In collaboration with PETRONAS, Malaysia Petroleum Resources Corporation (MPRC) is pleased to invite your company to participate in this survey.

As the OGSE industry adjusts to new realities of this sustained lower oil price environment, we seek to better understand industry trends and challenges through a holistic assessment of corporate and financial information, and growth outlooks from the perspective of local OGSE companies. Data provided in this survey will be used to determine types of facilitation required by industry players on access to finance, innovation and technology, market access and internationalisation, and human capital.

We look forward to your support to provide insights that will be useful in ongoing efforts to transform Malaysia into the top Asia Pacific OGSE hub, maximising growth opportunities for both the industry and country.

For more information about PETRONAS and MPRC, please visit our websites at [**www.petronas.com.my**](http://www.petronas.com.my) and [**www.mprc.gov.my**](http://www.mprc.gov.my) respectively.

***Kindly be assured that your responses will be held in the strictest confidence and all responses will be compiled and analysed at an aggregated level.***

Instructions:

1. Please complete this form with data based on FY2016 (unless stated otherwise)
2. **For queries and submission of the completed form, please email us at** [**ogse.industry@mprc.gov.my**](mailto:ogse.industry@mprc.gov.my)
3. **Corporate Information**

|  |  |
| --- | --- |
| **Company Name** |  |
| **Company Registration No** |  |

1. **Financial**

**2.1 Revenue by Portfolio**

Please state your company’s **revenue by portfolio** for **FY2016** (in percentage of total revenue).

|  |  |
| --- | --- |
| **Portfolio** | **FY2016 (%)** |
| **Oil & Gas Revenue**  (Revenue sourced from Oil & Gas related activities divided by Total Revenue) |  |
| **Non-Oil & Gas Revenue**  (Revenue sourced from non-Oil & Gas related activities divided by Total Revenue) |  |
| **Total** | **100%** |

Rationale: To identify the company’s oil & gas revenue contribution

**2.2 Revenue by Oil & Gas Segments**

Please state your company’s **revenue by Oil & Gas segments** for **FY2016** (in percentage of **total Oil & Gas revenue** as stated in Section 2.1). The segments are **based on Petronas SWEC Level 1**. The total revenue contribution from ***segments 1-15*** shall add up to 100%.

| **No** | **Segments (SWEC Level 1)** | **Revenue contribution**  **(%)** |
| --- | --- | --- |
| 1. | Air, Land and Marine Transportation & Support Services |  |
| 2. | Civil, Structural & Building Maintenance Services |  |
| 3. | Engineering Design & Consultancy Services |  |
| 4. | Geological, Geophysical & Geomatics Services |  |
| 5. | Health, Safety, Environment (HSE) & Quality Assurance (Material, Corrosion & Inspection) Services |  |
| 6. | Manpower Supply Services |  |
| 7. | Mechanical, Electrical, Instrumentation Engineering & Maintenance Services |  |
| 8. | Pipeline & Associated Services |  |
| 9. | Production / Drilling / Workover Associated Services |  |
| 10. | Special Categories Maintenance Services |  |
| 11. | Subsea & Underwater Services |  |
| 12. | Tanks / Tank Farms Services |  |
| 13. | Warehousing & Storage Handling Services |  |
| 14. | Catering, ICT, Office Administration, Marketing & Sales Support Services |  |
| 15. | Products & System Suppliers / Manufacturers |  |
| **Total Oil & Gas Revenue** | | **100%** |

Rationale: To identify revenue contribution by segments

**2.3 International Revenue**

Please state your company’s **international** **revenue** (in percentage of **total Oil & Gas revenue**) by year. Please state N/A if this is not applicable to you.

|  |  |  |  |
| --- | --- | --- | --- |
| **Item** | **FY2015 (%)** | **FY2016 (%)** | **FY2017 (%)** |
| International Revenue  (International Revenue divided by Total O&G Revenue) |  |  |  |

Rationale: To identify OGSE companies with international revenues

**2.4 Research & Development (R&D) Expenditure**

Please provide your company’s **R&D expenditure** (in percentage of **total revenue**) by year. Please state N/A if this is not applicable to you.

|  |  |  |  |
| --- | --- | --- | --- |
| **Item** | **FY2016 (%)** | **FY2017(%)**  **(Budgeted)** | **FY2018 (%)**  **(Estimated)** |
| Research & Development  (R&D Expenditure divided by Total Revenue) |  |  |  |

Rationale**:** To establish a baseline for technology development and identify trends in R&D expenditure

1. **Growth Plan**

**3.1 Domestic Business Plan**

In the next 3 years, what are **growth plans for your domestic business**? Please mark **(x)** where applicable.

1. Upgrade / expansion of current facilities
2. Purchase / development of new facilities
3. Purchase new assets / machineries
4. Secure joint venture partners
5. Conduct merger and acquisition exercise
6. Others (please specify)

|  |
| --- |
|  |

­­­­­­­­­­­Rationale: To identify OGSE growth plans for domestic business and areas where MPRC can add value

**3.2 Target Countries for Export**

Please state your company’s top-3 **target countries for export** in the next 3 years. This may include existing and new markets. Please state N/A if this is not applicable to you.

|  |  |  |
| --- | --- | --- |
| **No** | **Country** | **Products and/or Services offered/to be offered**  **(based on SWEC Level 1)** |
| 1. |  |  |
| 2. |  |  |
| 3. |  |  |

Rationale: To identify key target markets for OGSE companies

**3.3 Challenges for Export**

What are your main challenges in exporting to other countries? Please specify below:

|  |
| --- |
|  |

Rationale: To identify main challenges faced by OGSE companies

**3.4 Support for Export**

What **government support** listed below would assist your export aspirations? Please mark **(x)** where applicable.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Facilitations** | **Irrelevant** | | **Relevant** | **Highly Relevant** | |
| **1** | | **2** | **3** | |
| Government to Government (G2G)   1. Access to National Oil Companies 2. Trade Missions 3. Bilateral Agreements |  |  | | |  |
| International Networking   1. Foreign Trade Agencies / Associations 2. International Events (e.g OTC, ONS, OE, ADIPEC) 3. Identify Reliable International Partners |  |  | | |  |
| Company Visibility   1. Industry Promotion 2. Malaysia OGSE Catalogue |  |  | | |  |
| Market Intelligence   1. Country Insights (e.g reports, talks) 2. Local Content Requirement 3. Foreign Tax Requirement |  |  | | |  |
| Access to Finance   1. Export Financing (e.g loans, grants, project financing) 2. Foreign Government Incentive for FDI |  |  | | |  |

Rationale: To identify areas of support required for OGSE export activities

**3.5 Participation in International Trade Shows**

Please list **three (3) international trade shows** your company is planning to participate in 2018 and 2019 (in order of importance) and mark **(x)** for your mode(s) of participation.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **No** | **Trade Show** | **Mode of Participation** | | |
| **Visitor** | **Exhibitor** | **Speaker** |
| 1. |  |  |  |  |
| 2. |  |  |  |  |
| 3. |  |  |  |  |

Rationale: To have visibility of trade shows that are important to the industry and maximize Malaysian participation at these trade shows

1. **Access to Finance**

**4.1 Debt Financing**

In the past 12 months, has your company experienced **a 100% rejection from all banks** on all new loan application(s) despite having contract(s) in hand? Please mark **(x)** where applicable.

YES  NO  No requirement for new loans

If **YES**, what was/were the reason(s) for rejection?

|  |
| --- |
|  |

Rationale: To identify the magnitude of 100% loans rejection as well as understand the reason(s) behind it

**4.2 Debt Restructuring**

In the past 12 months, has your company experienced **any rejection** on loan Rescheduling & Restructuring (R&R) applications? Please mark **(x)** where applicable.

YES  NO  No requirement for R&R

If **YES**, what was/were the reason(s) for rejection?

|  |
| --- |
|  |

Rationale: To gauge the effectiveness of current facilities to support debt restructuring

**4.3 Equity Financing**

In the past 12 months, has your company raised **additional capital** via equity? Please mark **(x)** where applicable.

YES  NO

If **NO**, what was/were the reason(s)?

|  |
| --- |
|  |

Rationale: To identify challenges faced by OGSE companies in obtaining equity financing

**4.4 Support for Access to Finance**

How relevant are the following **existing government facilities** to support your company’s financial situation? Please mark **(x)** where applicable.

Note: Further information on existing government financing schemes for OGSE companies is available at www.mprc.gov.my/finance

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Government Facilities** | **Irrelevant** | | **Relevant** | | | **Highly relevant** | |
| **1** | | **2** | | | **3** | |
| Financial advisory |  |  | |  |  | |  |
| Debt financing |  |  | |  |  | |  |
| Equity financing |  |  | |  |  | |  |
| Debt restructuring & rescheduling (e.g CDRC, SDRS) |  |  | |  |  | |  |
| Working capital guarantee schemes (e.g SJPP, CGC) |  |  | |  |  | |  |
| Others (please specify) |  |  | |  |  | |  |

Rationale: To identify government facilities that are most relevant to companies

1. **Technology Development**

**5.1 Technology Solutions**

Is your company involved in **developing technological solutions**? Please mark **(x)** where applicable.

YES  NO

Rationale**:** To identify companies developing technological solutions

**5.2 Patents**

Please provide the number of **patents owned** as of December 2017. Please state N/A if this is not applicable to you.

|  |  |
| --- | --- |
|  | **2017** |
| Patents owned |  |

Rationale**:** To identify companies that generate proprietary technology

**5.3 Challenges in R&D**

What are the **challenges** for your R&D efforts? Please mark **(x)** where applicable.

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Challenges** | **Irrelevant** | | **Relevant** | | | **Highly relevant** | |
| **1** | | **2** | | | **3** | |
| Access to demand |  |  | |  |  | |  |
| Access to skilled personnel |  |  | |  |  | |  |
| Access to financing |  |  | |  |  | |  |
| Access to research facilities/incubators |  |  | |  |  | |  |
| Others (please specify) |  |  | |  |  | |  |

Rationale: To obtain feedback on challenges as input for continuous improvement of government initiatives and programs

1. **Human Capital**

**6.1 Expenditure Allocation**

Please state by **amount (MYR)** in the following fields indicated below.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **FY2015** | **FY2016** | **FY2017 *(Budgeted)*** | **FY2018**  ***(Estimate)*** |
| Total Employee Remuneration |  |  |  |  |
| Total Training Expenditure |  |  |  |  |

*Employee Remuneration is the sum of columns E & F of Form E issued by the Inland Revenue Board of Malaysia*

Rationale: To calculate level of productivity by dividing the total number of workforce against total remuneration

**6.2 Workforce by Job Areas**

Please fill in the number of employees in the relevant category.

|  |  |  | **Total Employees** | | | | | | **Foreign Talent** | |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Workforce Classifications** | **Job Category** | **Job Areas** | **Actual** | | | | **Forecast** | | **Actual** | **Forecast** |
| **2015** | | **2016** | **2017** | **2018** | | **2017** | **2018** |
| **Management** |  | C- Suite / Senior Management Team |  | |  |  |  | |  |  |
| **Technical** | Engineers | Civil & Structural Engineers, Materials & Metallurgical Engineers, Mechanical Engineers, Pipeline Engineers |  | |  |  |  | |  |  |
|
|
| Computer Engineers, Electrical & Instrumentation Engineers |  | |  |  |  | |  |  |
|
| Environmental Engineers, Geological Engineers, Geomatics Engineers, Marine-related Engineers |  | |  |  |  | |  |  |
|
| Chemical Engineers |  | |  |  |  | |  |  |
| Cost Control Engineers |  | |  |  |  | |  |  |
| Mining Engineers |  | |  |  |  | |  |  |
| Petroleum Engineers |  | |  |  |  | |  |  |
| Research & Development Engineers |  | |  |  |  | |  |  |
| Geosciences | Geochemist, Geologist, Geophysicist |  | |  |  |  | |  |  |
| Marine & Nautical Services | Deck Officers, Engineering Officers, Marine Operations, Offshore Specialties |  | |  |  |  | |  |  |
| Project Management | Project Coordinator |  | |  |  |  | |  |  |
| Project Manager |  | |  |  |  | |  |  |
| Project Scheduler |  | |  |  |  | |  |  |
| QA/QC Engineer |  | |  |  |  | |  |  |
| **Business Support** | Business & Operations Support | Finance & Accounts |  | |  |  |  | |  |  |
| Health, Safety & Environment |  | |  |  |  | |  |  |
| Environment Management |  | |  |  |  | |  |  |
| Supply Chain Management |  | |  |  |  | |  |  |
| Trading |  | |  |  |  | |  |  |
| Sales & Marketing |  | |  |  |  | |  |  |
| Business Development |  | |  |  |  | |  |  |
| Human Resource Management & Admin |  | |  |  |  | |  |  |
| IT |  | |  |  |  | |  |  |
| **Skilled** |  | Chemical Technicians |  | |  |  |  | |  |  |
| Electrical Technicians |  | |  |  |  | |  |  |
| Geological, Seismic & Mineral Technicians |  | |  |  |  | |  |  |
| Marine Technicians |  | |  |  |  | |  |  |
| Mechanical Technicians |  | |  |  |  | |  |  |
| Oil and Gas Transportation Services |  | |  |  |  | |  |  |
| Research & Development Analyst |  | |  |  |  | |  |  |
| Warehouse Technicians |  | |  |  |  | |  |  |
| Well Testing Services Supervisors |  | |  |  |  | |  |  |
| Control Centre Operators |  | |  |  |  | |  |  |
| Drilling Rig Operators |  | |  |  |  | |  |  |
| Field Production Operators |  | |  |  |  | |  |  |
| Heavy Equipment Operators |  | |  |  |  | |  |  |
| Plant & Facility Operators |  | |  |  |  | |  |  |
| Seismic Operators |  | |  |  |  | |  |  |
| Well Services Operators |  | |  |  |  | |  |  |
| Insulators |  | |  |  |  | |  |  |
| Machinists |  | |  |  |  | |  |  |
| Millwrights |  | |  |  |  | |  |  |
| Pipefitters |  | |  |  |  | |  |  |
| Welders |  | |  |  |  | |  |  |
| Drilling & Service Rig Work |  | |  |  |  | |  |  |
| Scaffolding |  | |  |  |  | |  |  |
| General |  | |  |  |  | |  |  |
| Others (please specify) | | | |  |  |  | |  |  |  |

Rationale: To identify employment trends in specific job areas

**6.3 Critical Job Areas**

Please fill in **top 3 critical job areas** required by your company in the table below. Please refer to Question 6.2 for list of Job Areas.

**Note**: Critical job areas can be defined as job areas that are difficult to fill in or job areas that are important for future business.

|  |  |  |
| --- | --- | --- |
| **No.** | **Job Areas** | **Job Responsibility** |
| 1 |  |  |
| 2 |  |  |
| 3 |  |  |

Rationale: To identify critical job areas to help determine a more accurate upskilling/reskilling intervention

1. **General Comments and Feedback**

Please leave any general comments or feedback that you may have

|  |
| --- |
|  |

Thank you for completing the OGSE industry survey. Your input is valuable for the growth of Malaysian OGSE industry. The results will be compiled and analysed at an aggregated level.

MPRC on a best endeavour basis shall safeguard and secure all information provided in this OGSE Industry Survey (“Confidential Information”). MPRC will not disclose or use any Confidential Information for the benefit of any third party without prior consent.