



# Strategic Services

*Developing Winning Solutions*

Often, companies must make difficult decisions in the course of business operations especially in these challenging times. Whether reviewing asset values, making an acquisition or divestiture decision, or expanding a facility, KBC assists clients with all of these strategic issues and more.

Led by experienced consultants with proficiency in strategy, valuation, market analyses, and business planning supported by best-in-class models and tools, the KBC Strategic Services offerings provide clients with objective analysis and advice to assist them in preparing for changes in the short-, medium-, and long-term business environment.

As a full service provider, we have the experienced staff, industry background, and sophisticated toolkit of tactical solutions and Best Practice models for fact-based analysis on any assignment. Support for this service is backed by technical expertise from across KBC in process consulting; simulation; optimisation; reliability and maintenance; health, safety, and environmental; energy optimisation; and human performance and manpower training.

## SOLUTIONS

We deliver sought-after guidance on international energy market developments, and our team provides powerful insight to companies as they strive to produce the best business performance for shareholders.



*Strategy Development Elements*



The KBC Strategic Services group provides the high-level, front-end expertise our clients value in a one-stop, full service consultancy.

We assist clients such as:

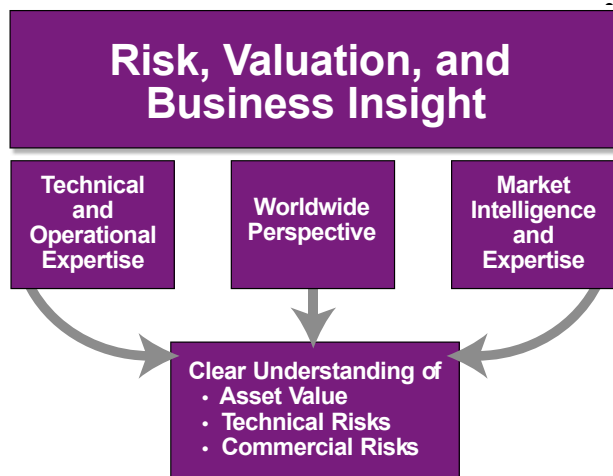
- Operating Companies (oil & gas, refining, petrochemical, chemical, utilities)
- Financial Groups (banks, private equity, lenders, investment groups)
- Legal Services
- Industrial Associations
- Insurance Firms and Adjusters
- Engineering Firms
- Project Developers

KBC helps its clients on the path to meeting their business goals and objectives. We assist in defining and solving the key issues confronting clients. Further, the full support capability of the KBC services is available to help turn these strategic plans into practical reality.

*(Continued)*

Typical Strategic Services assignments include:

- Due Diligence (for mergers, acquisitions, and divestiture) and Asset Valuation
- Project Configuration and Feasibility Studies
- Business Enterprise Assessments
- Dispute Resolution
- Expert Witnesses
- Bankruptcy, Business, Facility Work-out
- Facility Assessments
- Contract Strategy and Negotiation Support
- Project Finance Support (leases, new finance, re-finance)
- Insurance Issues (property damage, business interruption, policy coverage, risk/damage assessments)
- Certified Appraisals (ASA, MRICS)



*KBC Tools for Transaction Support & Post-Closure Activities*

## CASE STUDIES

Sample recent assignments include the following:

- **Project Feasibility and Configuration Support**  
KBC developed and optimised the client configuration of a new major integrated petrochemical and refinery project for a Middle East client.
- **Acquisition Due Diligence**  
KBC provided technical and competitiveness assessments for a major Asian integrated oil company on the potential acquisition of a refinery and petrochemicals complex.
- **Grassroots Refinery Project Finance Strategy**  
KBC assisted a grassroots refinery project with project development and financing strategies. Activities including providing a market overview and assessment of how the project could be developed under various economic scenarios, along with presentations to major investor groups.
- **Taxation Valuation and Litigation Support**  
KBC conducted certified appraisals of US refining and petrochemical assets for state and federal tax purposes.
- **North American Refinery Purchase Strategy**  
KBC conducted a purchase strategy/due diligence study for the acquisition of a North American refinery. The scope included a technical and mechanical condition assessment of the facility, environmental compliance review, and development of bid strategies under various market and capital investment scenarios. Full market supply/demand scenarios and corresponding price outlooks were created for each bid scenario.

## Your Company + KBC Produces NextGen Performance<sup>®</sup>

*We collaborate with our clients to create unique solutions to their specific challenges. Some of these challenges may include:*



**NextGen Performance<sup>®</sup>**

### Strategic Challenges

- Effective Business Strategy/Decisions
- Increased Return on Investments
- Enhanced Returns on Acquisitions/Divestitures
- Reduced Risk (Strategic, Capital, Other)

### Market Challenges

- Enhanced Yields
- Effective Responses to Crude/Feedstock and Product Markets
- Improved Financial Performance
- Market Risk Management

### Environmental Challenges

- Reduced Emissions
- Enhanced Compliance

### Operating Challenges

- Improved Organisational Effectiveness
- Reduced Maintenance Costs
- Improved Energy Efficiency
- Behaviour-based Reliability/Performance
- Improved Safety Performance
- Operational Risk Management

*For more information on how KBC can help you achieve Next Generation Performance, please visit [www.kbcat.com](http://www.kbcat.com), contact us at [answers@kbcat.com](mailto:answers@kbcat.com), or call AMERICAS +1 281 293 8200 • EMEA +44 1932 242424 • ASIA +65 6735 5488*