



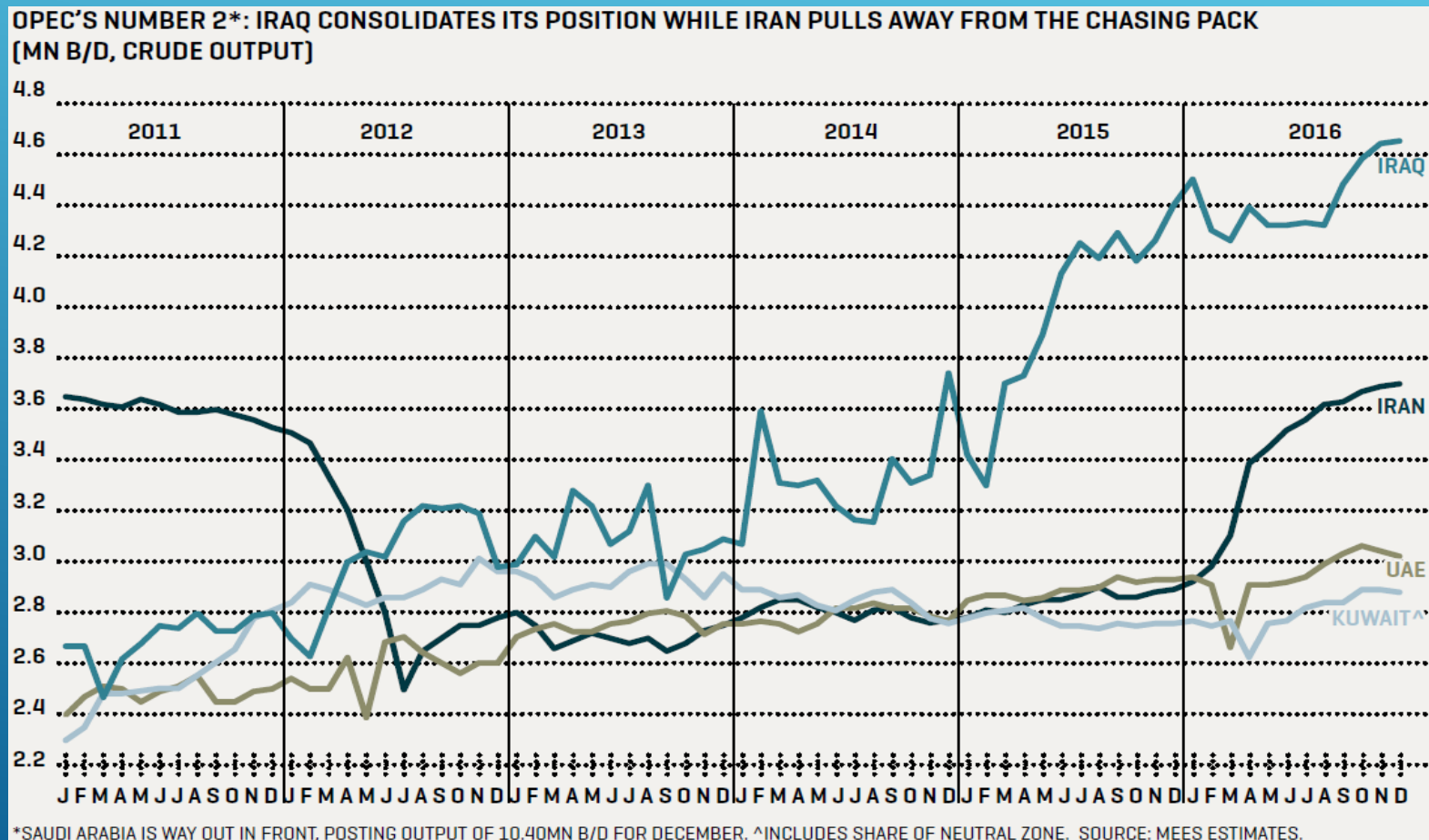
2nd Annual Iraqi – European Business & Investment Forum
“Iraq & Europe: Partnership in Growth”
18-19 May, Greece

Iraqi Crudes in Greece

Alex Gavriiloglou

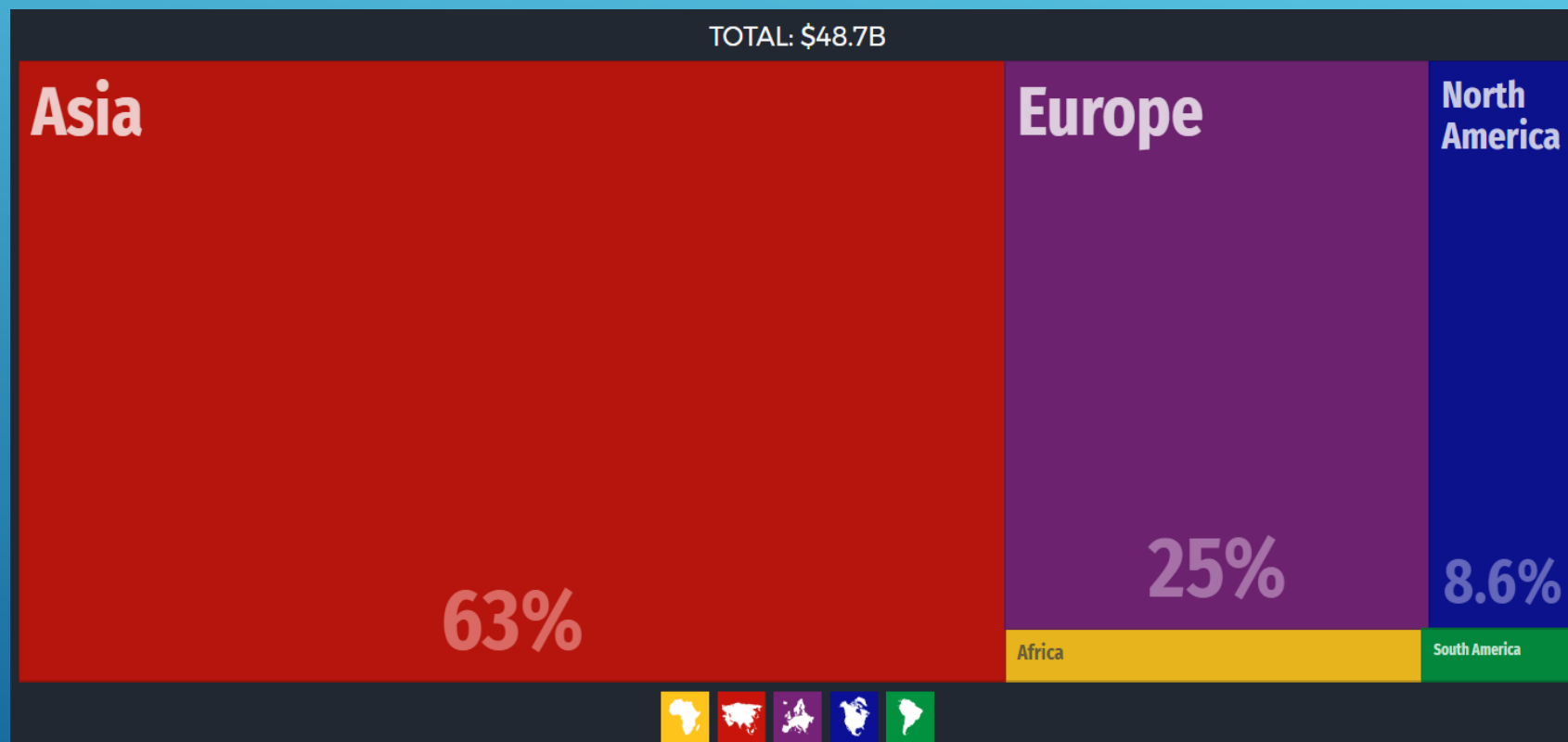
IRAQ

- OPEC's second biggest exporter (2016)
- Output 4.6m bbl/day (2016)



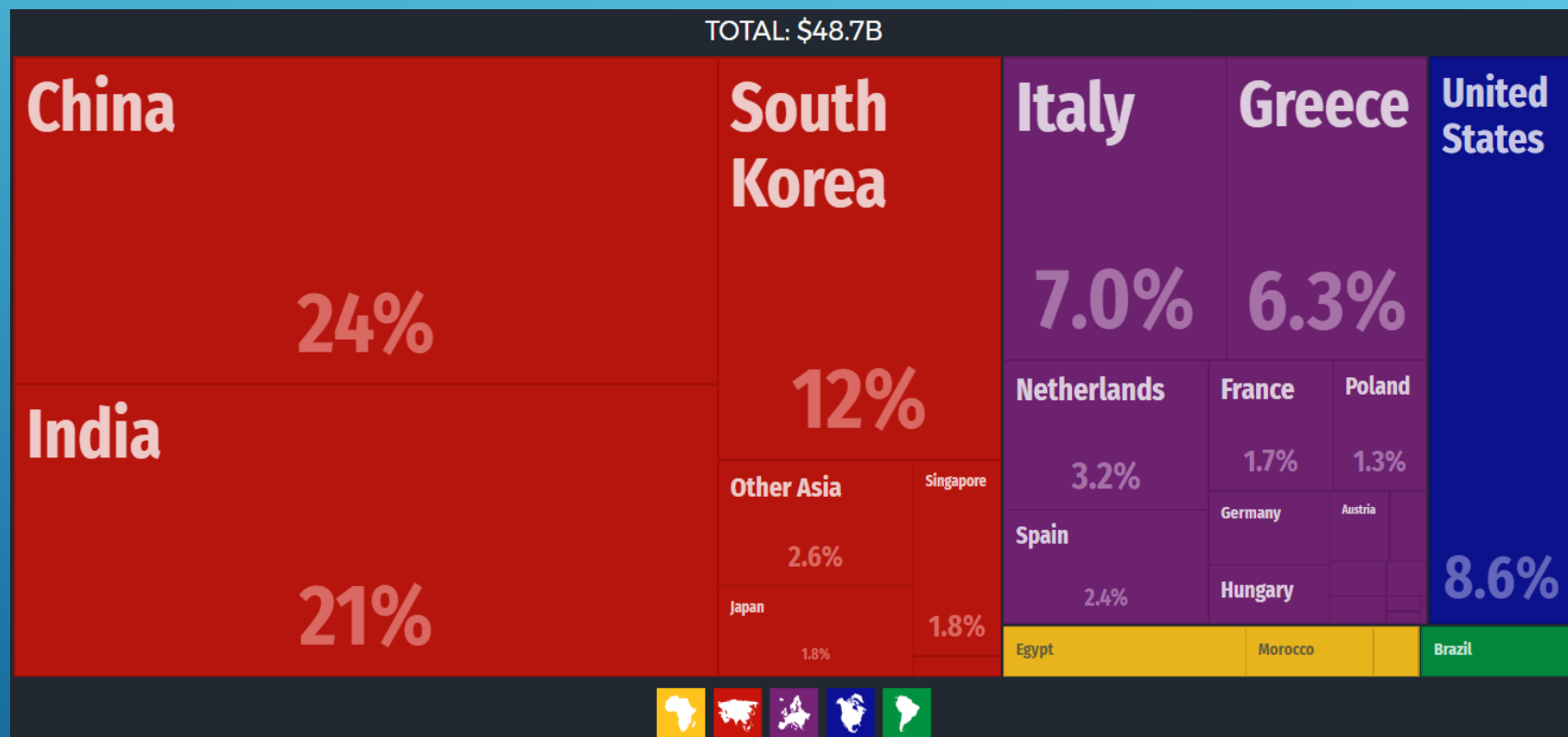
IRAQ

- Crude Oil exports : \$49Billion Industry
- Where does Iraq export crude oil to?



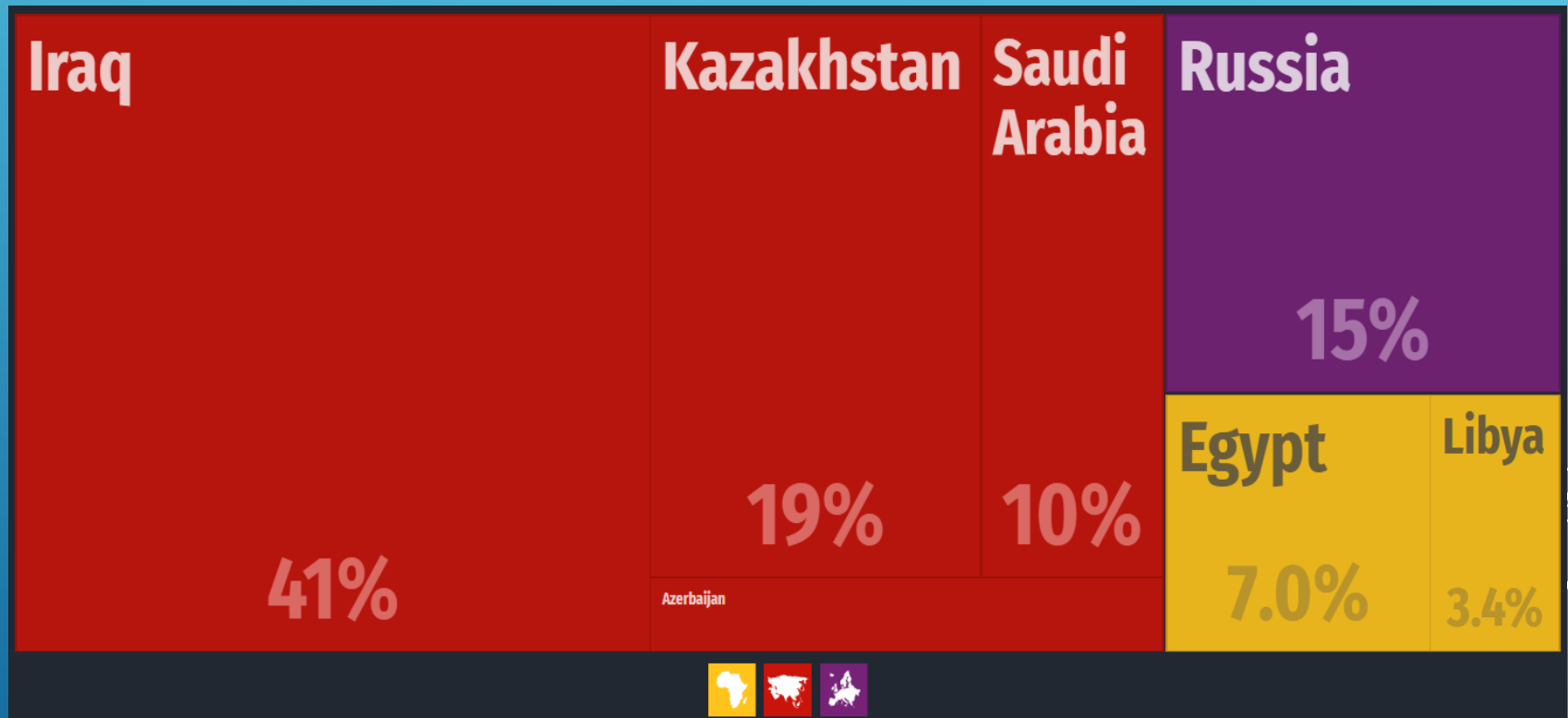
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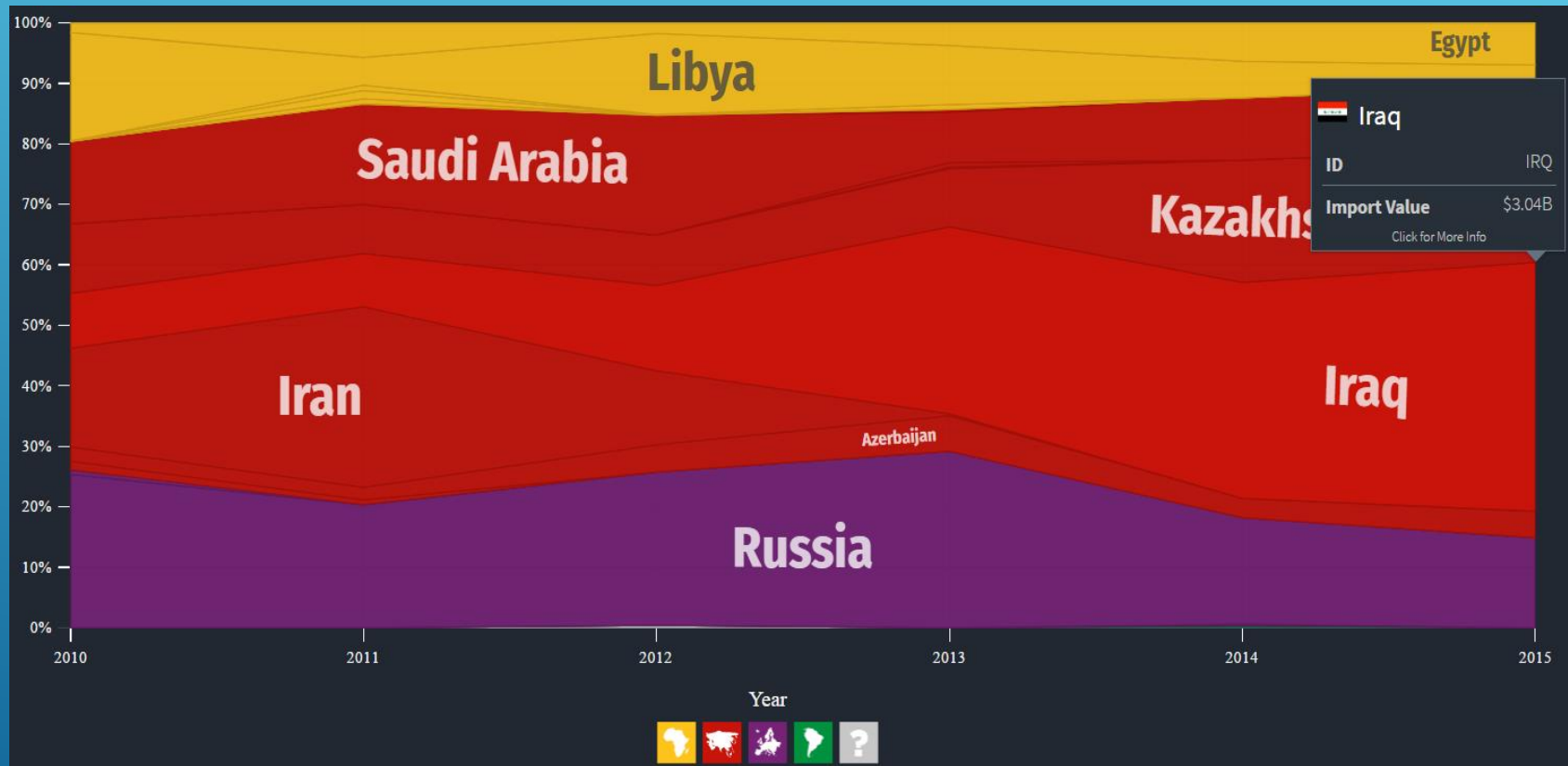


Greece

- Crude Oil imports : \$7.5Billion (2015)
- Where does Greece import crude oil from?

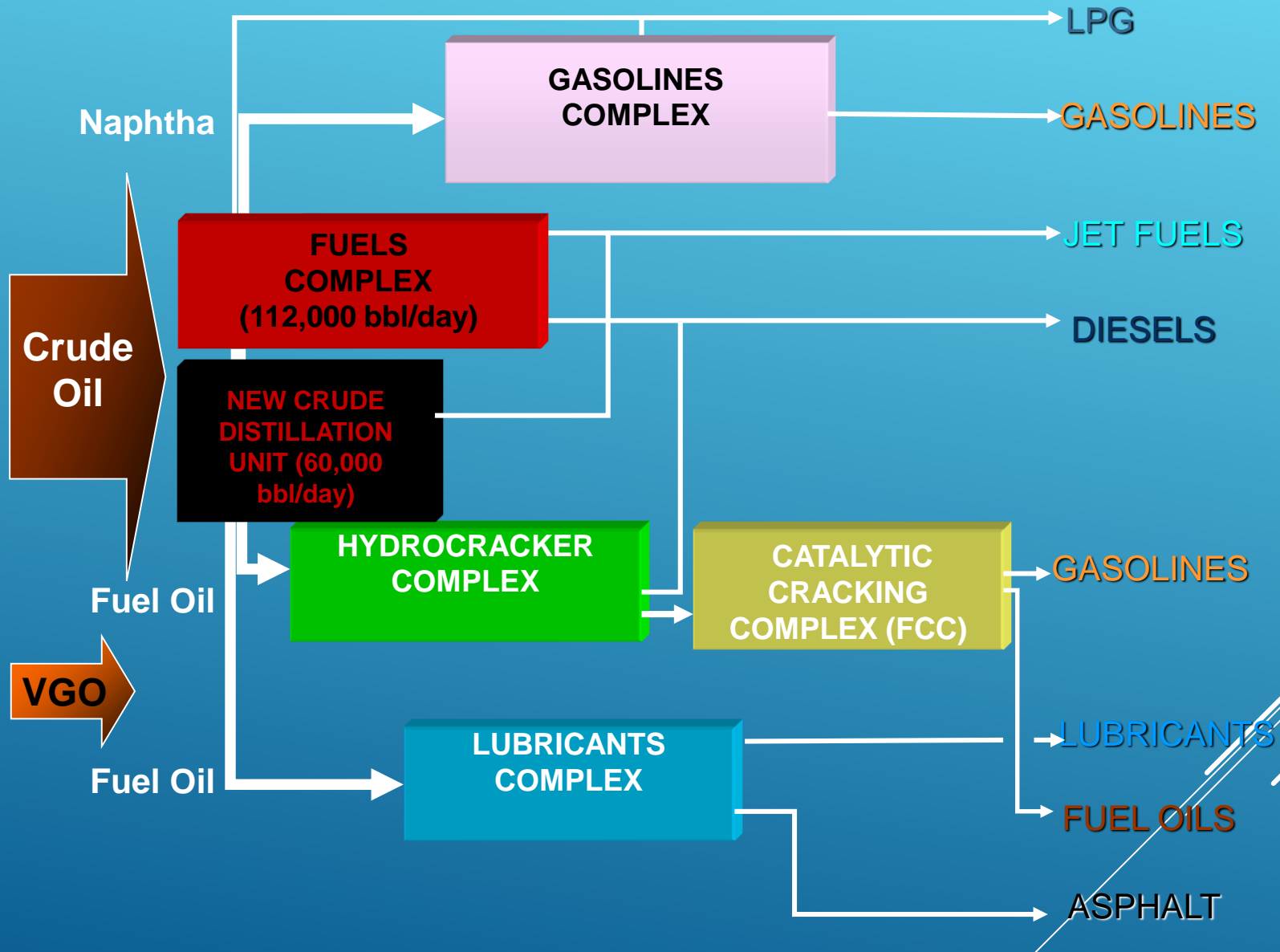


➤ Evolution of Iraqi Crude imports in Greece (2010-2015)



- Located in Agioi Theodoroi near the city of Corinth
- Founded in 70's and in operation since 1972
- Refining Capacity : 190,000 bbls/day
- State of the art : Nelson complexity index 11.54
- Energy autonomous refinery (85 MWatts)
- The only lubricant producer in Greece
- Continuous investment – €1,1 billion in the past decade
- Listed in the Athens Stock Exchange

Complex Refinery



Storage Capabilities

Extensive Storage Capacity

- Total capacity 2,500,000 m³
- Crude capacity 1,000,000 m³
- Intermediate and final products 1,500,000m³



The Port

Interconnected by Land and Sea

- **6 Berths :**
 - 1 for Ultra Large Crude Carriers Max Draft 72 ft.
 - 2 for vessels up to 80,000 DWT
 - 3 for vessels less than 7,000 DWT
- More than 2,100 operations/year, achieved up to 3,000
- Total throughput per year: > 21 million MT, 24.5 million m³
- Fully automated Truck loading terminal facility for all products



Leader in Quality and Health and Safety

Certified Management Systems for:

- **Quality (ISO 9001:2008 BV)**
- **Environment (14001:2004 BV)**
- **Environmental statement (EMAS III ER1221/2009)**
- **Health & Safety (OHSAS 18001:2007 BV)**
- **Accredited Laboratory (ISO 17025 : 2005)**

- 1933 people employed by MOH Group in 2015
- 1200 employees in Motor Oil
- 3 Downstream companies operating under the following
Brands in Greece **AVIN OIL – Shell – CYCLON**
- *About 40% higher Education Graduates*
- *Average age of workforce 43,8years*
- *Average years with the company 16,8*

Current and Future Investment projects

- Expansion of port with the addition of one SPM
- Expansion in refinery tank farms ~250,00cm additional
- Expansion in retail in Cyprus
- Expansion in storage locations in the North of Greece

- **Motor Oil crude oil imports geared towards sour crude**
- **About 70% are from Middle East (50% Being Iraqi)**
- **Above 100million Iraqi barrels in the last 4 years**
- **Over \$7 billion turnover**
- **Longstanding contract with SOMO**



Thank you for your attention!

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