



WorleyParsons
resources & energy

EcoNomics

Share Fair 2018

31 October 2018

Garry Lewis, Global Business Development Director
Craig Bennett, Head of Supply Chain



Agenda

- Introduction to WorleyParsons
- UK opportunities
- How to do business with us
- Q&A





WorleyParsons

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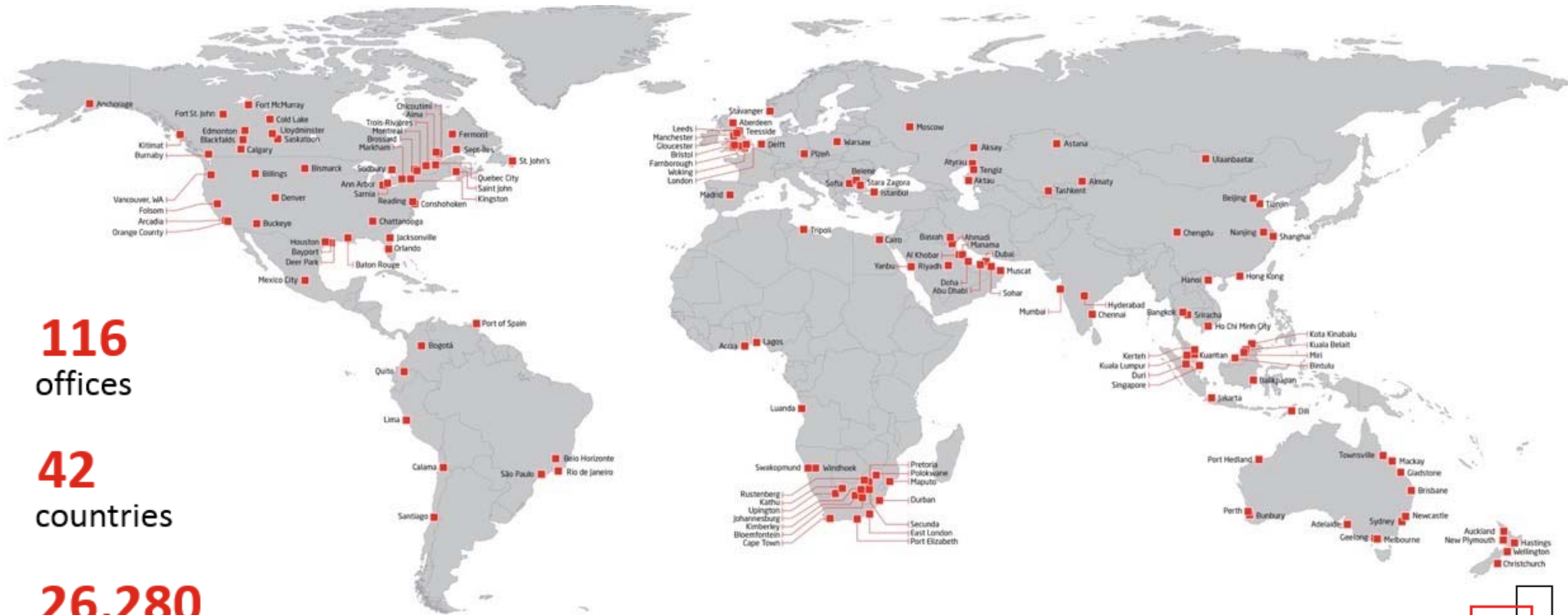
A bright

new perspective for the UKCS



- WorleyParsons acquired Amec Foster Wheeler's UK Upstream Oil & Gas business in October 2017 – it's been a successful year!
- Long term commitment and investment in the UKCS
- WorleyParsons has a number of subsidiaries based in Aberdeen: Scopus, Primat, Ingen & SES
- Aberdeen is established Centre of Excellence for global WorleyParsons organisation

WorleyParsons' global connectivity



116
offices

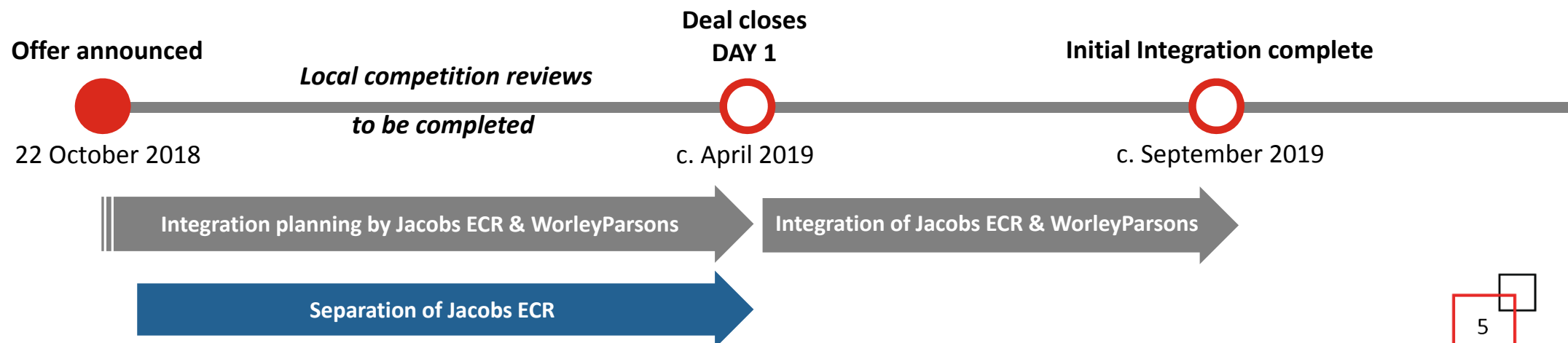
42
countries

26,280
employees









Acquisition of Jacobs ECR

- WorleyParsons has made a binding offer for Jacobs ECR's global Energy, Chemicals and Resources business.
- WorleyParsons made the offer because the business' capabilities and strengths fit with the strategic ambitions of the company
- The deal is likely to close in April 2019

Jacobs ECR (Energy, Chemicals and Resources)
Serving energy, chemicals and resources sectors, including upstream, midstream and downstream oil, gas, refining, chemicals, mining and minerals industries.







Market leading capability supporting **regional** & **global** customers

<p>Market leader</p>	<p>In UKCS</p>  <p>E&C contractor Hook-ups contractor Brownfield projects</p> <p>O&M contractor Decommissioning services Late-life management</p>
<p>Full life cycle services across the UK</p>	<p>45 years of North Sea experience</p>  
<p>Experienced workforce with deep technical knowledge</p>	<p>Approx. 1,800 people onshore</p> <p>Approx. 1,000 people offshore</p>  <p>Leading in-house recruitment function</p>
<p>Well established customer relationships</p>	
<p>Innovation incubator with an unequalled delivery track record</p>	<p>Flexible, asset light with global capability</p>  <p>Significant digital footprint and integrated delivery systems</p>  <p>Supported by value adding specialist services</p> 





UK Opportunities



SCM scope across our contracts and projects

Client	Project / contract	Scope	Supply Chain contact
   	<p>BP Clair Ridge HUC</p> <p>BP Glen Lyon FPSO</p> <p>BP AGT (Baku) E&C</p> <p>Captain EOR</p> <p>ConocoPhillips</p> <p>Vorlich</p>	<p>Hook-up & Commissioning</p> <p>Follow-on Engineering Support</p> <p>Engineering, Procurement & Construction</p> <p>Engineering & Procurement</p> <p>Engineering & Construction Operations & Maintenance</p> <p>Engineering, Procurement and Fabrication</p>	<p>William McWilliam</p> <p>Nick Sorrie</p> <p>Andrew Bower</p> <p>Lyndsay Forbes</p> <p>Walker McCall & Eilidh Buchan</p> <p>Nick Sorrie</p>

SCM scope across our contracts and projects

Client	Project / contract	Scope	Supply Chain contact
   	<p>Cygnus</p> <p>E&C Buzzard Phase II</p> <p>Repsol Sinopec ESS</p> <p>East Irish Sea</p>	<p>Hook-up & Commissioning</p> <p>Engineering, Procurement & Construction Engineering, Procurement, Construction & Commissioning</p> <p>Engineering & Procurement services support (call-off basis)</p> <p>Engineering, Construction & Projects</p>	<p>Completion Q1 2019 minor SCM scope</p> <p>Alan Purkis</p> <p>Lyndsay Forbes</p> <p>John Sutheran</p>

Immediate opportunities

BP Clair Ridge

Contact: William McWilliam – Supply Chain Manager

- Potential support from original equipment manufacturers to support ‘start up and stay up’ on an ad-hoc basis

Chevron

Contact: Lyndsay Forbes – Senior Supply Chain Coordinator

- 2 x polymer injection 4 headed pumps
- 2 x polymer recirculation pumps
- 3 x polymer transfer pumps
- 7 x polymer mixers
- 7 x flowlines
- 7 x polymer injection lines
- Ultrasonic flowmetres
- Manual valve arrangements
- Field instruments
- Water injection manifold
- Choke valves
- Flow metres
- Modularised (PAU) topsides mixing structure
- Piping cassette structures
- Riser winch platform fabrication
- HPU
- Potable water maker

Immediate opportunities

Ithaca

Contact: Nick Sorrie – Supply Chain Manager

- Pressure Transmitters
- Temperature Transmitters
- Level Gauges
- ICCS Hardware/Software

Nexen

Contact: Alan Purkis – Supply Chain Manager

- Modifications to an existing Gas Import Skid
- Supply of Valves – Manual and Instrument SD & BD Valves
- Replacement/Extension of Turbine Exhaust Ductwork
- Buzzard Infill Drilling Campaign which include valves and misc instrumentation
- HVAC equipment, including ducting, dampers and attenuators
- Provision of telecoms equipment

Immediate opportunities

Repsol Sinopec

Contact: Lyndsay Forbes – Senior Supply Chain Coordinator

- Piping Valves
- Piping and Structural Fabrication (existing agreement holders)
- F&G Detectors
- ESDVs
- PSVs, PCVs
- Pressure Transmitters
- Level Gauges

Spirit Energy

Contact: John Sutheran – Supply Chain Lead

- AP1 Chiller Package
- Deck Integrated Fire Fighting System (DIFFS)
- A range of piping and instrument valves

Immediate opportunities

BP AGT

Contact: Gunel Abdurahamanoova – Procurement Manager

- 48” CS pipe by pass and repair of main line, pre-fab modular building for 10-20 persons
- Pig launcher/receiver
- Topsides HPU, ESDVs, Control valves
- Large Manual Valves; incl super Duplex
- Line pipe; incl 316SS & Super duplex

WorleyParsons UK Corporate SCM

Contact: Craig Bennett – Head of Supply Chain & Lyndsay Forbes – Senior Supply Chain Coordinator

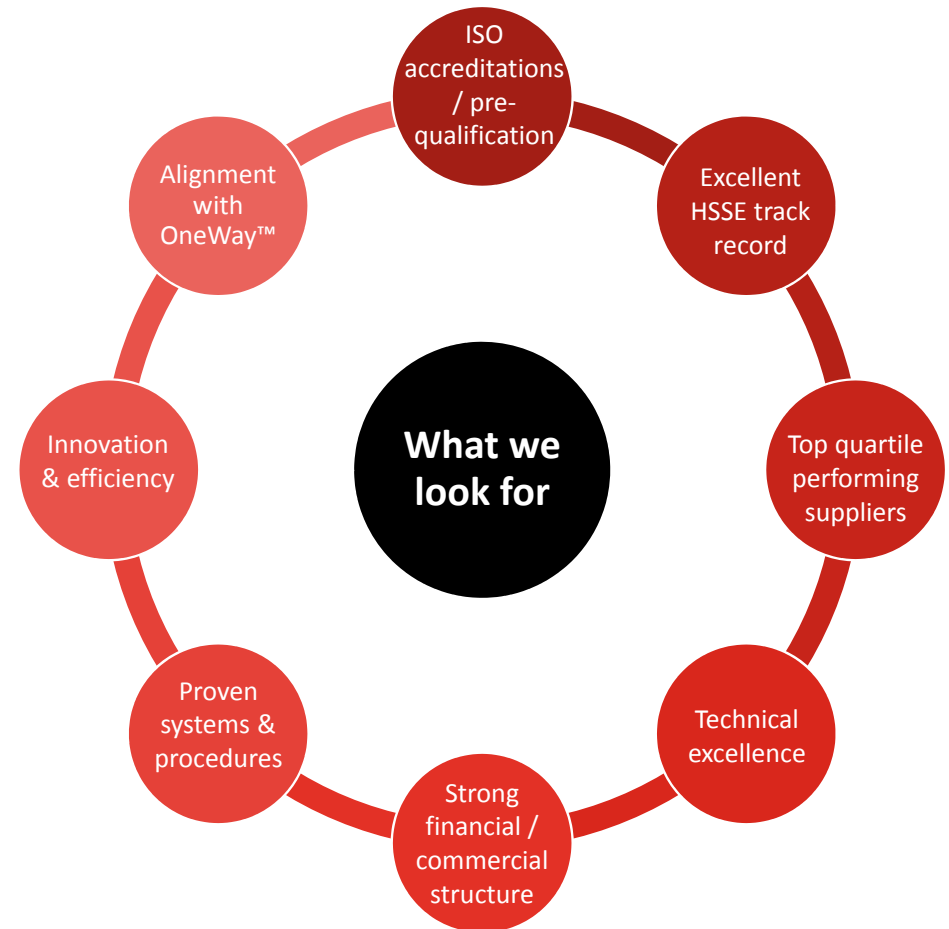
- Valve management, inclusive of procurement, testing, service, maintenance, overhaul/repair and storage. Currently scoping out of 2019 sourcing
- Instrument tubing and fittings. Currently scoping out of FY 2019 sourcing

How to do **business**
with us



What we look for in a supplier

- Registered within the Achilles FPAL database
- Top quartile performance feedback
- What differentiates you from your competition?
- What efficiency and innovation can you bring?



Global Supply Chain Forum

Purpose:

- Information sharing, process and procedural standardisation
- Global SCM competence framework
- Shared global initiatives and global framework agreements

Members:

- Thomas.Mcgoldrick@WorleyParsons.com (Manchester)
- Julia.Frolova@WorleyParsons.com (Manchester)
- Alison.Masterson@worleyparsons.com (Glasgow)
- Paul.Capos@WorleyParsons.com (Houston)
- Alan.Dunning@WorleyParsons.com (Perth)
- Peter.Gilzean@WorleyParsons.com (Bahrain)
- David.Nally@WorleyParsons.com (Dammam)
- Andrew.Pottage@WorleyParsons.com (Oman)
- Tony.Quinlan@worleyparsons.com (Edmonton)
- Weihua.Liu@WorleyParsons.com (Beijing)
- SunilKumar.Upadhyay@WorleyParsons.com (Mumbai)
- Paul.Uriarte@WorleyParsons.com (Arcadia)

Local **contacts**

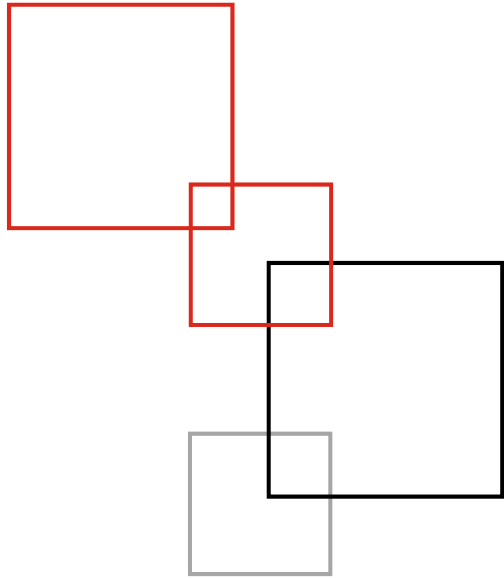
Aberdeen Supply Chain

- Craig.bennett@worleyparsons.com
- Lyndsay.forbes@worleyparsons.com

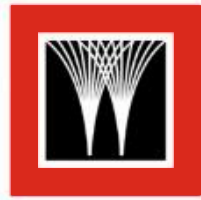
Subsidiary Supply Chain

- Nigel.Ross@ingen-ideas.com - Ingen
- Jamie.garden@worleyparsons.com – Specialist Equipment Solutions (SES)
- Neil.Brady@scopuseng.com - Scopus



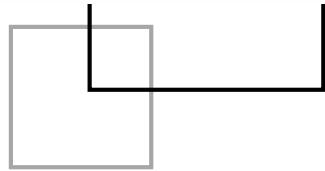


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