



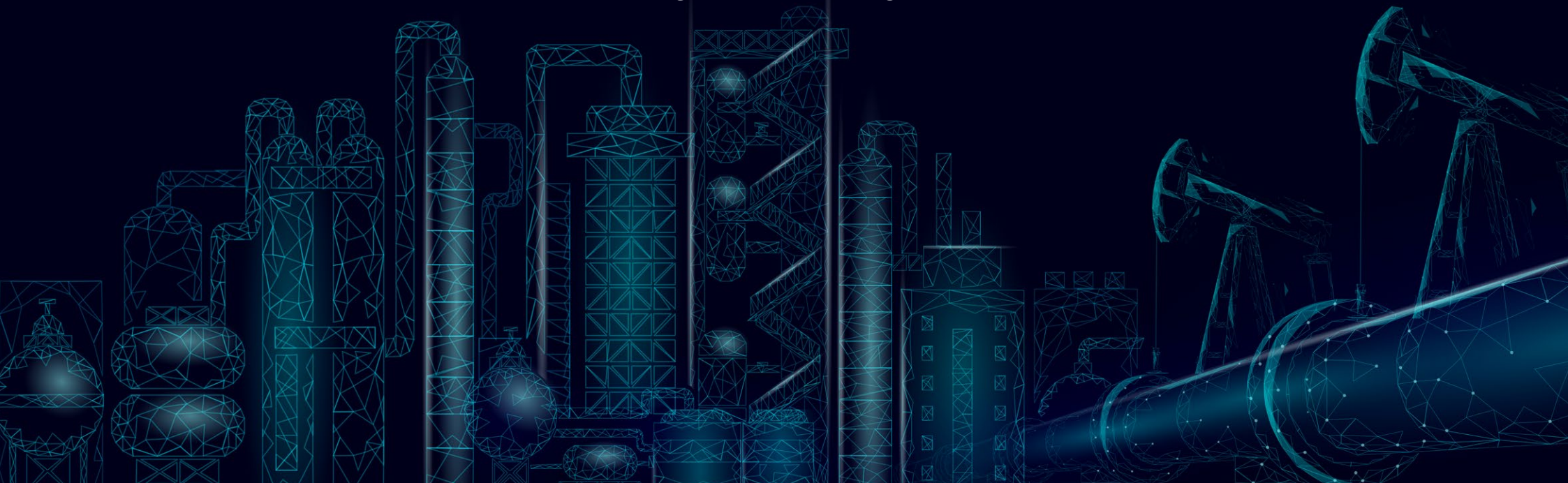
The **V**alue **C**hain **M**anagement **S**ervices company

Data analytics and insights:

To make better decisions, you need to see the big pictures.

We Create Value ...

VCMServices is a leading advisor to the oil & gas, refining, and petrochemical industries. Our clientele ranges from major oil and petrochemical companies, governments, investors, traders, financial institutions, and regulators and development agencies. We use business and technical expertise, combined with a deep and broad understanding of markets, technologies, and economics.



Strategic Planning

How to address real-world challenges and identify right opportunities

Conceptual & Configuration Study

How to defining a valid and right project

Project Feasibility

How to determine whether a project can succeed

Financial Engineering

How to increase economic returns and control risk

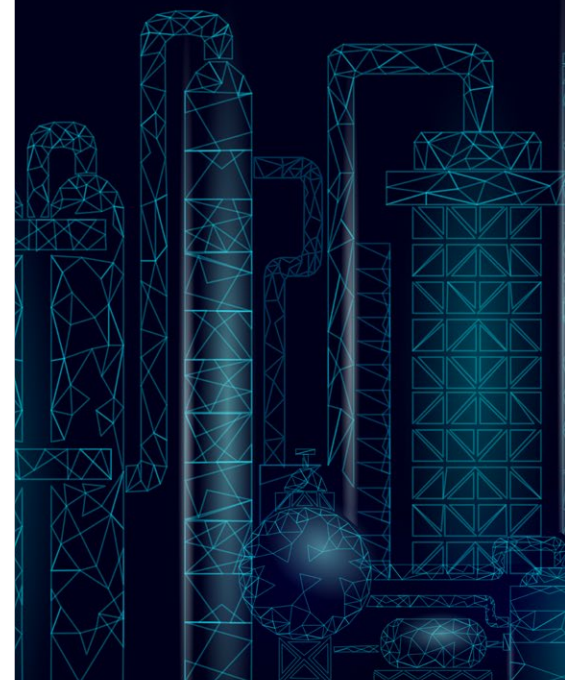
Commercial & Market Analysis

How to understanding industry trends

Technology Evaluation & Management

How to determine whether a project can succeed

Our Services



The **V**alue **C**hain **M**anagement
Services company
1 www.VCMServices.ir



We strongly believe that sustainable development goes beyond content production. Due to the increasing complexity of the governing environmental organizations in the governance and enterprise sectors, what can pave the way for managers and decision-makers is to have accurate insights into trends and events in that area. Therefore, in 2014, we launched the **VCMStudy** platform to produce and publish content related to the refining, petrochemical, and complementary industries. You can view this platform by clicking on **VCMStudy.ir**.

Our Story

Over the years, gaining knowledge and experience has led us to design and create a new platform called VCMServices to provide in-demand services by the refining and petrochemical industries. With its vast oil and gas reserves, Iran has a high advantage in developing refining and petrochemical industries and high value-added products. **VCMServices** seeks to help policymakers, investors, refining and petrochemical companies, financial institutions, and traders achieve their goals through its professional services. We hope we can meet your expectations. We are with you until your dreams come true!



VCM**Services** collaborates with customers in a close and private manner to address real-world challenges and identify right opportunities that enhance and make hydrocarbon resources and companies valuable.

Strategic Planning

How to address real-world challenges and identify right opportunities

Strategic options

With our extensive industry experience, we are able to help identify practical and meaningful strategies:

Country strategy

- Ministry-level help in master planning for the consumption of significant resources

Corporate and business strategy

- Analysis of value chains,
- Strategic planning and road mapping,
- Acquisition/technology screening,
- Business model review,
- M&A due diligence (technical and commercial)

Market and product strategy

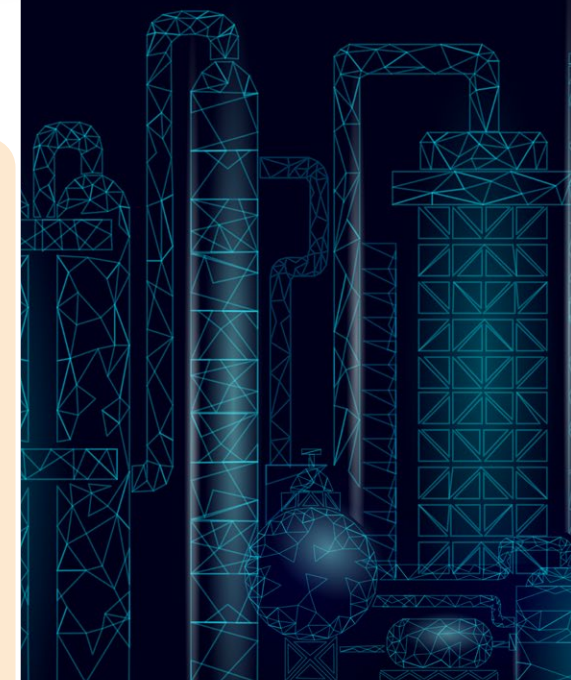
- Segmentation,
- Competitive positioning,
- Formulation of value propositions

Commercial strategy

- Excellence in sales, marketing, and pricing

R&D and technology strategy

- Licensing,
- Commercialization,
- Competitor assessment of typical and biofuels, petroleum-related chemicals, intermediates, and materials
- petrochemicals, intermediates and materials.





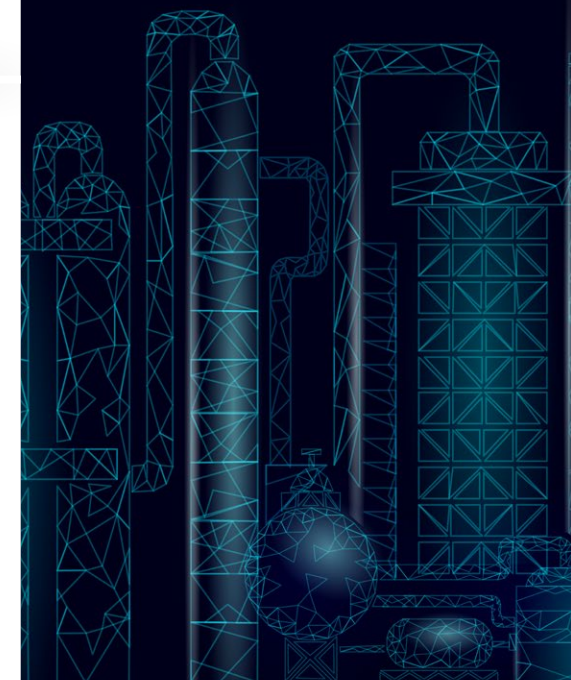
VCMServices collaborates with customers in a close and private manner to address real-world challenges and identify right opportunities that enhance and make hydrocarbon resources and companies valuable.

VCMServices strongly believes that the balanced and sustainable development of the value chain of the oil & gas industry first requires mental creation. Conceptual design and configuration to define a valid and suitable project by considering all the influential factors, including the market, capital, technology, and feedstock in two industries of refining and petrochemical parks, is our expertise. Converting available oil and gas feedstock into polymeric, chemical, and hydrocarbon products requires the use of intelligent combinations of technology and process units.

VCMServices designs the concept of petro-refining and petrochemical complexes with the help of experienced experts as well as the use of specialized software. Creating value requires mental creation!

Conceptual & Configuration Study

How to defining a valid and right project



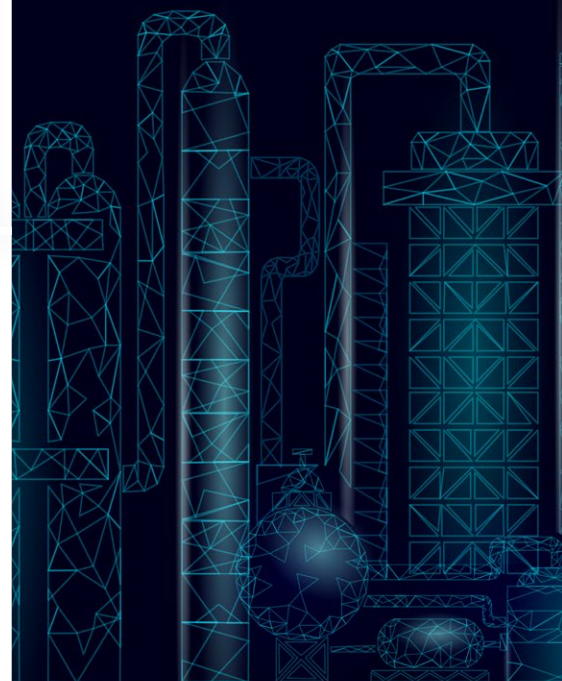


Project Feasibility

How to increase economic returns and control risk

VCMServices believes that the intelligent investor seeks to increase economic returns and control risk by using an optimal combination of financial tools. We need to know that financial management is a theory, but financial engineering is a practical tool for creating new financing methods.

VCMServices is trying to professionally design and provide financial engineering services to provide optimal financing for refining and petrochemical projects. Indeed, realizing this vital issue requires a thorough knowledge of all financial tools to provide financial resources in Rials and foreign currency.





VCMServices can do project feasibility studies more efficiently and quickly without compromising quality because of our deep domestic knowledge of technology, markets, and production economics.

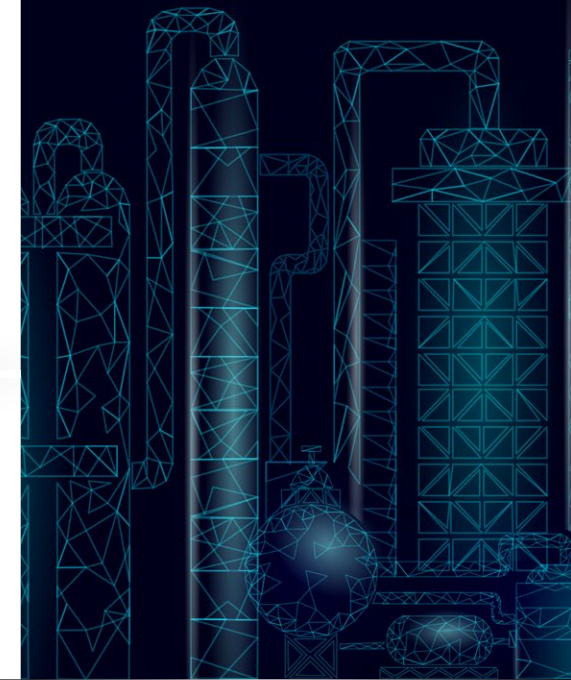
VCMServices has internal knowledge of technology, markets, and financial analysis. We are uniquely qualified to propose alternative optimized designs for our client's considerations. In addition, we direct the customer to decide confidentially according to our research.

The expertise of **VCMServices** for Project Feasibility studies is as follows:

- Market analysis the identification, characterization, and attraction of reachable target markets;
- Profit and pricing predictions "netback" predictions, or the income earned at plant gates;
- Competition assessment in terms of cash and landed target markets;
- Technology assessment license accessibility and manufacturing cost economics;
- IRR and NPV predictions using a cash flow model (in Excel);
- Analysis of alternative configurations.

Financial Engineering

How to determine whether a project can succeed

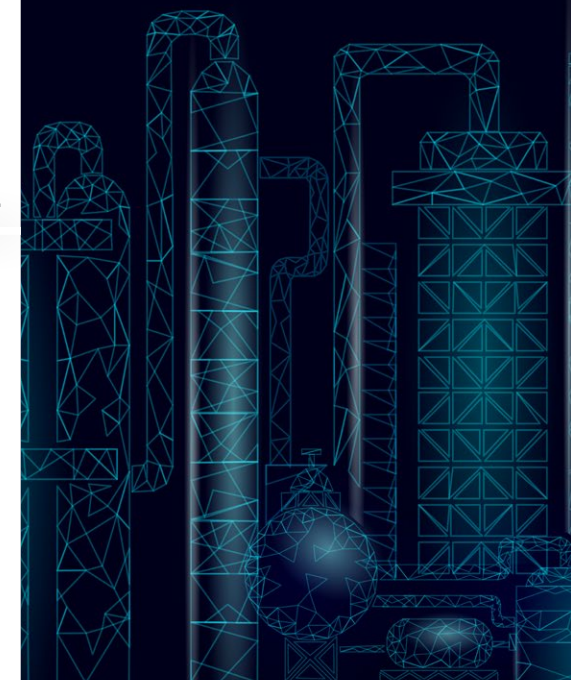




The detailed research and knowledge of markets are essential to the achievement of any company. **VCM**Services consulting professionals use conventional data mining techniques and marketing research. This approach results in a better understanding of industry trends in hydrocarbon products, natural gas, chemical, polymer, and fertilizer industries worldwide.

Commercial & Market Analysis

How to understanding industry trends



The industrial knowledge of **VCM**Services leads to understanding fundamental markets. We have also created reliable behavior methods for VCMServices to provide:

- Detailed country-specific and worldwide market analysis;
- Updated analysis of market developments and trends;
- Thorough perception of competitiveness across different value chains;
- Price and profitability predictions, which are widely accepted.

We research different chemical, polymer, fertilizer, hydrocarbon refined products, and natural gas markets worldwide, leading to an extensive library of exclusive commercial data to help market analysis.



VCM**Services** technological study extends from evaluating the material performance advantages of innovative technologies over existing routes to developing competitive economics to determine competitiveness.

Technology Evaluation & Management

How to determine whether a project can succeed

We can uncover world-class technologies or processes and take actions in sectors including:

- Technology evaluation, screening, and selection;
- Identification and assessment of technological options;
- Comparing recent process technology with current ways;
- Technology due diligence (i.e. independent ideas on novel technology);
- Competitive technology intelligence
- Identifying and developing strategic technology collaborations;
- Technology and operational benchmarking;
- Costs of production modelling and benchmarking.



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