



**1. At Honeywell UOP, what are some of the work you are doing that will interest downstream operators? Is there any new findings which is worthy of mention?**

Refining and petrochemical producers attempt to achieve peak performance every day by preventing downtime, improving underperforming assets and addressing human capital challenges. Since the end of 2014 as crude oil prices shifted dramatically, many operating companies have scaled back investments in equipment and new technology. Coupled with the need to run closer to constraints, existing process equipment is more likely to break down, and the impact of any unplanned shutdown can significantly affect profitability. So, we developed a solution that enables producers to detect and solve potential unplanned outages before they occur.

Honeywell UOP Connected Plant offers new cloud-based services -- Process Reliability Advisor and Process Optimization Advisor – to target these challenges by providing refiners and petrochemical and gas processing plants with around-the-clock data monitoring, rigorous simulations, and on-going operational health checks and recommendations to close performance gaps and drive operational excellence.

**2. How can downstream operators increase productivity while meet environmental standards? Are there any success stories that other operators can learn from?**

Honeywell Connected Plant's family of cloud-based services anticipates operational complications, offering real-time solutions to overcome them. Our customers see improvements in plant performance and increased profitability by over \$0.30-0.50 per barrel in refining and \$10-20 per metric ton in petrochemicals.

With Honeywell Connected Plant, you get a constantly monitored refinery or petrochemical or gas plant, running at optimal efficiency with the highest reliability -- every day.

**3. What are your views on Asia's downstream industries rate of digitalisation as compared to counterparts in other regions i.e. America, Europe and the Middle East markets?**

We are living in a global market that is becoming more competitive every day. National players are becoming regional players, and regional players are becoming global players. So, the need

for better technology is now a global issue. As a result, we find that the interest in digitisation is widespread and not confined to any region, and those digital products can be applied to any technology – fuels, petrochemicals, natural gas liquids, gas processing, and more.

**4. What's the greatest impact IoT, data analytics and AI will have on the industry? What lies ahead of operators and how will they adapt?**

Increasingly, operating companies look to the IIoT to help them tackle critical problems, such as latent underperformance, production anomalies, skills gaps, and feedstock and product flexibility. New intelligent tools partnered with technical expertise are resulting in gains previously thought to be impossible. The concept of using a cloud-based platform is quickly becoming the foundation for connected solutions and services that address these customer needs, providing performance through the most advanced monitoring, analytical, and predictive capabilities now available to the end user.

**5. What will be the highlight of your presentation at Asian Downstream Week?**

Guy Lewis will address how the level of connectivity in IIoT impacts cyber security and how Honeywell Connected Plant help address this challenge.

**Guy Lewis, Vice President, Strategic Marketing & Planning, UOP Honeywell** will be featured in the Plenary Keynote: Future of digitalisation in oil & gas. He will be presenting on the topic: **What does the level of connectivity in IOT mean to cyber security?**