

EPEC.COM
Sinopec E-commerce Links to the World



Make Professional Procurement Possible



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Who We Are

What We Do

Serving BRICS

Looking forward



PART 1



Who We Are

EPEC.COM

Sinopec E-commerce Links to the World



Sinopec's international business platform



Online transactions of industrial products and services



SINOPEC

World leading Energy and Chemical Enterprise


Top 5 in Fortune Global 500 from 2010 to 2016


Covering China's **66 Industries** of Total 96


2% + of China's Total Industrial Enterprises' Revenue

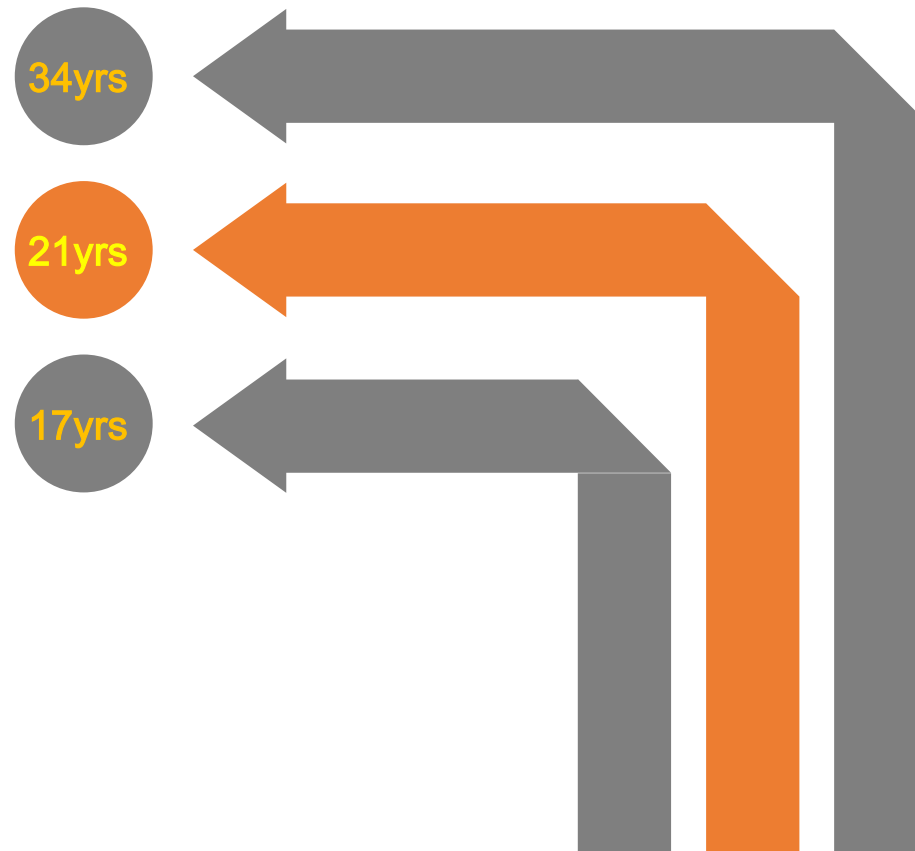
Annual Demands More Than **\$30 Billion**

The foundation of Epec.com

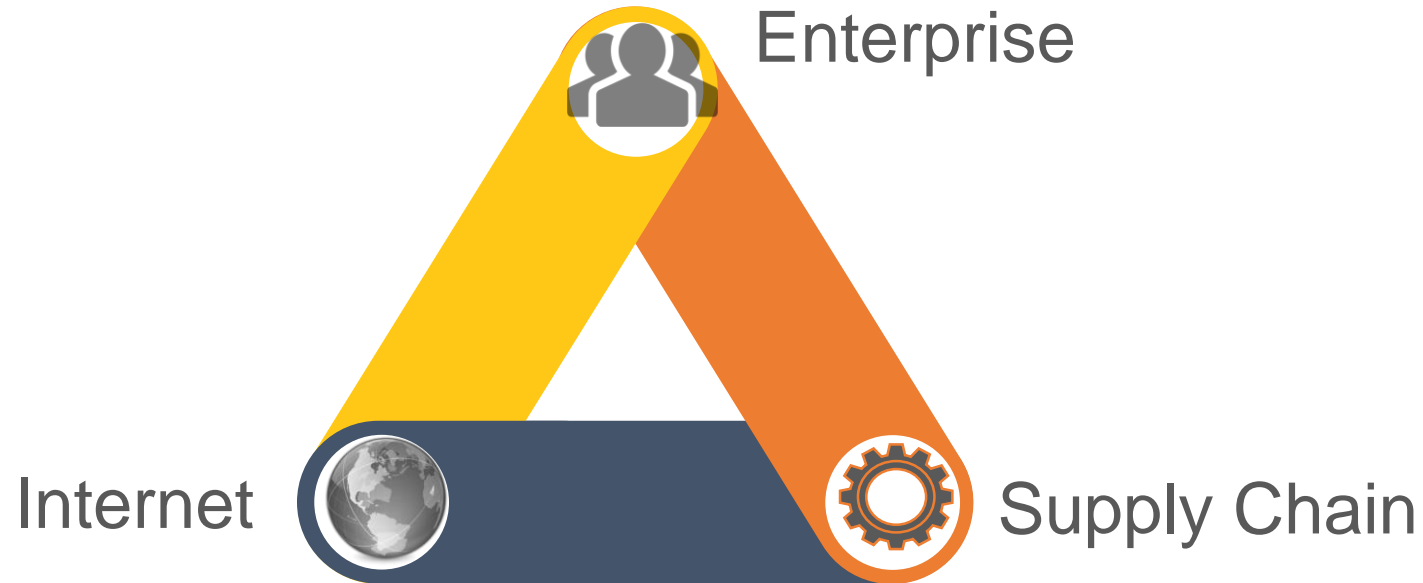
 Sinopec used 34 years to build solid supply chain of industrial sector

 Sinopec used 21 years to gather procurement management experiences

 Sinopec used 17 years to gain e-commerce practice achievement



Create SC2B new model of E-commerce



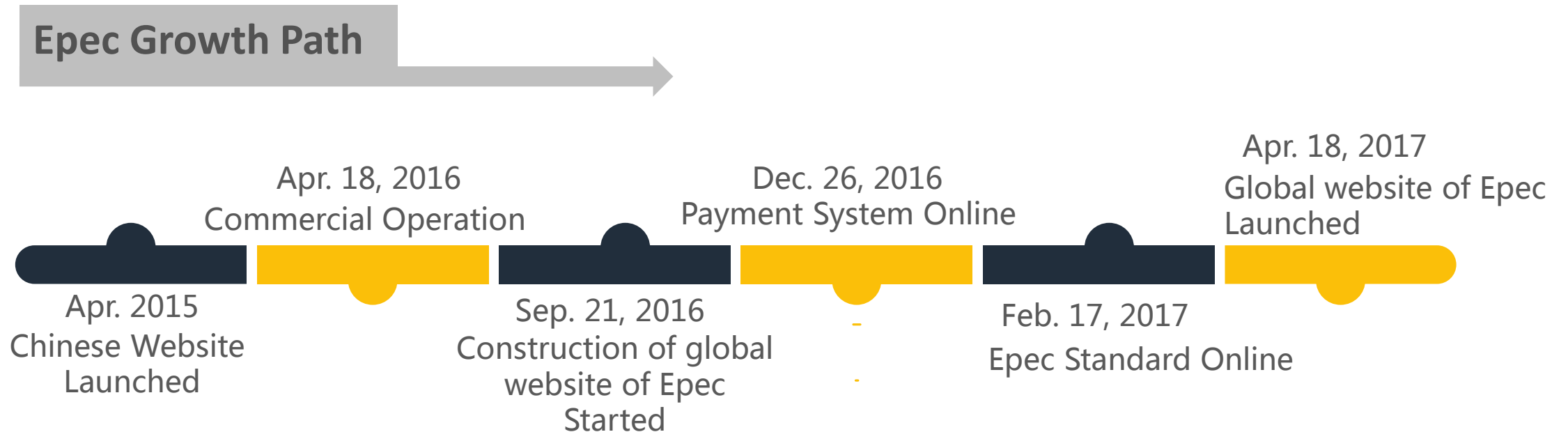
Supply Chain to Business: a new online trade model

It is based on demand of core enterprise in supply chain, to accumulate the demand from other enterprises.

Adhering to the ideology of Based on industry, open and sharing, Epec innovatively creates the new SC2B e-commerce model of “Supply Chain to Business”, and endeavors to create more value for supply chain by offering services for procurement, sales, finance and more supported with internet technology.

Based on Sinopec's 17 years of information systems

E-Commerce , BW (Business information warehouse) ,
Global Supplier Network , ERP , MDM (Materials Data Manager)



Epec.com— Since April, 2015



42,000 Corporate Members



2600 Categories



2.0 Million SPUs (Standard Product Unit)



30 Million SKUs (Stock Keeping Unit)



USD 26.2 Billion Transaction Volume

Global website of Epec.com

Starting from
18th April, 2017



Registered Suppliers

Over 580 

Registered Corporate Buyers

Over 5500 

Product Varieties

Over 3500 

Trade Volume

2.76 B USD 

Geographical Coverage

43 countries and regions

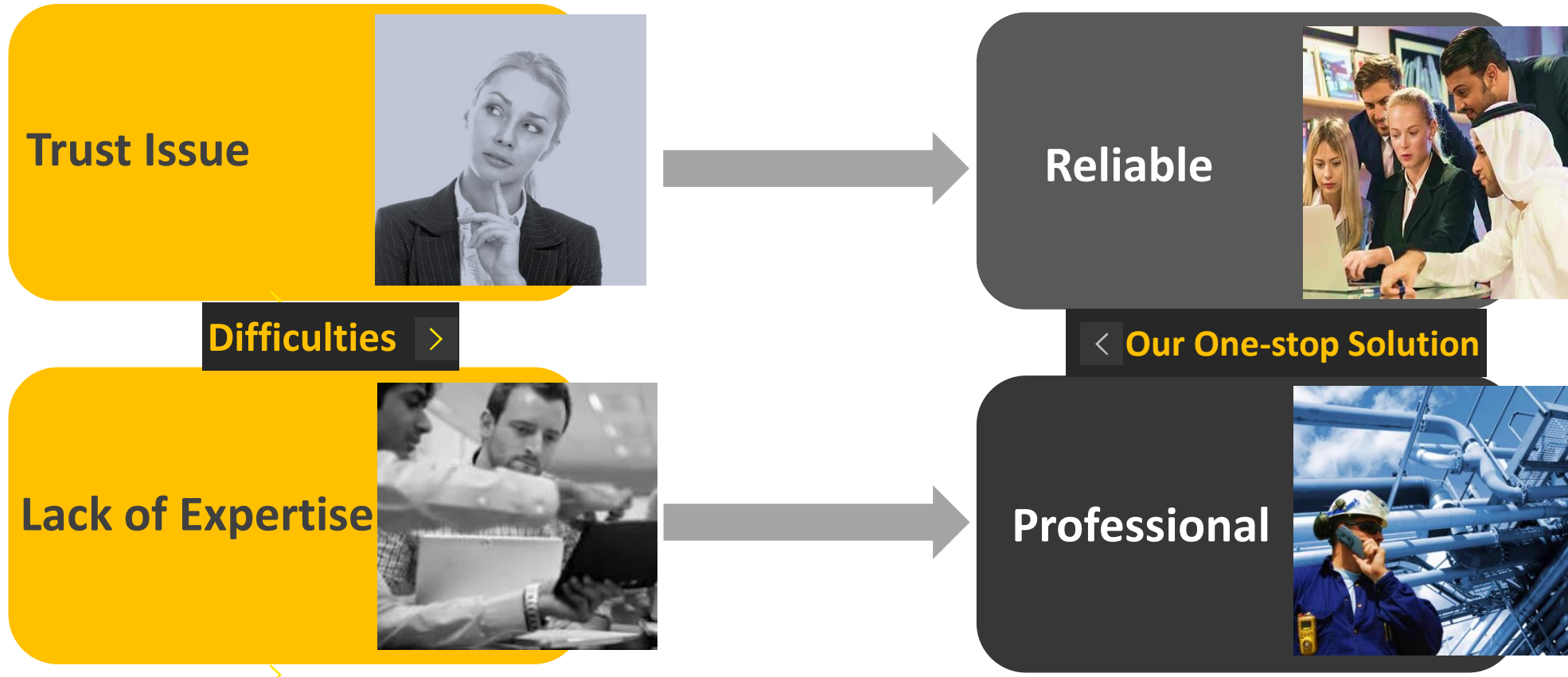


PART 2



What We do

What We Do



Trust Issue



Difficulties >

Lack of Expertise



Reliable

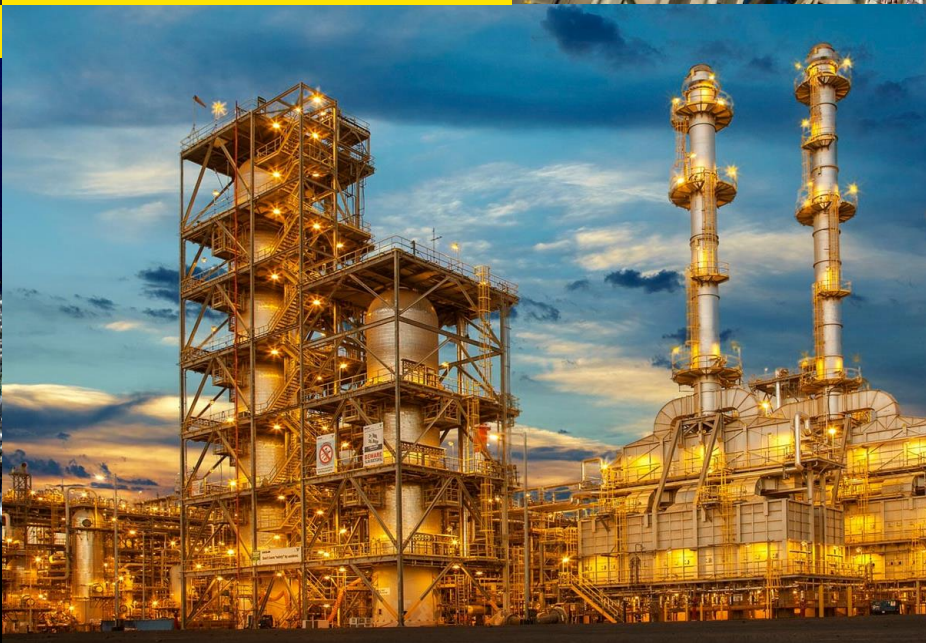


< Our One-stop Solution

Professional



Reliable Sourcing



Over 30 Years of Experience

Reliable Sourcing

- **Finer and Better Products**
- **Handpicked Vendors from 30,000**



Top Manufactures on Epec.com

Products ▾

DuPont Clean Technologies
had launched in EPEC

DuPont STRATCO® Alkylation Technology

- | | | | |
|---|--|--|---|
| <p>Safety Barrier</p> <p>Submit RFQ</p> | <p>Excavator</p> <p>Submit RFQ</p> | <p>Cetane Improver / Cestoil</p> <p>Submit RFQ</p> | <p>Fully Refined Wax Used in Packaging, Electronic, Textile</p> <p>Submit RFQ</p> |
|---|--|--|---|

- | | | | | |
|--|--|--|---|---|
| <p>TPCO
Tian Jin Pipe (Group) Cooperation</p> | <p>南京钢铁
Nanjing Iron & Steel Group Corp.</p> | <p>TISCO
Tayuan Iron & Steel Group Corp.</p> | <p>HILONG
Hilong Group of Companies</p> | <p>origin
Origin Energy Pty Ltd.</p> |
| <p>SINOPEC
Sinopec Oilfield Equipment Cooperation</p> | <p>Supel ZET
Supel Equipment Manufacturing Co., Ltd.</p> | <p>远六压缩机
Shenyang Yuanda Compressor Co., Ltd.</p> | <p>CIMC RAFFLES
CIMC Raffles</p> | <p>上海电气
Shanghai Electric Group Co., Ltd.</p> |
| <p>HGHF
成都华江
Houspu Holding Co., Ltd.</p> | <p>JAC
JAC MOTORS</p> | <p>兰州石化
Lanzhou LS Petroleum Equipment Engineering Co., Ltd.</p> | <p>神开
Shanghai Shenkai Petroleum & Chemical Equipment Co., Ltd.</p> | <p>Challenge
The challenge petrochemical machinery corporation</p> |
| <p>WOLONG
Wolong Electric Group Co., Ltd.</p> | <p>WUXI JIANGNAN
Cable Co., Ltd.</p> | <p>SUFA
CNMC 中钢科技
CNMC SUFA Technology Industry Co., Ltd.</p> | <p>WARDOM
Wardom Technology Incorporated Company</p> | <p>中恒自动化
Wuzhong Instrument Co., Ltd.</p> |
| <p>TK
Shandong Taikang Transformer Co., Ltd.</p> | <p>SK innovation
SK innovation</p> | <p>Silinco
Jiangxi Silinco Co., Ltd.</p> | <p>CESTOIL
Cestok Industrial Services (Shenzhen) Company Limited Co., Ltd.</p> | <p>汉光实业
Han Kuang Industrial Co., Ltd.</p> |
| <p>Wenbei Coal Electricity Group Co., Ltd.</p> | <p>SEG
Sinopec Heavy Lifting & Transportation Co., Ltd.</p> | | | |

Reliable Resource

Epec Standard



**Credits
Certification**



**Quality
Evaluation**



**Dynamic
Performance
Appraisal**



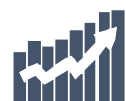
**Market
Performance**



Credits Certification



Basic Qualifications



Financial Situation

Business Performance

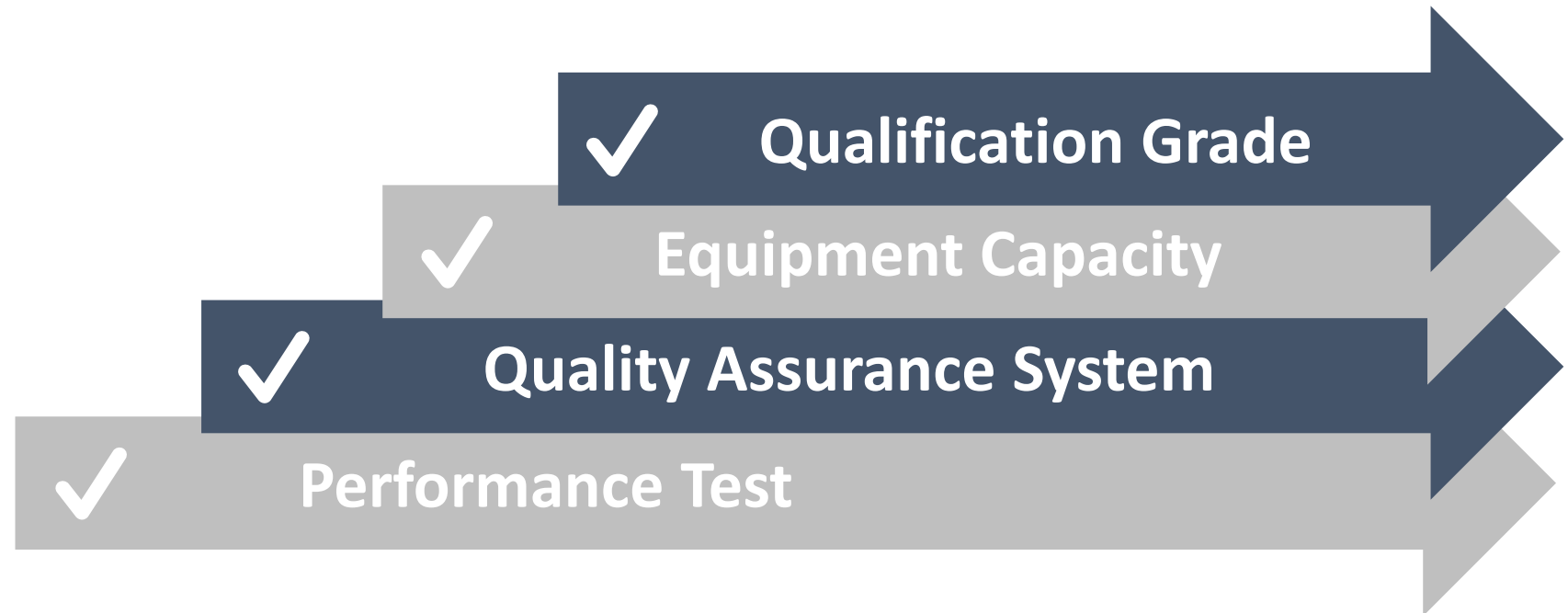


Credit Record



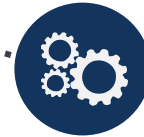
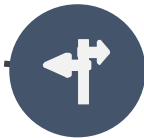


Quality Evaluation





Dynamic Performance Appraisal



Quality, Services, Delivery and etc.

The result will be shown on the website real-timely and updated dynamically

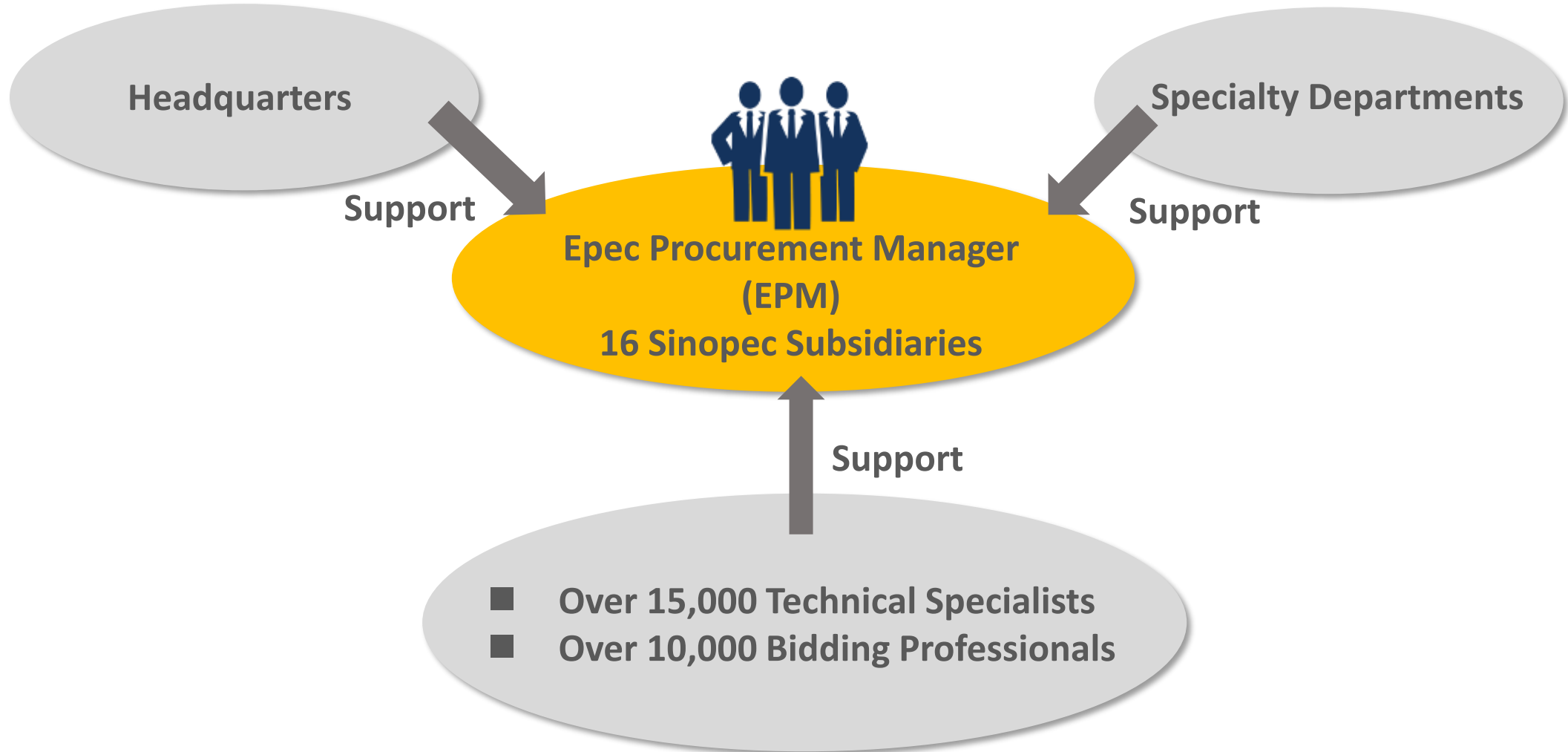


Market Performance

- Industry Recognition
- Market Share
- Capacity to Lead



Professional Team



Professional Team

Epec Procurement Manager (EPM)



★ Overseas Subsidiaries

- ★ 1 Dubai Marina
- ★ 2 Frankfurt am Main
- ★ 3 Houston
- ★ 4 Moscow
- ★ 5 Tokyo

● Overseas Offices

- ① Almaty
- ② Calgary
- ③ Eastern Province
- ④ Rio de Janeiro
- ⑤ Singapore
- ⑥ Sydney
- ⑦ Tehran

Professional Team



Epec Procurement Manager (EPM)



Resource Management

Global Suppliers Network

Epec Members' Service
Evaluation System



Demand Management

Demand Analysis

Supplier Selection

Procurement Service
Customization



Quality Control

Quality Supervision

Lead Time Follow Up

After-sales Service



Risk Management

Negotiation

Insurance

Expediting

Trade Dispute Resolution

Value-added services



Insurance



Process Control



Logistics



Financial Services



We Are Committed to being

Reliable and **Professional**

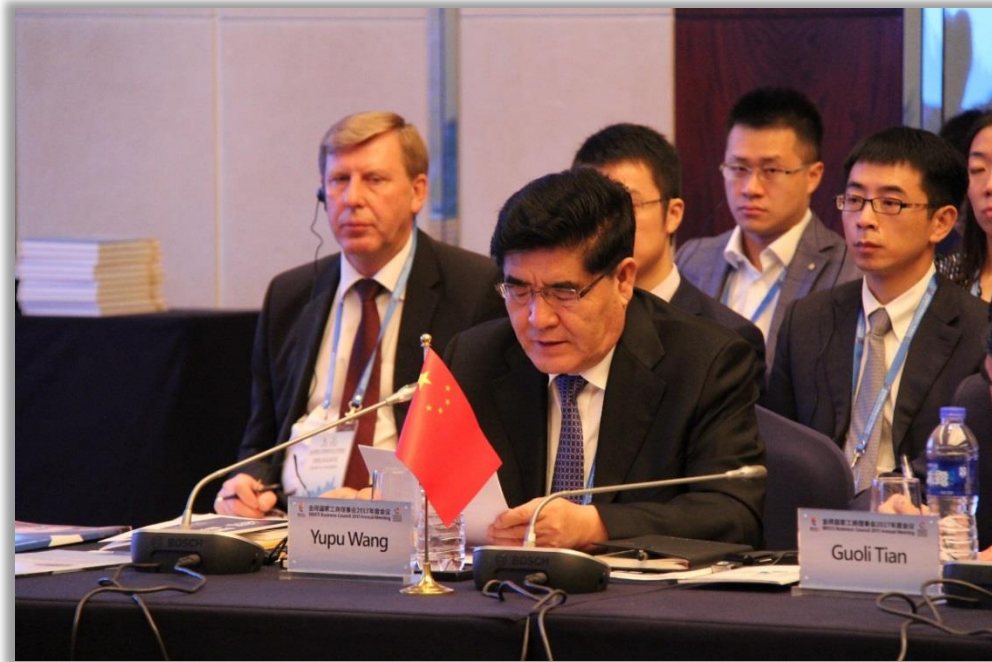




PART 3



Serving BRICS



One of the core deliverables in the BRICS Business Council 2017 Annual Report

Serving BRICS





One of the core deliverables in the BRICS Business Council 2017 Annual Report

Build BRICS Pavilion



Russia Pavilion



[Home](#) | [BRICS Pavilion](#) | [Brazil](#) | [Russia](#) | [India](#) | [China](#) | [South Africa](#) | [About BRICS](#)







Welcome To Russia Pavilion



Recommended Products



[View More](#)













Cooperative Enterprises


[View More](#)

HYDROMASHSERVICE, Closed Joint-Stock Company




HYDROMASHSERVICE was founded in 1993. The company is the bedrock of HMS Group and its development and is acting as the trading and engineering company of HMS Group. HYDROMASHSERVICE has experience of equipment supply and EPC implementation for oil & gas, thermal & nuclear energy, water & utilities, steel, chemical processing and shipbuilding.

SIBUR



SIBUR is Russia's largest integrated gas processing and petrochemicals company. The company petrochemicals segment produces and sells a wide range of products including basic polymers, synthetic rubbers, plastics and organic synthesis products, intermediates and other chemicals. SINOPEC Russia cooperates with SIBUR mainly in catalysts, and large range of chemicals etc.

Joint Stock Company KAUSTIK



JSC Kaustik is one of the largest industrial enterprises in Russia which holds the leading positions in chemical industry of Russian Federation for production of synthetic hydrochloric acid, commodity chlorine, liquid and solid caustic soda.



- Quality suppliers from Brazil, Russia, India, China and South Africa are online.
- Product categories cover raw materials, equipment and chemical products etc.



	Global website of Epec	BRICS
Members	5500	88
Registered Suppliers	585	39
Trade volume	2.7 billion dollars	365 million dollars

Cases

Brazil

- **ISOGAMA is second biggest wax users in Brazil**
- **Make successful sourcing on Epec and finish the purchase**

**Sinopec Gaoqiao , China
Wax manufacturer**



**ISOGAMA, Brazil
End User**

Cases

Russia

- **NIKO CHEM is a famous Magnesium Oxide manufacturer in Russia**
- **Products are introduced to China's markets on Epec**

NIKO CHEM, Russia
Magnesium Oxide manufacturer



Hebei Meishen, China
End user

India

- Two large cement companies from India sourcing through Epec.com
- PO for 150 thousand tons of Petroleum Coke are placed

**Yanbu Aramco
Sinopec refinery,
Saudi Arabia
Petroleum Coke
manufacture**



EPEC.COM
Sinopec E-commerce Links to the World



Cement companies,
India
End user

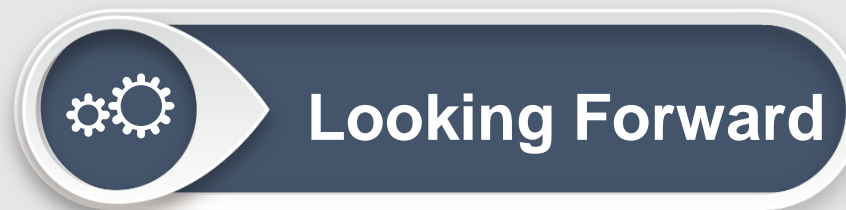
South Africa

- Eskom is the third largest electric power company in the world
- Jointly explore cooperation on comprehensive procurement services

Manufacturers, China
Quality and cost effective resources



Eskom, South Africa
Demands for sourcing



Facing the Future

- Continue to upgrade platform functions and services
- Help boost economic and trade connectivity amongst BRICS countries

Global.epec.com



in Russia

will launch
in April 2018



in Spanish

Joint Contributions, Shared Benefits

Win-win Cooperation

Recommend more quality manufactures to Epec.com

Promote Epec.com in Russia

Promote popularity of E-commerce for enterprises in Russia

Thanks!





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Make Professional Procurement Possible

www.epec.com