Shale Gas for Europe
The Dragon Roars to Life
Tulane Engineering Forum
April 20, 2018
INEOS Group
Leading Global Petrochemical Company

- Safety #1 Priority
- Privately Held
- 181 Sites/22 countries
- Entrepreneurial
- Growth via Acquisition
- Decentralized – 34 independent businesses
- Major investments in Olefins & Polyolefins – USGC & Europe

- Founded 1998
- $60 bn Revenue
- 18,500 Employees
The Challenge

Declining Feedstock Supply for INEOS Petrochemical Plants in Europe

- 2 large petrochemical sites dependent on North Sea ethane
- Majority of Europe cracks naphtha
- How to secure ethane feedstock?
The Opportunity

Shale Gas Revolution in the Northeast
“The Marcellus Shale”

- Covers 104,000 square miles
- Reserves unlocked with hydraulic fracturing & horizontal drilling
- Now the most prolific shale gas play in the US
- No local market for co-produced ethane

Source: Energy Information Administration

Graph: Marcellus Region Natural gas production billion cubic feet per day
The Advantage

Ethylene Cash Manufacturing Cost

$250 - 300/MT

Source: IHS Markit

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The Innovation

- World Class Multi-Gas Carriers
- Versatile Size
- Fuel Flexibility
- Fast
- Efficient Hull Design
The Solution

World’s First Transatlantic Ethane Supply Chain

- Economically Advantaged
- Diversified – NE & USGC sources
- First Mover Advantage
The Dragon Ships
The Virtual Pipeline

KPLER
July 2017

INEOS
THE WORD FOR CHEMICALS
The End

Thank You!