

## GROSS REFINERY MARGIN IMPROVEMENT STUDY

### WHERE?

15 MMTPA Refinery in India  
(with premium high Cetane Diesel production and  
an integrated Polypropylene unit)

### WHY?

Challenges Addressed

- Identification of Yield improvement, energy consumption reduction, fuel and hydrocarbon loss estimation

Goal

- Identify avenues for refinery margin improvement

Engagement

- Overall Gross Refinery Margin improvement

### RESULT

Benefits Realized

**2.3\$/bbl**

of Potential Gross Refinery Margin  
improvement identified

### SOLUTION AND EXPERT SERVICES DEPLOYED

Conducted Pacesetter audit for appropriate crude selection, optimization of crude basket, reviewed overall operational philosophy and power plant operations, fuel consumption in units, analysis of shutdowns and trips, reasons for downtime. Calculations for Gross Refinery Margin improvement potential, based on analysis and identification of improvement opportunities.

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