

# "CONNECTING CAPABILITY WITH OPPORTUNITY"

Decom North Sea is a multi-region, not-for-profit membership organisation centred on the late-life & decommissioning sector and focused on connecting your capability with business opportunities



#### Connecting

Through our directory and facilitation services you can connect your capability with business opportunities in the UK and internationally



#### **Networking**

Through our networking services you can interact effectively at a wide range of physical and online events from workshops and webinars to technical forums and high profile sector conferences



# **Knowledge Sharing**

Through our online members portal, technical forums and events you have the ability to access and share knowledge through the members community



# **Market Intelligence**

Access market information, data and perspectives from official sources and key analysts to spot business opportunities



#### **Information & Updates**

Keep updated with member's only online access to the Members Portal with unique resources, sector information and shared knowledge & experience



#### **Recognition & Awards**

Raise your profile and be recognised by your peers for contribution and achievement through the internationally recognised Decom Awards



# **Influence & Advocacy**

Through our accessibility to governmental organisations, regulators, technology institutes, sector academia and other trade associations you have the opportunity to influence and inform the direction of the sector



#### **Global Connections**

Through our accessibility to governmental organisations, partner relationships and contacts in key international markets you can



#### **Facilitated introductions**

Connecting you with key individuals to across the membership to advance business development and collaboration opportunities



# **Opportunity development**

Access to supporting initiatives and activities to open new opportunities through sector development, connections to associated markets or new geographies



#### **Lessons learnt & Specialist Contact**

Access to key lessons learnt and direct contact with global specialists or participation in specialist forums tackling sector challenges



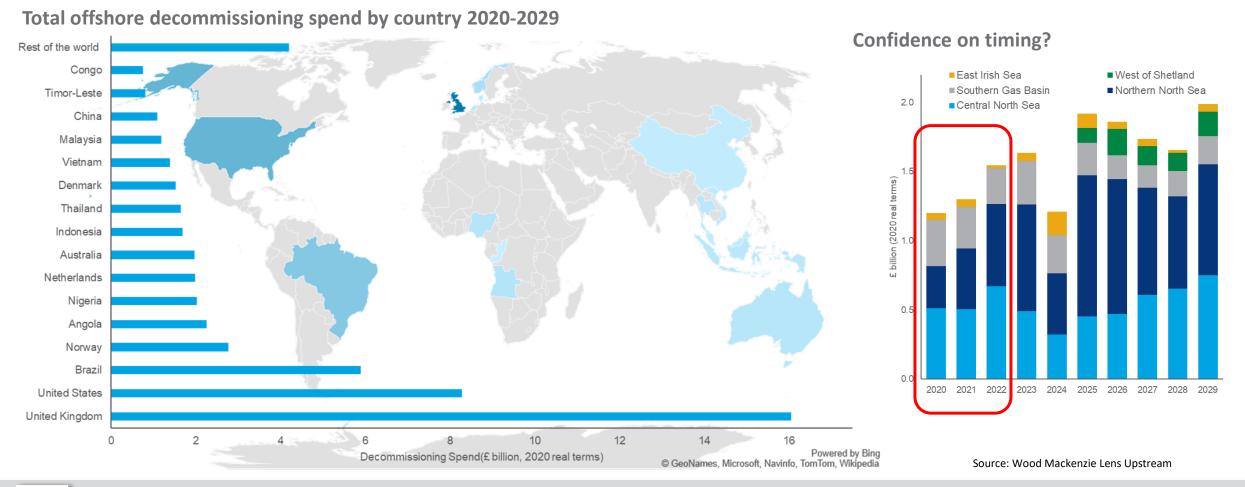
#### **Guidelines & Standards**

Input into the development of new guidelines and standards for the sector to advance safety, environmental protection and facilitate innovation in practices and processes

# **MARKET OVERVIEW & CHALLENGES**



# UK is still the dominant market by scale but with increased uncertainty on timing





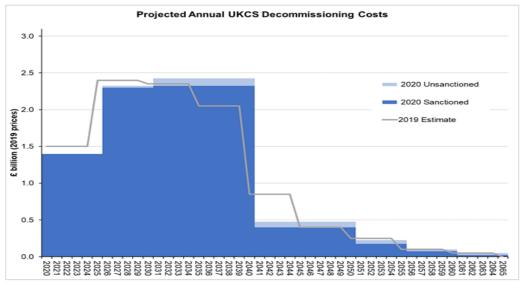
# **MARKET OVERVIEW & CHALLENGES**



# OGA update from last week (Aug 2020)



**Decom funds:** Significant drop in <u>actual</u> decommissioning spend now expected in 20/21 vs plan



#### 35% of decommissioning deferred (2020/21) – mainly wells



- Significant drop in the level of activity in 20/21.
- OGUK survey suggests realignment and improvement by 2022.
- Exacerbating issues for a supply chain that was already strained



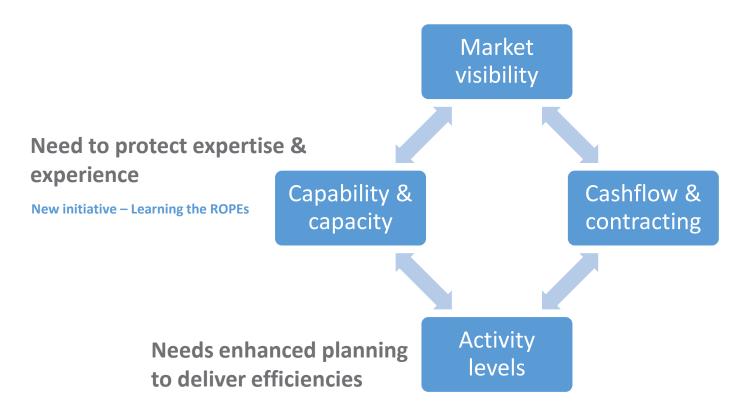
- Accelerated CoP: Sustained lower commodity prices is impacting on CoP dates.
- **Decom Cost Risk**: Minimising post CoP opex requires planning pre-CoP

# **MARKET CHALLENGES – SUPPLY CHAIN**



### **Needs increasing transparency**

**Working with OGA and Operators** 



Needs enhanced interaction on balanced approach

Some operators better than others, tier-1's leading change

Industry rising to the challenge but still work to do

# DÉJÀ VU? – another crisis, the same arguments



# Operator perspective...

"The best time to do decommissioning is during a downturn"

"We don't have the cash to do decommissioning"

"It is decommissioning or exploration/development"

"the supply chain will always be there; they have in the past"

# Societal perspective...

"The industry needs to fulfil its obligations, not just put things off till tomorrow"

"The industry avoids its responsibilities"

### Supply chain perspective...

"it is always tomorrow's jam"

"they don't realise the situation that is developing, we can't afford to keep the people"

"margins are thin, contracts are awful; and I'm expected to invest"

"this is as dire as it gets after 30yrs in the business"

Over 80% of surveyed ex-DNS members have pulled out of the sector entirely, citing visibility and consistency as major drivers to get out?

# TIME TO CHANGE THE GAME?





Can we continue to chase the carrot whilst accepting repeated job losses across the sector?



We accept a loss of capacity in downturns, but can we accept a loss of capability & expertise?

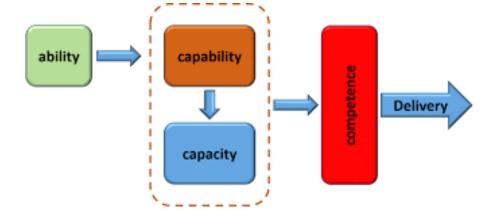




# TIME TO CHANGE THE GAME?



Will it affect our ability to delivery?



It will lead to increased financial costs but may lead to greater human costs...

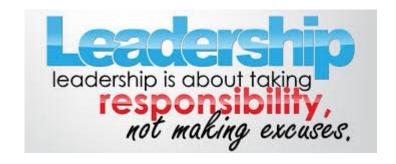


Or worse....

# TIME TO CHANGE THE GAME?



Time to take a different view on what offshore decommissioning leadership means?



With responsibility comes accountability



Offshore decommissioning should be delegated to those with the expertise, experience and passion to deliver the financial, societal and wider economic goals.

It may be a 'zero-sum' or 'no-value' business to Operators, but it is also the livelihood, passion and dedication of thousands of professionals, it is time for their value to be recognised, respected and trusted to deliver....

