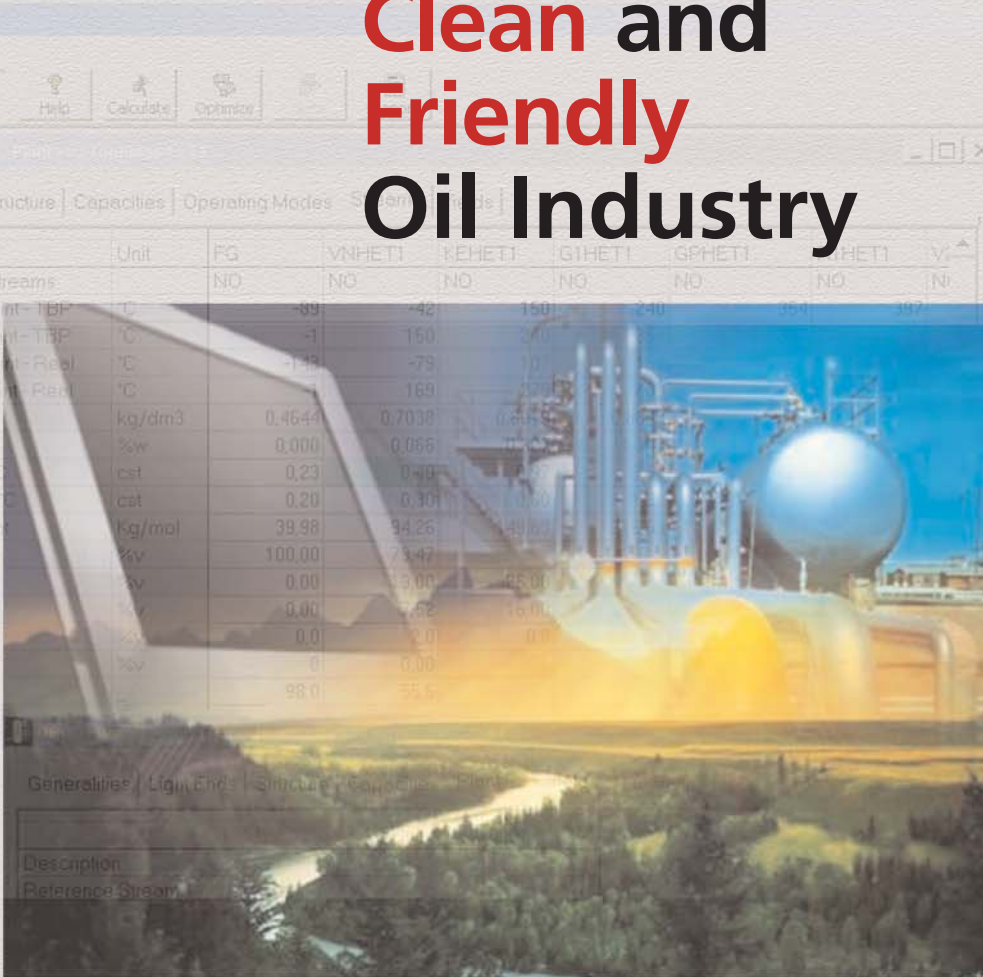


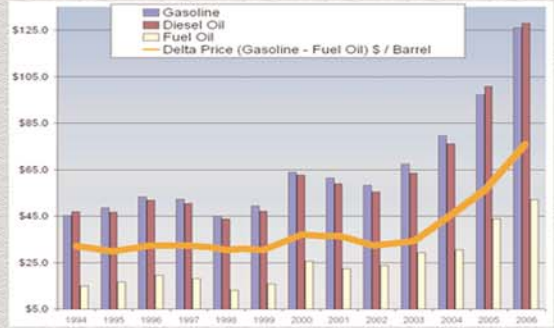
# Driving Towards an Efficient Clean and Friendly Oil Industry



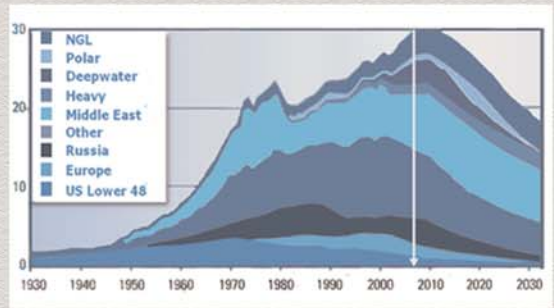
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## Oil Market Scenario Boosts Refining Efficiency

The increased demand for gasoline and distillates has contributed greatly to the expanding price differential between light and heavy oil products.



As oil production approaches its technical maximum, taking steps to improve refining efficiency and *recover more light products from refined oil becomes even more strategic and profitable than building new refineries.*



## Efficiency Improvement Involves Binding Challenges

The oil companies need to face a number of obstacles in refinery modernisation: strict environmental regulations, commitments to improve the previous environmental impact, and additional benefits to the local community.

The Prometheus Decision Support System (DSS) can help increase refining and recovery efficiency but even more important, *a company needs motivated technical personnel who want to accept the challenge of innovation.*

**The Efficient  
Clean and  
Friendly  
Oil Industry  
Program Deal**

Knowing about the possibility of more profitable operations normally is not sufficient to trigger real innovation because this frequently requires *the refinery managers and workers to assume additional responsibilities* for carrying out the suggested operational changes.

*Personal and social incentives can be crucial to motivate, define, and implement lasting improvements.*



**WORKER  
INCENTIVES**



**DSS TO IM**



**NEW R**

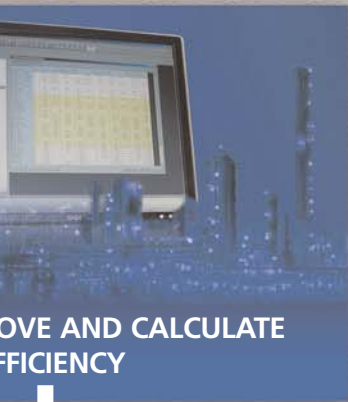


**REFINING  
INVESTMENTS**



The *Efficient, Clean, and Friendly Oil Industry Program*, invests part of the increased profits generated through productivity gains in a mix of favourable internal and external activities, permitting the oil company to:

- Raise economical resources to improve efficiency
- Motivate refinery managers and workers
- Reduce the refinery environmental impact
- Improve oil industry image in the local community



MEASURE AND CALCULATE  
EFFICIENCY



RESOURCES



COMMUNITY  
SERVICES



ENVIRONMENT  
IMPACT



## Incentive Contract

The program progresses towards signing an internal Incentive Contract between the Shareholders and the Refinery, oriented to:

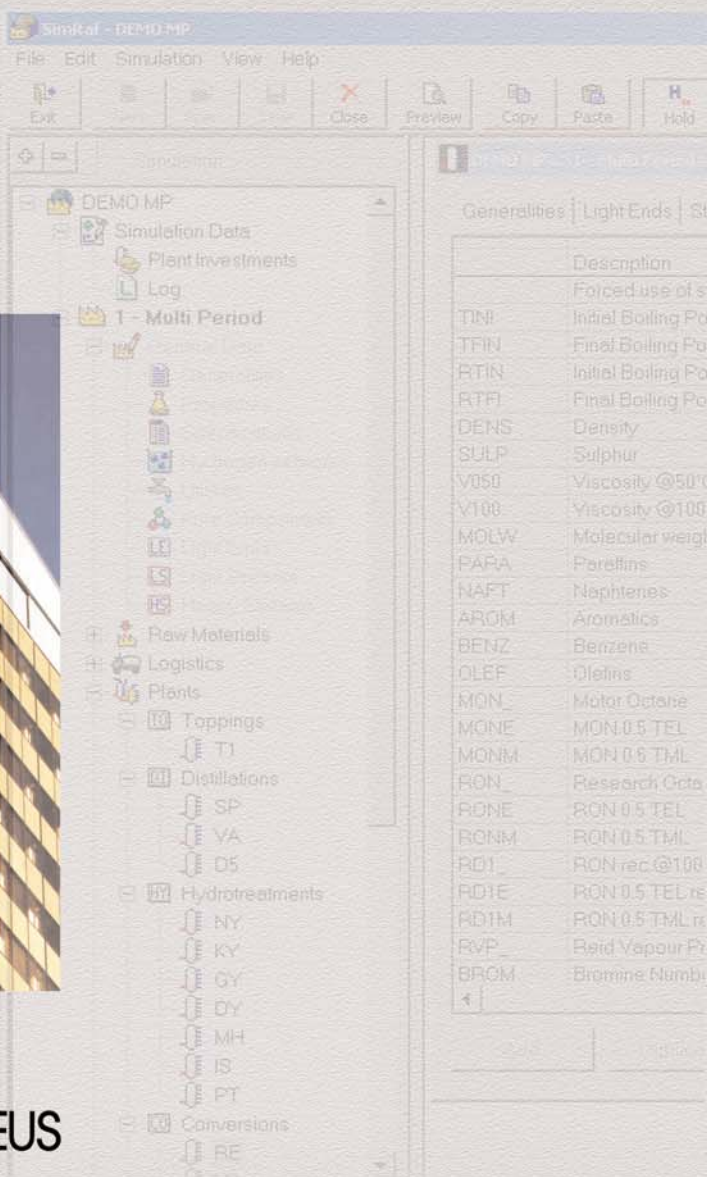
- Define a system to benchmark the basic refinery efficiency and operational costs
- Acquire technologies to define more profitable process conditions and plant changes
- Institutionalise more profitable operations procedures
- At the end of the year, apply a portion of profit increases to the following uses in agreement with refinery management and workers:
  - Investment for plant changes for more efficiency and less environmental impact
  - Investments in community services benefiting the area surrounding the refinery
  - Training for Refinery managers and workers
  - Bonuses for Refinery managers and workers.

The Prometheus DSS applications will be used by Shareholders and the Refinery:

- As a reference system for refining performance benchmarking
- To define more profitable process conditions and plant revamps



*This program is inspired by the Economy of Communion Project to which Prometheus has participated since 1991.*



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