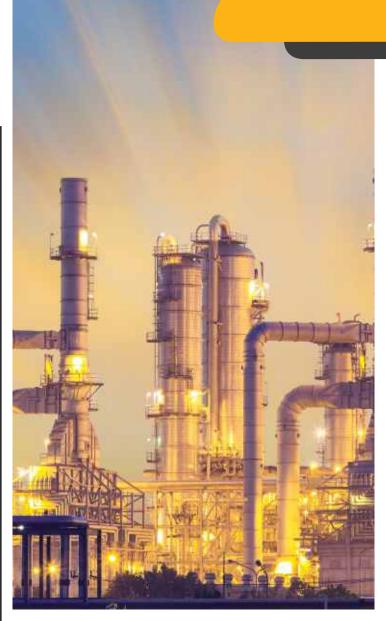


GROSS REFINERY MARGIN IMPROVEMENT STUDY



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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Houston 🕸 Mumbai 🕸 Doha 🕸 Jubail

Houston +1-713-223-9942

Mumbai +91-22-6176-4500