

# CHALLENGES = OPPORTUNITIES

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ADNOC REFINING

# FUTURE REFINING & PETROLEUM INDUSTRY REFORMATION

## OUTLINE

- Overview of ADNOC Refining
- Business Challenges
- Strategies
- Conclusion





# OVERVIEW Of ADNOC REFINING

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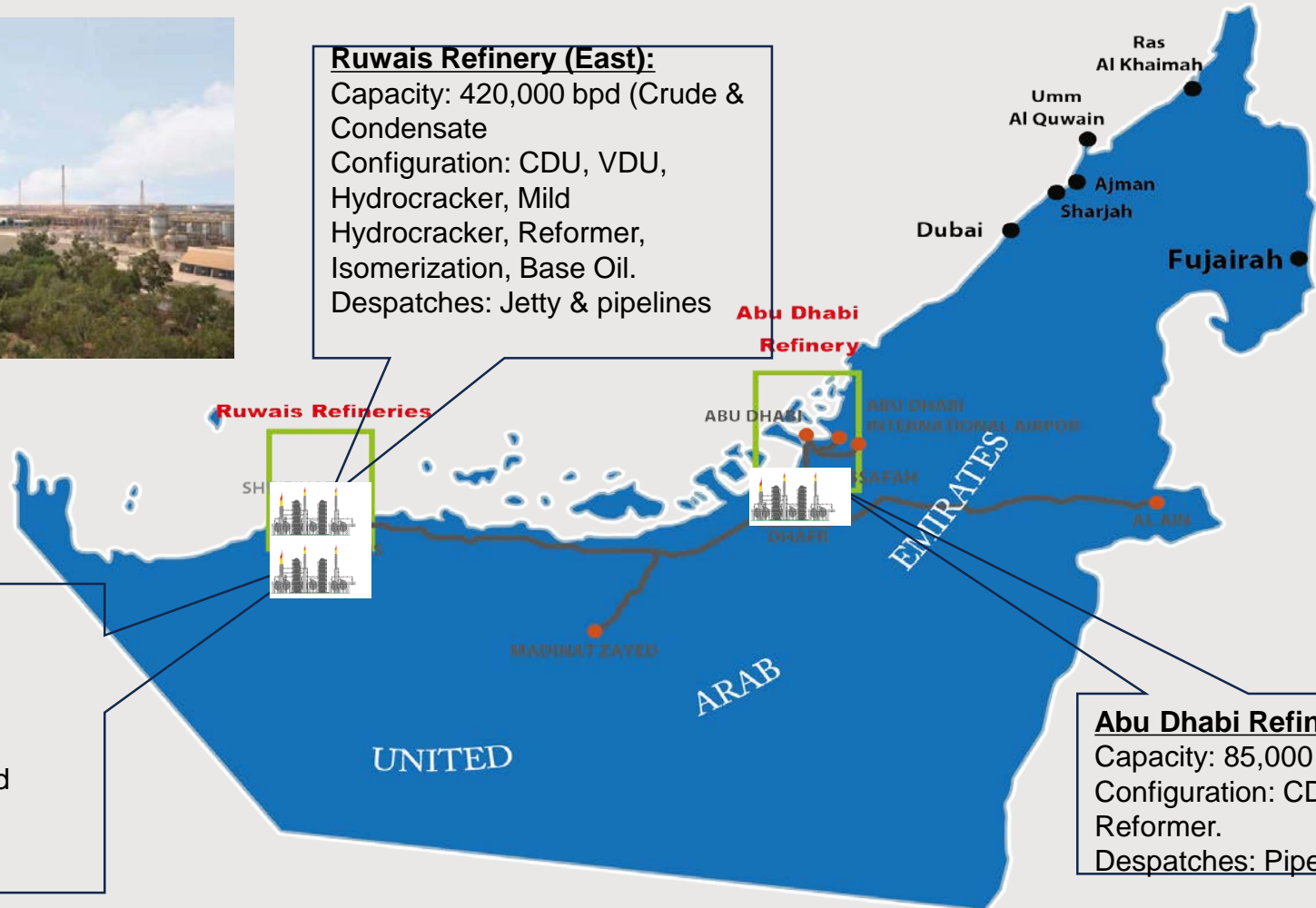
- The Abu Dhabi Oil Refining Company (erstwhile TAKREER now ADNOC Refining) was formed in 1999 to take over the responsibility of the refining operations of the group.
- Refining of crude oil and condensate, supply of petroleum products in the local and international markets.
  - Total Capacity = 922,000 BPD
  - People: 4,900 Employees
  - ADNOC Refining Research Center
  - 1,900+ Kms of Pipelines of product across the Emirates
- Accreditations: ISO 9001 - Quality; ISO 14001 - Environmental; ISO 50001 - Energy and OHSAS; 18001 – Health & Safety; ISO 22301 – Business Continuity



# REFINERIES LOCATED IN PROXIMITY TO CRUDE



**Ruwais Refinery (East):**  
 Capacity: 420,000 bpd (Crude & Condensate)  
 Configuration: CDU, VDU, Hydrocracker, Mild Hydrocracker, Reformer, Isomerization, Base Oil.  
 Despatches: Jetty & pipelines



**Ruwais Refinery (West):**  
 Capacity: 417,000 bpd  
 Configuration: CDU, RFCC, Olefin Conversion Unit, Alkylation, mild Hydrocracker, Isomerization, Delayed Coker, Carbon Black.  
 Despatches: Jetty & pipelines

**Abu Dhabi Refinery:**  
 Capacity: 85,000 bpd  
 Configuration: CDU, Reformer.  
 Despatches: Pipelines

# ADNOC REFINING JOURNEY SINCE 70'S



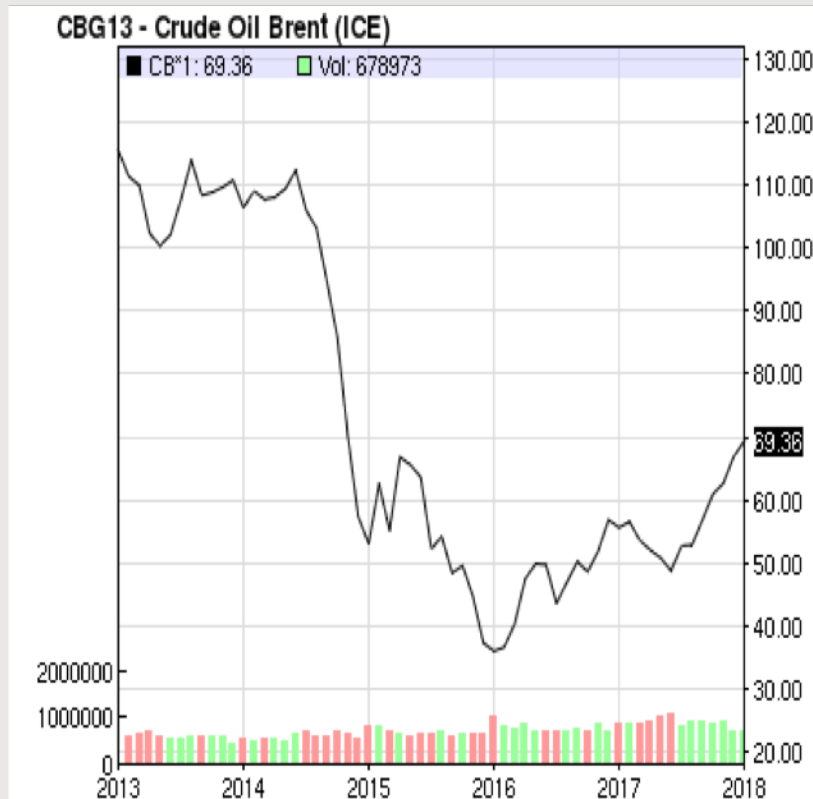
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# BUSINESS CHALLENGES

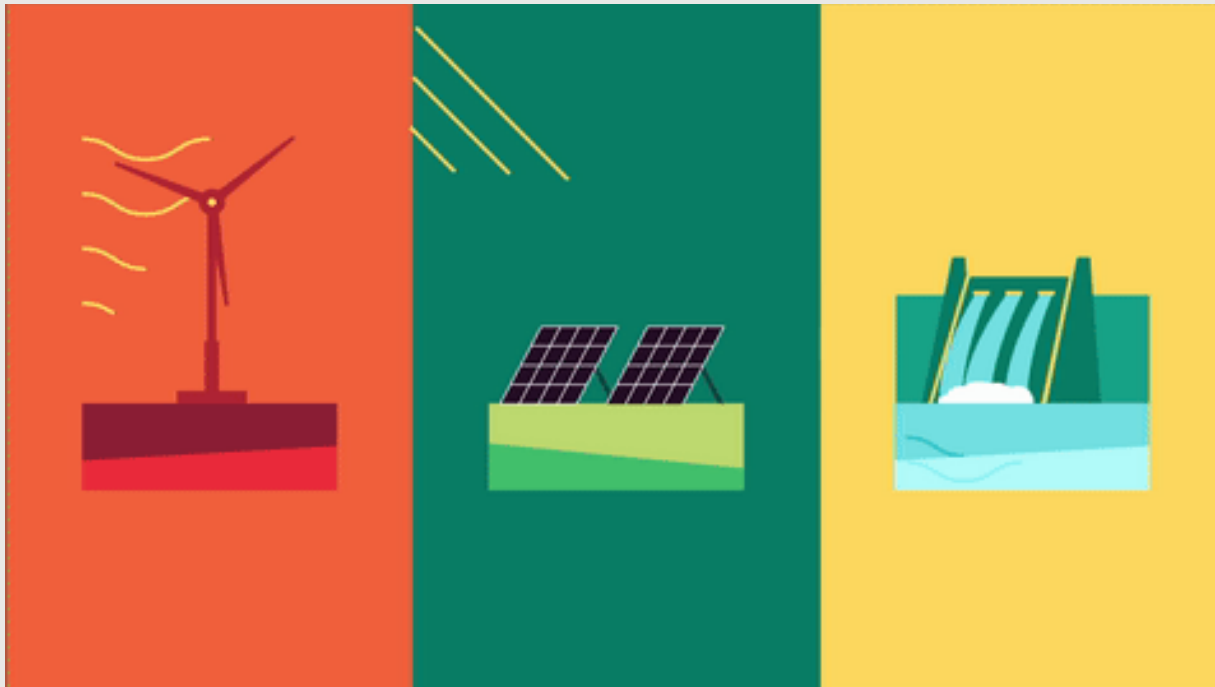
# BUSINESS CHALLENGES





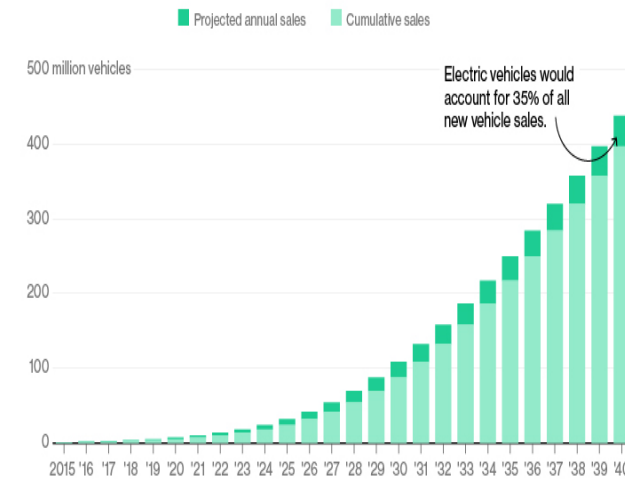
# BUSINESS CHALLENGES

- **Competition from Alternative energy sources** for transport and other traditional fossil fuel markets



## The Rise of Electric Cars

By 2022 electric vehicles will cost the same as their internal-combustion counterparts. That's the point of liftoff for sales.



Sources: Data compiled by Bloomberg New Energy Finance, Marklines

# BUSINESS CHALLENGES

- Global shift towards **Diesel production** - MARPOL regulation on 0.5% Sulphur in global bunkers expected from 2020



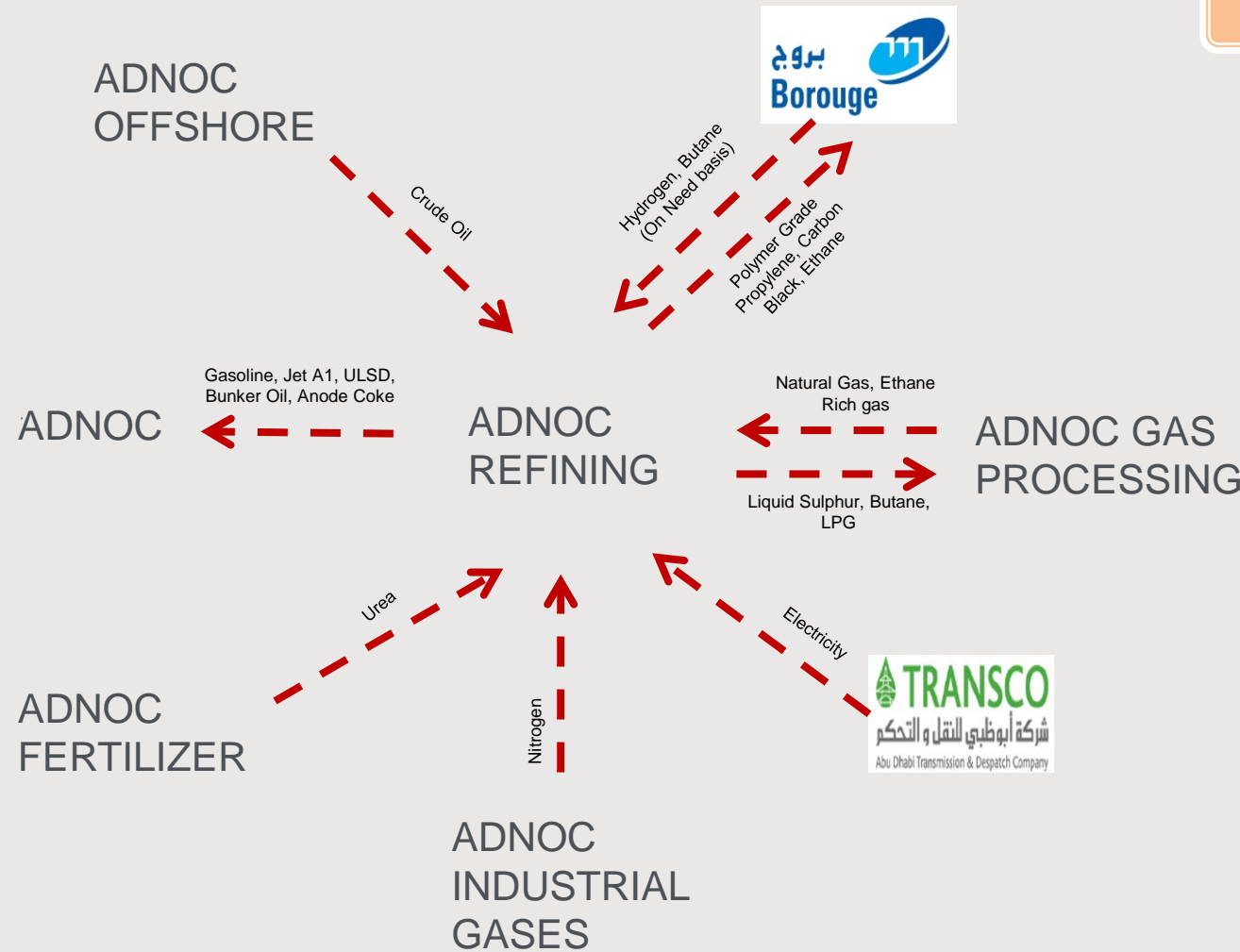
# BUSINESS CHALLENGES

- Talented Manpower



# Strategies

# OPTIMAL INTEGRATION



## SEAMLESS INTEGRATION

### INTERCHANGED FEEDSTOCKS & PRODUCTS:

Propane, Propylene, Hydrogen, Ethane gas with **Borouge & ADNOC Gas Processing**

### IN-HOUSE GENERATED UTILITIES-

Hydrogen interconnected amongst Refineries for efficient utilization

### ADNOC

**Marketing** a unified brand which extends across UAE

### TRANSCO

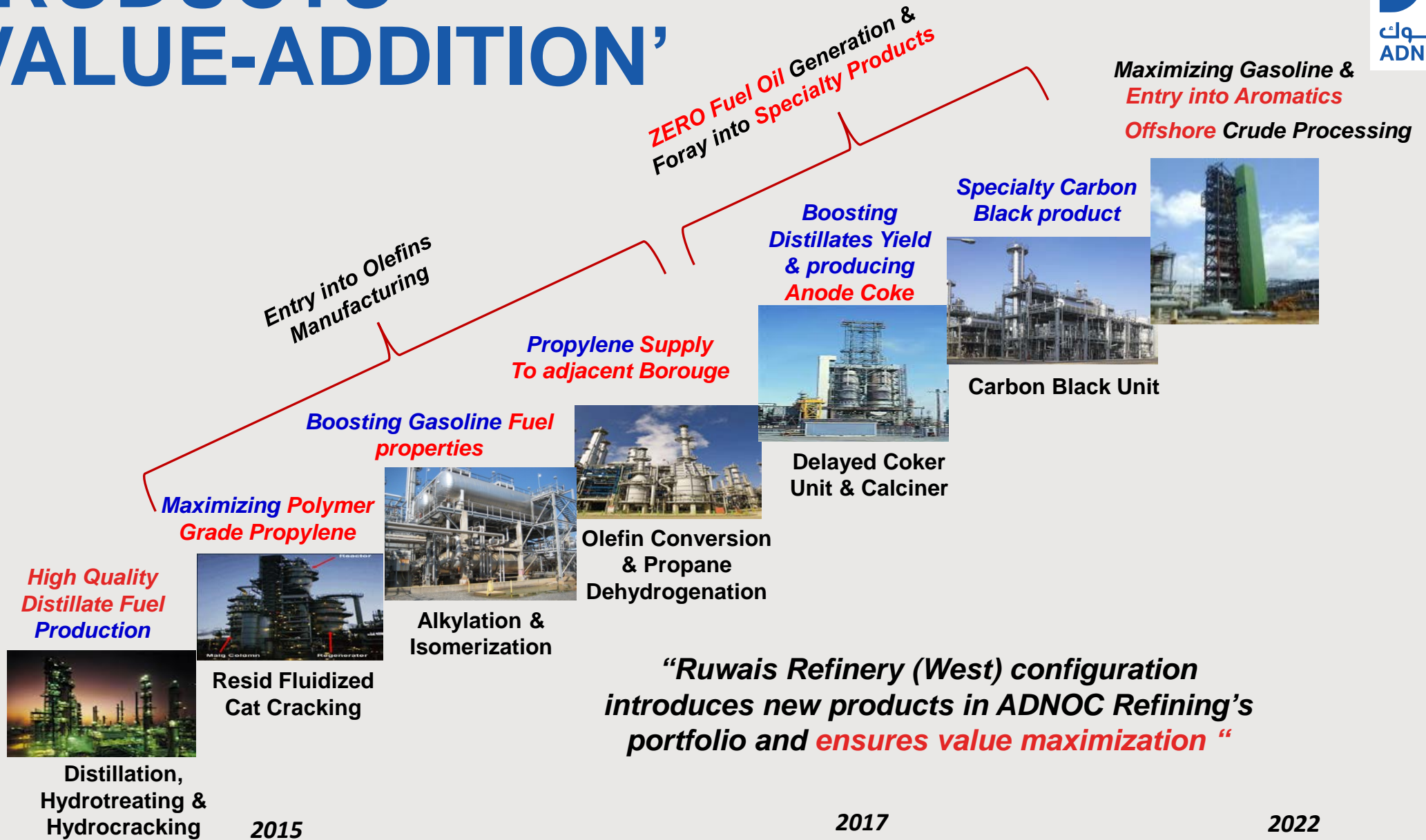
Ensuring sustained Electricity from the national grid whilst meeting local demand

### ADNOC Onshore company

Seamless supplies of Crude Oil & maximizing high valued product exports

# PRODUCTS 'VALUE-ADDITION'

Value addition



# FOCUS ON PEOPLE

## People Development - Expertise

- Field experts at Sites
- Staff Competency Management process
- Employee Exchange programs.
- Young employee programs
- People Efficiency
- People Incentives

## Organization Efficiency

- Centralization & Integration of Support Functions & Accountabilities
- Inventory Management (Indirect Materials)
- Procurement process simplification
- Financial Management
- Change Management
- Best in class IT infrastructure



# HSE, ASSET INTEGRITY & OPERATING EFFICIENCY

## HSE & Process Safety

- Leadership presence and commitment
- Process Safety programs - Safety Behavior culture
- Integral to all personnel roles (in appraisal system etc.)
- Rigorous compliance to all Control Procedures

## Operations & Maintenance

- Turnaround Execution & Planning (Duration & Interval optimization)
- R&D applications and developments (catalyst & yield optimization)
- Asset Integrity and Reliability Management
- Operator Multitasking – performs/supports minor Maintenance activities
- Maintenance outsourcing
- Streamlined Administration





# STRATEGIC PARTNERSHIPS

Exploring potential Long-term Strategic Partnerships  
Focus on identifying complimentary attributes

- People
- Technological strength
- Future Projects
- Resources & Feedstock optimization
- Best Practices and Operating Efficiencies
- New Markets
- Cultural-fit



# WHAT ELSE DO WE NEED?

OUR MINDSET



# Are you ready?

# Challenges = Opportunities



# THANK YOU