Russian lubricants market is justifiably called the largest in Europe and one of the largest in the world. The last two years have been difficult for the industry due to oil prices, sanctions, ruble to dollar rates, and macroeconomic factors.

In spite of all the difficulties, such companies as LLK International, RN-Lubricants and Gazpromneft Lubricants, Russia’s largest lubricant manufacturers and major players in the market, report that 2015 was a year of considerable growth.

In 2015 the share of imported lubricants decreased from 18 to 7% and the import decreased by 12%.

“In 2015, the premium segment showed a growth of 25 percent, whereas the usual annual growth rate lies around 5–10 percent”. “During the first nine months of 2015, the import increased by 39%” – Aleksandr Truhan, General Director of Gazpromneft Lubricants.

“The past year was special for our company. The sales of synthetic engine oils increased 2.8 times and the sales of engine oils for service stations went up 3 times.” – Maxim Donde, General Director of LLK International.

Over the last four years, the annual CIS Base Oils and Lubricants conference has been the largest discussion platform to search for new forms of cooperation and to define the key strategic targets for the industry.

In 2016, the conference will again bring together CIS leading oil and lubricant producers, to discuss last year’s developments and to see which plans have been carried out and which remained on paper.

I hope that you have a productive conference, and let the new knowledge and new contacts empower and inspire you to further advance the lubricants industry in Russia and the CIS region.

Julia Marinchenko
Project Manager
GBC

**Agenda at a glance**

**Re-refining Focus Day**

24 May

1.1 Key re-refining market trends, growth drivers and restraints

1.2 How to run a re-refining business successfully

1.3 Re-refining in the CIS region: new projects and success stories

1.4 Discussion: the future of oil recycling in Russia. Pay or recycle?

**Producers’ Day**

25 May

2.1 “Big picture”: global trade flows and basestock markets outlook

2.2 Advanced basestocks production in the CIS: major projects and modern technologies

2.3 Entering and developing international markets

2.4 Implementation of the import substitution policy and localisation of production in Russia

**End-users and OEM Day**

26 May

3.1 Examining demand from end-use industries in the CIS region

3.2 Innovation in additives and technologies

3.3 Certification and bench tests

3.4 End-users’ requirements, recommendations and approval systems
SPEAKERS AND DISCUSSION LEADERS

Vladimir Omsunov
First Deputy General Director
GAZPROMNEFT – LUBRICANTS

Marina Tsapлина
Deputy Director, Production Department
LUKOIL LUBRICANTS

Sylvain Hantz
Global Licensing Manager for Lubes Technology
EXXONMOBIL

Kari Kulmala
Senior Associate and OEMs Liaison
NESTE

Ivan Kartashev
Business Development Manager
CHEVRON LUMMUS GLOBAL

Elena Soulantika
Chief Technology Officer
PETROVAG LUBRICANTS

Denis Borisov
Moscow O&G Center Director
Ey

Terry Dicken
Chairman
Elgi

Golnaz Aboutorabain
Managing Director
AB PETROCHEM

Anatoly Smirnov
Technical Support Manager
EVONIK OIL ADDITIVES

Ivan Kuryanyi
Head of Base Oils and Lubricants Sales Department
OPTIMA GRUPA

Svetlana Zaglezadova
Head of Laboratory, Lubricants and Additives
UNITED RESEARCH AND DEVELOPMENT CENTRE, ROSNEFT

Artem Vasyukov
Head of Business Development Department
RUSSIAN CHEMICAL COMPANY

Vadim Fadeev
Head of Laboratory on Hydrocatalytic Refining Development
UNITED RESEARCH AND DEVELOPMENT CENTRE, ROSNEFT

Denis Varaksin
Project Manager
DYM RESOURCES

Oleg Makedonsky
Deputy Director
SVNIINP

Vladimir Tyschenko
General Director
Avtostal

Gabriele Tarle
Senior Analyst, Energy
KLINE & COMPANY

Albert Akhmetshin
Senior Expert Center, Mechanic, Production Efficiency Division
Sibur

Rob Chapman
Global Lead Oil Condition Monitoring
INTERTEK

Anton Milutin
Deputy Department Head
RUSSIAN RAILWAYS

Sergey Protiven
Head of Oils and Fuels Laboratory
AVTOVAZ

Nikita Nazarov
Petroleum Products Procurement Manager
CHELYABINSK PIPE-ROLLING PLANT

Anastasia Golovina
Manager, Division of Raw Material Sales, Purchasing & Logistics
SEVERSTAL MANAGEMENT

Alexander Kukshel
Head of Purchasing Department
AVTOVAZ RENAULT NISSAN PURCHASING ORGANIZATION

Dmitry Boykov
Lead Specialist, Engineering and Design Centre
AVTO DISSEL

About ORABA In
Managing Director
AB PETROCHEM
The end of 2015 was significant for the used oil collection and re-refining in Russia because the legislation regulating the industry finally took shape. From 1st of January 2016 all producers and importers of oils and lubes now have two options: THEY CAN MANAGE WASTE ON THEIR OWN or PAY ENVIRONMENTAL FEES.

- As of 2016, the environmental fee value is set as 10%
- In 2017 it will go up to 15%
- First payments will be made prior to the 1st of March, 2017

Despite the ongoing import substitution efforts, so far Russia has no solutions that could stand up to international disposal and re-refining technologies. All industry players ask the same question: can used oil re-refining be a profitable business in Russia?

Currently, producers and importers have to make an important decision on whether they should pay or re-refine. They have to weigh all the pros and cons and understand that technology would be most advantageous. Should they invest on their own, or should they raise funding, or form a JV with foreign participants?

All these questions, among many others, will be discussed by industry players and leaders at the annual meeting ‘Collection and re-refining of used oil in Russia and CIS’ on 24 May 2016 Radisson Royal, Moscow.

Upcoming projects in re-refining industry in Belarus, Kazakhstan, Turkmenistan and Uzbekistan will be covered during sessions and round-table which will be held at the end of the day.
08:00 Registration and morning coffee

09:00 Key Re-refining Market Trends, Growth Drivers and Restraints

- Global re-refined lubricants overview. Global market analysis and projections until 2020 and 2025
- What is the most sustainable model for used oil collection and re-refining
- Assessing the recent legislative updates in Russia: new rate of ecological levy and utilisation norms of waste oils
- Creating a healthy investment climate for the re-refining industry in Russia

OlgA FilchenkOva, Deputy Head of Department, Department of Economics and Finance, Ministry of Natural Resources and Environment of the RF
Natalia SokOlova, Head of Environmental Control RPN, Rosprirodnadzor
Svetlana YerkenoVa, Head of Section Ecological Safety in Oil & Gas, Energy Committee State Duma Russian Federation
Rodion Cherednichenko, Chairman of the Board, ROSA-1

10:30 Coffee break

11:00 How to Run a Re-refining Business Successfully

- Analysing key challenges for a re-refining start-up business. Which mistakes can be avoided?
- Understanding technical standards and requirements for the used oil recycling in Russia
- Used oil collection: selective collection, logistics costs and how much feedstock you need to keep the plant at full capacity
- How to manage various types of feedstock
- Assessing and comparing different re-refining technologies: integration to existing plant, flexibility towards feedstock quality, process yield and operating cost competitiveness

BorIss nIgrovskI, Sales Manager CIS, Fluid Solutions
Vladimir AleNtsIn, General Director, Combine Ecological Services
nIrAv ShAh, Global Business Manager – Bauxite & Technology, Porocel Industries

12:30 Lunch

13:30 Re-refining in the CIS Region: New Projects and Success Stories

- Belarus: an overview of used oil value chain and the first re-refining plant in Belarus
- Uzbekistan: collection of used technical oils in the country
- Ukraine: new state regulation of used oil re-refining and prospects for re-refining in the country
- The Russian used oil market and collection system development

International case-study: Evaluating feedstock capacity, cost, economic efficiency of the re-refining process through the example of one of the leading re-refining plants in Europe

Dmitriy Cherikover, Managing Partner, DVCH-Management
vladimir spodarIik, Chief Technologist, Agrinol
vladimir spirIkn, Professor, Academician, Gubkin Russian State University of Oil and Gas

15:00 Coffee break

15:30 Discussion: The Future of Oil Recycling in Russia & CIS. Pay or Recycle?

- Which re-refining technologies are the most suitable for the CIS region?
- Joint ventures as the only possible format to start-up an economically feasible re-refining business in the current climate
- What are the perspectives for technology licensors and investors interested in the re-refining sector development in the CIS?

Denis Bonart, Head, Strategic Development Department, LukOil Lubricants
Mikhail Semenov, Head of Technology Department, RN-Lubricants
Irina Chrunova, Head of Fuel and thermo control, Roszheeldonab (Branch of JSC “Russian Railways”)
Maria Sokolova, THD Team Leader/ Service Delivery Manager, Shell Neft
Alekey Tulikov, Energy and Innovations Policy Development Department Director, Ministry of Energy, Russia
Nikolay Ostrovsy, Logistics Manager, Mobil Oil Lubricants

17:00 Cocktail reception
**Producers’ Day**

**Wednesday, 25 May 2016**

**08:00**  
Registration and morning refreshments

**09:00**  
“BIG PICTURE”: GLOBAL TRADE FLOWS AND BASESTOCK MARKETS OUTLOOK

- A comparative analysis of the global demand for various base oils groups. How the construction of new capacities and the closure of unprofitable refineries impact trade flows
- Key trends in the base stocks production in the world
- Global base oils surplus: what are the implications for producers in the CIS region
- The future of Group I base oils: will the closure of the majority of Group I production in Europe bring new opportunities for Russian producers?
- Synthetics potential. The increasing importance and competitiveness of synthetic oils in the international market
  
**TAMARA KANDELAKI**, Managing Director, INFOTEK-CONSULT
**VLADIMIR OSMUSHNIKOV**, First Deputy General Director, GAZPROMNEFT – LUBRICANTS
**DENIS BORISOV**, Moscow O&G Center Director, EY
**VLADIMIR TYSHENKO**, General Director, SVNIIP

**10:30**  
Coffee break

**11:00**  
ADVANCED BASESTOCKS PRODUCTION IN THE CIS: MAJOR PROJECTS AND MODERN TECHNOLOGIES

- Overview of all ongoing projects in Russia: which new facilities will be introduced in the near future, and which will have to go on hold
- Production of high viscosity base oil for rolling mills
- Next generation engine oil specifications and impact on base oil interchange
- Fuel hydrocracker bottoms processing into Group II and Group III
- How to ensure the maximum return on the modernisation projects. Assessing long-term market environment conditions and possible market entry strategies
- New Generation Iso crackers, isodewaxing and isofinishing catalysts demonstrate a step change in performance for lube base oil production

**Chairperson: ANNA GORSHTEYN**, Russia and CIS Licensing Director, EXXONMOBIL RESEARCH AND ENGINEERING
**MARINA TSAPLINA**, Deputy Director, Production Department, LUKOIL LUBRICANTS
**SYLVAIN HANTZER**, Global Licensing Manager for Lubes Technology, EXXONMOBIL
**KARI KULMALA**, Senior Associate and OEM Liaison, NETSE
**IVAN KARTASHEV**, Business Development Manager, CHEVRON LUMMUS GLOBAL

**13:00**  
Lunch

**14:00**  
ENTERING AND DEVELOPING INTERNATIONAL MARKETS

- Overview of the Turkish market of base oils and lubricants
- The opening up of Iran and implications for the supply of base oils to India
- Exploring trade dynamics between Russia and Turkey
- Zarubezhneft: modernisation of Modrica refinery in Bosnia and new blending facilities

**Discussion:** Exploring base stocks trading within the Eurasian Customs Union: how to improve collaboration and procurement optimisation between base oils manufacturers and independent blending companies

**DENIS VARAKSIN**, Project Manager, DYM RESOURCES
**ELENI SOULANTIKA**, Chief Technology Officer, PETROVAG LUBRICANTS
**IVAN KURYAVYI**, Head of Base Oils and Lubricants Sales Department, OPTIMA GRUPA
**GOLNAZ ABONTORABAIN**, Managing Director, AB PETROCHEM

**15:30**  
Coffee break

**16:00**  
IMPLEMENTATION OF THE IMPORT SUBSTITUTION POLICY AND LOCALISATION OF PRODUCTION IN RUSSIA

- The development of modern technologies of additives production in Russia – expectation vs reality?
- Development of hydrocracking catalysts production by Russian companies. How competitive is their product?
- Case-study from the winner of the “Priority” award in the field of the import substitution: import-substituting production of lubricants in Kazan

**Discussion:** In which segments local producers are able to compete with international companies nowadays and in which segments a mutual work is required

**Chairperson:** OLEG DOGADIN, Chief Specialist Refining Development Department, ROSNEFT
**ARTEM VASYUKOV**, Head of Business Development Department, RUSSIAN CHEMICAL COMPANY
**VADIM FADEEV**, Head of Laboratory on Hydrocatalytic Refining Development, UNITED RESEARCH AND DEVELOPMENT CENTRE, ROSNEFT
**ANATOLY DUNAEV**, Head of Triboengineering Laboratory, GOSNITI
**KONSTANTIN ZELENSKY**, Chief Technologist, ANGARSK REFINERY

**17:30**  
Cocktail reception
End-users’ and OEM Day

Thursday, 26 May 2016

08:30  Morning refreshments

09:00  EXAMINING DEMAND FROM END-USE INDUSTRIES IN THE CIS REGION

- Engine oils consumption trends in Russia. Demand & supply dynamics
- Overview of the motor oil market in the CIS region, including Belarus, Ukraine, Central Asia
- Emerging trends in manufacturing industries and new requirements for industrial oils
- Meeting industry specifications for major aircraft manufacturers

An OEM’s perspective on engine oils specifications: the impact of new engine technologies on engine oils specifications

Chairperson: DMITRY SOBOL, Head of technical department, TOTAL VOSTOK
VIKTOR PUSHKAREV, Project Manager, AUTOSTAT
TATIANA ARABADZHI, Director, RUSSIAN AUTOMOTIVE MARKET RESEARCH
JULIA ALEKSAHINA, OEM Manager, Technical Support Department, RN LUBRICANTS
SERGEY PROTVIN, Head of Oils and Fuels Laboratory, AUTOVAZ

10:30  Coffee break

11:00  INNOVATIONS IN ADDITIVES AND TECHNOLOGIES

- Global additive market
- Megatrend fuel economy: how to optimise viscosity with VI Improvers
- Modern additive compositions and multifunctional packages. What are the latest innovations?
- Advanced additives to improve hydraulic-system efficiency
- Developing laboratory facilities to assess the performance properties of engine oils
- Monitoring lubricant performance in field application

Highlight presentation: Additional ways to monetize lubes — quick lubes stations

DMITRY GRECHKIN, Principal, OLIVER WYMAN

Chairperson: OLEG TSVETKOV, Head of Lubricants Department, VNII NP
GABRIELE TATLE, Senior Analyst, Energy, KLINE & COMPANY
ANATOLY SMIRNOV, Technical Support Managers, EVONIK OIL ADDITIVES
SVETLANA ZAGLYADOVA, Head of Laboratory Lubricants and Additives, UNITED RESEARCH AND DEVELOPMENT CENTRE
SERGEY MEDYANSKY, Official representative, PRISTA OIL HOLDING

13:00  Lunch

14:00  CERTIFICATION AND BENCH TESTS

- Ways to monitor lubricant conditions during exploitation
- Lubricants certification in accordance with international standards (API, ILSAC, ACEA, JASO). Prospects and opportunities for lubricant producers in the CIS region
- How to restore the national system of motor oils classification in Russia
- Lubricating natural gas engines. OEM specifications and conducting performance tests as the sole criteria for the engine oil evaluating

Discussion: Inconsistency between the technical certification standards and OEM requirements. How to solve this issue?

Chairperson: SERGEY VOLGIN, Head of fuels and lubricants certification authority,
25 STATE R&D INSTITUTE AT THE MINISTRY OF DEFENSE OF RUSSIA
OLEG MAKEDONSKY, Deputy Director, INTESMO
TERRY DICKEN, Chairman, EsGi
ALEKSEY CHUDINOVSKIH, General Director, NAMI-HIM
ROB CHAPMAN, Global Lead Oil Condition Monitoring, INTERTEK

15:30  Coffee break

16:00  ROUNDTABLE DISCUSSIONS: END-USER’S REQUIREMENTS, RECOMMENDATIONS AND APPROVAL SYSTEMS

- Discussion with industrial end-users

NIKITA NAZAROV, Petroleum Products Procurement Manager, CHELYABINSK PIPE-ROLLING PLANT
ANASTASIA GOLOVINA, Manager, Division of Raw Material Sales, Purchasing & Logistics, SEVERSTAL MANAGEMENT
ANDREY NABOKOV, Head of Department, NOVOLIPETSK STEEL
VALERY DYACHENKO, Chief Specialist, Reliability Engineer, SEVERSTAL
ALBERT AKHMETSHEIN, Senior Expert Center Mechanic, Production Efficiency Division, SIBUR

- Discussion with engine oils end-users and automotive manufacturers

ANTON MILIUTIN, Deputy Department Head, RUSSIAN RAILWAYS
SERGEY PROTVIN, Head of Oils and Fuels Laboratory, AUTOVAZ
DMITRY BOYKOV, Lead Specialist, Engineering and Design Centre, AVTOOZE
ALEXANDER KUKHTEL, Head of Purchasing Department, AUTOVAZ RENAULT NISSAN PURCHASING ORGANIZATION ORGANIZATION

17:15  Closing remarks and close of conference

www.globuc.com  +44 (0) 845 8688 234  info@globuc.com
Evonik Oil Additives is the world leader in the field of oil additives production. The product line includes wide range of additives, synthetic base fluids and defoamers.

Evonik Oil Additives is part of Evonik Corporation (Germany), formerly known as Degussa. After a series of structural changes and renaming, Evonik business covers now chemicals, power generation and real estate. Evonik Oil Additives produces viscosity index improvers and pour point depressants under “VISCOPLEX” trademark.

Evonik actively works in more than 100 countries. Evonik Chimia represents interests of Evonik in the territory of Russia.

Fluid Solutions is an experienced engineering company, which offers turnkey projects for new factories as well as individual design and production systems for optimization of existing production plants. The main strategy is application of in-house designed machines and hands-on knowledge of highly skilled specialists in order to provide the best solution for our customers.

The most important part of our business is to organize customers’ supply chain through a combination of one stop solutions and tailored services, including concept development, basic/details engineering, process simulation, material flow analysis and of course training of the personnel.

ExxonMobil licenses downstream and chemical manufacturing technologies and offers catalysts that provide significant value to customers. As one of the world’s largest refiners and petrochemical manufacturers, ExxonMobil has extensive engineering and operational experience with these technologies and catalysts.

ExxonMobil offers best-in-class technologies and catalysts for making lubricants and other petrochemical products with growing market demand. These include technology for the manufacture of high quality base oils and petroleum fuels; a catalytic technology that produces gasoline from methanol derived from natural gas, coal or biomass; catalytic processes for xylenes production; and technologies to produce ethyl benzene and cumene.

Chevron, a leader and innovator in hydroprocessing technology, and CB&I, a leading international engineering company, have combined resources to form Chevron Lummus Global LLC (CLG). As the most completely integrated source for hydroprocessing technologies and services, CLG can provide incremental efficiencies at every step in your project.

CLG has a line of hydroprocessing technologies covering a full boiling range spectrum, and catalyst systems proven to exceed processing objectives for: distillate hydrotreating; gas oil hydrotreating; hydrocracking; lube dewaxing; lube hydrotreating; and technologies to produce ethyl benzene and cumene.
“Consistently high seniority of delegates and comprehensive overview of the market. This conference is a must-attend event for all lubricant producers in the region and perfect platform to share plans and expertise.”

Customer Fulfilment Manager CIS bp

“CIS Base Oils & Lubricants conference is the main meeting platform for the lubricant industry professionals in Russia.”

Head of Technical Department Total

“Excellent and informative conference with great speakers and insightful thinking! Interesting and informative presentations. Great opportunity to see many of my colleagues at one place and to make new business contacts.”

Senior Manager Lubrizol

“This year’s conference has shown a continued success, much more interesting presentation and actual topics. This is the place for new connections, new ideas”

Senior Project Manager ROSNEFT

“The best in terms of organisation and level of attendees conferences held in Russia. Keep the level!”

Business Development Manager Bayr Technology Service

“Well organised, structured and focussed event. The conference enabled me to understand the basic trends of the global market and in particular the CIS.”

Head of Chemical Products Procurement oprkum

“The conference provided a very good insight into what would be the developing path of the Russian industry. The audience of the conference is very serious. This conference opens up a very good platform for technology providers and other supplying companies to come here to share the good information.”

Business Development Director DUNWELL

“A good opportunity to hear from local and international speakers mixed with Q&A sessions as well as nice opportunity for fruitful networking all at a nice venue.”

Manager Russia & CIS AXEL

“Very open atmosphere for warm and deep discussions. It was the 1st “oil conference” for me in Russia, but I felt at home from the first moment I arrived. Now there is the momentum of starting oil refining in Russia. And I would consider this conference a starting point of this future development.”

Development Director TECOIL
2016 Participants

Optimal mix of companies, seniority of attendees and interactive format enable open discussions with the key lubricant producers, additive companies and OEMs. Look who’s already registered to attend 2016 conference!

BASE OILS & LUBRICANTS PRODUCERS

ADDITIVE COMPANIES

TECHNOLOGY LICENSORS AND EPC-CONTRACTORS

END-USERS AND OEMS
## Conference Details

### Registration Options

<table>
<thead>
<tr>
<th>Option</th>
<th>Registration before 30 April 2016</th>
<th>Full Price</th>
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</thead>
<tbody>
<tr>
<td>2 Conference Days + Re-Refining Focus Day - 24-26 May</td>
<td>€ 1,849</td>
<td>€ 1,999</td>
</tr>
<tr>
<td>2 Main Conference Days - 25-26 May</td>
<td>€ 1,599</td>
<td>€ 1,699</td>
</tr>
<tr>
<td>Re-Refining Focus Day Only - 24 May</td>
<td>€ 999</td>
<td>€ 1,050</td>
</tr>
<tr>
<td>Exhibition Stand + 1 Delegate Package - 24-26 May</td>
<td>€ 4,160</td>
<td>€ 4,550</td>
</tr>
</tbody>
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*You can also make payment in US dollars or GBP*

### Conference Venue:

**The Radisson Royal Hotel, Moscow**

The best 5 star hotel in Moscow, the premier accommodation choice in the Stalinist Gothic architectural style, the structure rests on the banks of the Moskva River, giving guests prime views.

### Contact Hotel:

- **T:** +7 495 221 5555

### Make a Reservation

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

### Contact Us:

- **To discuss sponsorship and speaking opportunities:**
  - Julia Marinchenko
  - Conference Director
  - j.marinchenko@globuc.com
  - +44 845 868 8234

- **To discuss participation and hotel reservations:**
  - Natalia Kravchenko
  - Senior Relations Manager
  - n.kravchenko@globuc.com
  - +44 749 583 7186

### Three Ways to Register

- Fill out the registration form below and send via email: account@globuc.com
- Register online: [www.globuc.com/cisbaseoilsandlubes/register/](http://www.globuc.com/cisbaseoilsandlubes/register/)
- Fax the form: +44 845 154 2544

### Registration Details

- **Full Name:**
- **Job Title:**
- **Company/Organization:**
- **City:**
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- **Telephone:**
- **Email:**
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- **Print Name:**
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### Registration Options

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- Credit Card
- Bank Transfer
- Currency: £ € $
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