KINDUZ

Oil and Gas

Delivered additional profit of US$ 1.61 million per annum by recovering more Steam Condensate at Refinery

BUSINESS CASE

Economic Trends
Reduction in Gross Refinery margin due to increase in consumption of De-Mineralization (DM) water

Environmental Trends
Higher raw water consumption due to increased consumption of DM water to produce steam, leading to increased utilization of natural resources

CHALLENGE

What is the challenge
Consumption of more DM water due to less recovery of steam condensate

Where is the challenge
All process units at the refinery and offsite locations (Tank farm, Filling area, Loading area and Utility sites)

From when is the Challenge
For over 5 years

How much is the Challenge
- Current recoverability is on an average 39.79% of steam condensate when compared to a benchmark value of 60%
- Extra consumption of DM water is 770,400 MT / annum

IMPACT

What is the impact
Increased consumption of DM water leads to reduced profitability and lower GRM

How much is the impact
Additional cost of DM water production is US$ 6.28 mn / annum

TARGET

What is the Target
Increase recovery of steam condensate in refinery

How much is the Target
- Increase steam condensate recovery from 39.79% to 42.36% which is to increase steam condensate recovery from 214.7 TPH to 238.9 TPH
- This delivers additional profit of US$ 1.41 mn / annum

OUTCOMES

Improved Profits
Additional Profit of US$ 1.61 mn / annum through increased steam condensate recovery from 39.79% to 45.04%

Leaders of Tomorrow
Belief system within employee towards recovering more steam condensate and continued business impact

Environment Resources
- Reduced consumption of raw water (natural resources)

Delivered using:

KINDUZ Services: Continual Improvement | Culture Transformation | Leadership Augmentation

KINDUZ Intellectual Property: QADES | AEIOU | LSSIB | The EPMA

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