



**WorleyParsons**  
resources & energy

**EcoNomics**

# Share Fair 2017

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1 November 2017

**Garry Lewis**, Business Development Director  
**Roy Choudhury**, Supply Chain Director





# Agenda

- Introduction to WorleyParsons
- UK opportunities
- Global Supplier Portal
- Local contacts
- Q&A



# WorleyParsons - A bright **new opportunity**

**106** offices **42** countries **22,800** people globally **+3,000** people serving the North Sea



Local service. Global footprint. Fresh approach.  
WorleyParsons is committed to the continued success  
of our North Sea customers.

**420+**  
topside projects

**AUD4,377m**  
aggregated revenue for  
financial year 2017

**60+**  
years' global  
hydrocarbons experience

**45**  
years' experience  
in the North Sea

**37+**  
long-term offshore  
facilities contracts

# OneWay™ to zero harm

OneWay™  
to zero harm



OneWay™ is our global integrity framework for industry leadership in zero harm.

It consists of simple statements (expectations) that describe the way we work across key areas of our business. In meeting these expectations, we align our business, and establish the foundation for achieving our vision of industry leadership in zero harm.

Elements of OneWay™:



Leadership and governance



Working with our customers



Management of change



Risk management



Engineering



Critical incident avoidance, response and recovery



Caring for our people and the environment



Working with the supply chain



Incident and behavior analysis



Selection and competency

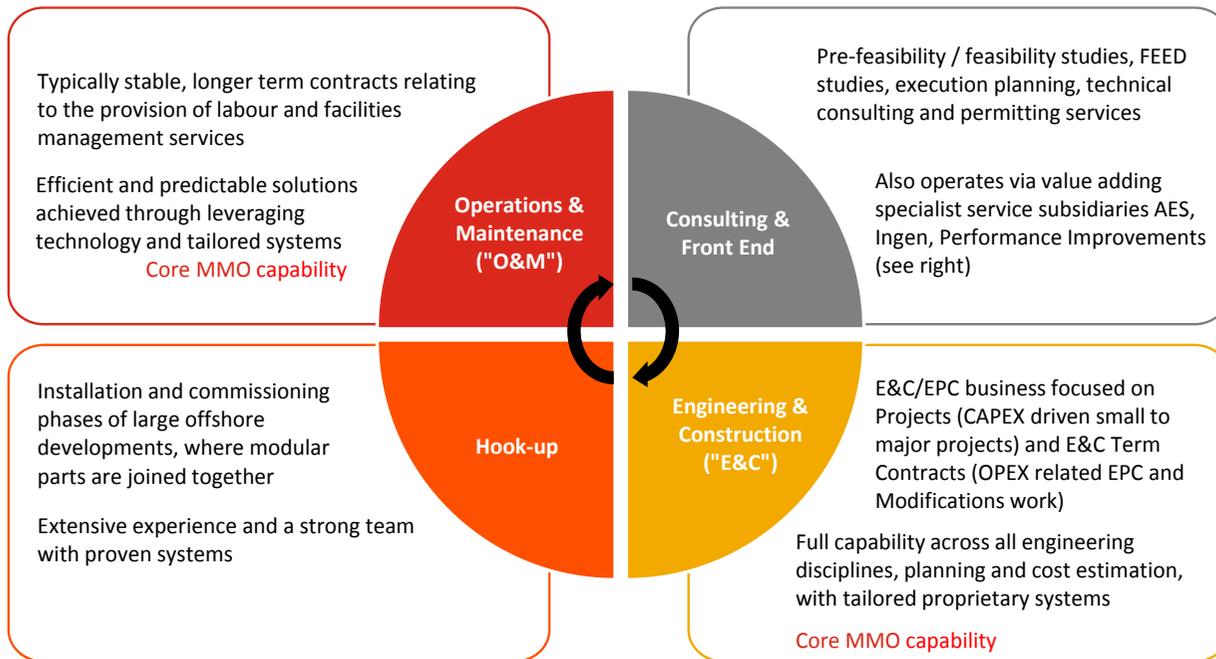


Field activities



Assessment and improvement

# Broad offering of **integrated solutions**



Our subsidiaries support main business units and can also operate as standalone businesses

	Function	Business unit supported:
<b>AES</b>	Asset integrity consulting	Consulting & Front End, E&C, Hook-up, Decommissioning
<b>ingen</b>	Front end upstream consulting; capability extends to subsea	Consulting & Front End
<b>PI</b> Performance Improvements (PI)	Process optimisation specialists	Consulting & Front End
<b>scopus™</b>	Repair order and minor modifications service provider; Tier 2/3 contractor. Leading supplier of survey services.	E&C, Hook-up, Decommissioning
<b>see</b>	Equipment hire and management / analysis services (onshore/offshore)	E&C, Hook-up, O&M, Decommissioning
<b>primat recruitment</b>	Specialist recruitment and contractor assurance service, managing labor supply contracts	Consulting & Front End, E&C, Hook-up, O&M

# UK Opportunities



# Our contracts and projects

Client	Project / contract	Scope	Supply Chain contact
     	<p>BP Clair Ridge HUC</p> <p>BP Glen Lyon FPSO</p> <p>East Irish Sea</p> <p>Centrica Storage Limited</p> <p>ConocoPhillips</p> <p>Cygnus</p> <p>Dunlin</p>	<p>Hook-up &amp; commissioning services</p> <p>Hook up, commissioning &amp; follow-on engineering</p> <p>Engineering, construction &amp; projects</p> <p>Engineering, procurement &amp; construction services</p> <p>Engineering &amp; Construction and Operations &amp; Maintenance</p> <p>Hook-up &amp; commissioning services</p> <p>Operating support</p>	<p>Craig Bennett</p> <p>Nick Sorrie</p> <p>John Sutheran</p> <p>Alistair Powell</p> <p>Dave Hutcheon</p> <p>Hannah MacRory</p> <p>Hugh Bennet</p>

# Our contracts and projects

Client	Project / contract	Scope	Supply Chain contact
     	<p>Forties Pipeline System (FPS)</p> <p>Maersk Oil</p> <p>Via Ingen Via Primat Recruitment</p> <p>Nexen</p> <p>Repsol Sinopec ESS Repsol Sinopec OLS</p> <p>Southern North Sea</p>	<p>Operations, maintenance &amp; project support</p> <p>Integrated services contract</p> <p>Engineering Offshore labour supply</p> <p>Engineering, procurement &amp; construction services</p> <p>Engineering services support (call-off basis) Offshore labour supply</p> <p>Operations &amp; Maintenance Engineering &amp; Construction</p>	<p>Jan Smith</p> <p>Neil Emslie</p> <p>Nigel Ross Mark Selby</p> <p>Alan Purkis</p> <p>Craig Willet Mark Selby</p> <p>Kerri Plummer</p>

## UK Supply Chain facts and figures

£50M  
Procurement  
Spend

6,284 Purchase  
Orders placed

130 FPAL  
Assessments  
completed in 2017

Awarded Supply  
Chain Code of  
Practice Excellence  
Award in 2017

145 people  
supporting  
Supply Chain

Spread across 4  
key locations

15 partnerships  
with suppliers

# Nexen – immediate opportunities

Contact: Alan Purkis

- Overhead Offshore Gantry Cranes x 2
- 500 Te approx Topside Module
- Duplex Slug Catcher Vessel
- Hydrocyclone Skid Package
- Chemical Injection Package
- 440V Switchboard
- Gas Chromatograph Package
- Nucleonic Level Transmitters
- V Cone Flowmeter
- Water Cut Analyser
- Aspirated Smoke & Gas Detection System
- In-line Instrumentation Packages
- Manual Valve Packages
- Control, Relief and Actuated Valve Packages



# Great Yarmouth – immediate opportunities

Contact: Kerri Plummer

- Warehousing and logistics providers
- Fabric maintenance
- Hydraulics
- Inspection
- Equipment rentals
- Piping integrity services



# Repsol Sinopec – immediate opportunities

Contact: Craig Willett

- Multiple fabrication opportunities for pipework modifications
- Offshore welding and NDE scopes including heat treatment
- TUTUs
- HIPPs system scopes
- Chemical injection packages
- WI Pumps
- Caissons - potential large volumes of work in 2018 for removal and reinstatement



# BP – immediate opportunities

## Clair Ridge

Contact – Craig Bennett

- Piping valves

## Quad 204

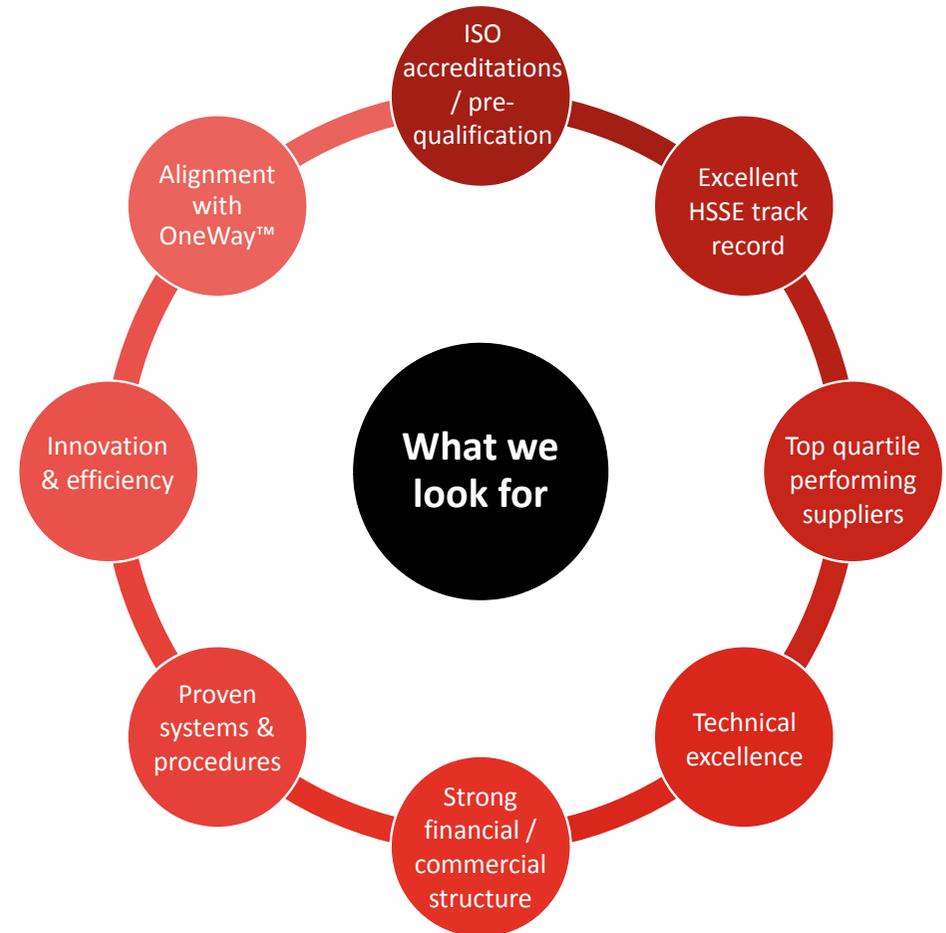
Contact – Nick Sorrie

- Water injection replacement spools
- Pipe rack stress replacement



# 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?



How to do **business**  
with us



# Global Supplier Portal

Registration allows you to **present your company** and its services to WorleyParsons.

Buyers will use the Global Supplier Portal to obtain a list of suppliers to source their required commodity along with FPAL.

More information:

- <http://www.worleyparsons.com/AboutUs/Opportunities/Pages/default.aspx>
- [isupplierhelpdesk@WorleyParsons.com](mailto:isupplierhelpdesk@WorleyParsons.com)



## Local **contacts**

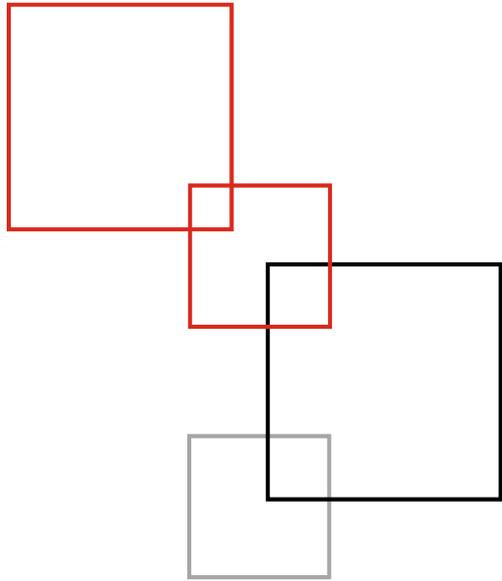
### Aberdeen Supply Chain

- [SCMenquiries@amecfw.com](mailto:SCMenquiries@amecfw.com)

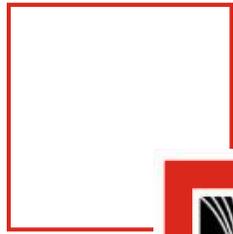
### Subsidiary Supply Chain

- [Nigel.Ross@ingen-ideas.com](mailto:Nigel.Ross@ingen-ideas.com) - Ingen
- [alex.mccrimmon@amecfw.com](mailto:alex.mccrimmon@amecfw.com) – Specialist Equipment Solutions (SES)
- [Neil.Brady@scopuseng.com](mailto:Neil.Brady@scopuseng.com) - Scopus



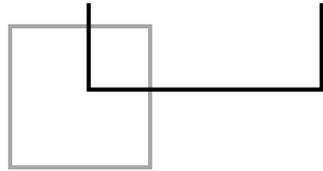


**QA**  
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