERATOR: CHRISTIAN OHLIGMACHER, Vice President Central & Eastern Europe Member of the Executive Committee, FUCHS PETROLUB

Overview of the development and innovation of the lubricants market
TIBOR LEIMETER, Deputy Director, Standardisation and Technology, ROSNEFT - LUBRICANTS

What is the growth forecast of the lubricants market in the region?
ARTEM MAZAEV, Business Development Manager, OATS

Digitalisation in the Russian lubricants market: consumer expectations vs industry readiness
OLGA POLTAVSKAYA, Managing partner, B2X-CONSULTING

Expanding the lifetime of water-miscible metalworking fluids
HOLGER RODER, Sales Manager, KAO CHEMICALS

10:30 DISCUSSION: WHAT IS THE EFFECT OF LONG-LIFE LUBRICANTS ON EQUIPMENT?

- Reduced fuel consumption
- Increased service interval for oil change
- Operating conditions
- How to achieve full utilisation of equipment resources
- How to reduce planned and unplanned equipment downtime

DISCUSSION PARTICIPANTS:
CHRISTIAN OHLIGMACHER, Vice President Central & Eastern Europe Member of the Executive Committee, FUCHS PETROLUB
TIBOR LEIMETER, Deputy Director, Standardisation and Technology, ROSNEFT - LUBRICANTS
ARTEM MAZAEV, Business Development Manager, OATS
OLGA POLTAVSKAYA, Managing partner, B2X-CONSULTING
HOLGER RODER, Sales Manager, KAO CHEMICALS

11:00 COFFEE BREAK

11:30 FOCUS ON ORIGINAL EQUIPMENT MANUFACTURER

How is the lubricants market changing with increasing demand for OEM brands?
CHRISTOPHE LAMARCHE, Purchasing Manager Consumables, ATLAS COPCO

How to remain competitive in the lubricants market with the emergence of new companies

The story of Volvo Construction Equipment in developing its own lubricants brand
ANDERS PETTERSSON, Global Lubricant Coordinator, VOLVO CONSTRUCTION EQUIPMENT

Analysis of similar lubricant products available on the market and how the end-user views the OEM lubricants brands
12:30 DISCUSSION: RUNNING AN EFFECTIVE SYSTEM FROM THREE PERSPECTIVES: OEM, END-USER AND LUBRICANTS PRODUCER

DISCUSSION PARTICIPANTS:
EMIL GIZZATULLIN, Lead Process Engineer, TANECO
CHRISTOPHE LAMARCHE, Purchasing Manager Consumables, ATLAS COPCO
ANDERS PETTERSSON, Global Lubricant Coordinator, VOLVO CONSTRUCTION EQUIPMENT

13:00 LUNCH

14:00 COLLECTION AND RE-REFINING OF WASTE OILS IN RUSSIA & THE CIS

SESSION MODERATOR: SVETLANA ERKENOVA, Director, NATIONAL CLEAN PRODUCTION CENTRE

Environmentally sound management and final disposal of PCBs at the Russian railroad network and other PCBs owners
ILYA DAVYDOV, Project consultant, UNIDO

Oil recycling with Next Gen CPT Technology: higher yield and quality of base oil fractions
BORIS NIGROVSKI, Project Manager, FLUID SOLUTIONS

Waste oils in Serbia and possibilities of their re-refining
SRDJAN SOKOLOVIC, Expert coordinator for chemicals and waste management, NIS GAZPROMNEFT

Membrane technology for waste-oil processing
VICTOR LI, Business Development Director, DUNWELL ENVIRO-TECH

15:30 DISCUSSION: IS RE-REFINING OF WASTE OILS NECESSARY AT THE TIME OF BASE OILS OVERSUPPLY?

- Collection and logistics
- Technologies for waste-oil processing
- Oil quality testing
- Waste oil sales channels

DISCUSSION PARTICIPANTS:
FABIO DALLA GIOVANNA, Business Development Manager, CMB ITALY - TECHNOLOGY
SVETLANA ERKENOVA, Director, NATIONAL CLEAN PRODUCTION CENTRE
ILYA DAVYDOV, Project consultant, UNIDO
BORIS NIGROVSKI, Project Manager, FLUID SOLUTIONS
SRDJAN SOKOLOVIC, Expert coordinator for chemicals and waste management, NIS GAZPROMNEFT
VICTOR LI, Business Development Director, DUNWELL ENVIRO-TECH

16:00 COFFEE BREAK
16:30 INTERACTING WITH END-USERS VIA DIGITAL MARKETING

Topic TBA
ALEKSANDR YAKOVLEV, Global Director of Automotive Online Research, IPSOS INTERACTIVE SERVICES

Oil use associated problems and appropriate solutions
YURIY SILIN, Head of repair production, SEVERSTAL

Import substitution: first fill with local lubricants brands

17:30 DISCUSSION: CONSUMPTION TRENDS AND LUBRICANTS DISTRIBUTION CHANNELS

- E-Commerce - growth of Internet sales
- How do online aggregators choose lubricants?
- Are there opportunities to promote your lubricants through a network of aggregators?
- Independent dealer networks in Russia. How do they choose a supplier?
- What are the expectations of the end-user and how do they choose the supplier?

DISCUSSION PARTICIPANTS:
ANATOLIY FILATKIN, Senior Consultant, Project Manager, B2X-CONSULTING
RAMIL KARIMOV, Head of sales, Lubricants, TATNEFT NETWORK OF GAS STATIONS
ALEKSANDR YAKOVLEV, Global Director of Automotive Online Research, IPSOS INTERACTIVE SERVICES
YURIY SILIN, Head of repair production, SEVERSTAL

18:00 END OF CONFERENCE
VENUE

RADISSON COLLECTION HOTEL

This legendary Moscow hotel has been a beloved “home” for CIS Base Oils and Lubricants conference for many years.

Opened in 2010 in what was previously the Hotel Ukraina, one of the largest and most magnificent of the neo-gothic Stalinist skyscrapers known as the “Seven Sisters”. The location of the Radisson Collection Hotel, on the west bank of the Moskva River and just over 3 km from the Kremlin, is particularly impressive. The hotel is very convenient for sightseeing, and also situated in one of Moscow’s main business and administrative districts.

ACCOMMODATION

The cost of hotel accommodation is not included in the conference fee. Globuc has negotiated special rates at this hotel for all attendees of the event.

EVENT INTERPRETER PARTNER

This year our Interpreter Partner Alma will facilitate communication between attendees at all coffee breaks on a complimentary basis.
PARTNERS

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AMONG 2020 ATTENDEES
# PRICE AND CONDITIONS

## REGISTRATION OPTIONS

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- **Register on the [website](http://www.globuc.com/cisbaseoilsandlubes/)**
- **Email us with your full details**
  - customer_service@globuc.com
- **Call us**
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