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## UPCOMING EVENT

# MPRC INDUSTRY NETWORKING TALK

DATE: 9 September 2016 (Friday)

Write in to [industry.talk@mprc.gov.my](mailto:industry.talk@mprc.gov.my) to know more.

## HIGHLIGHTS

# Highlights from OTC Houston 2016



(From left) Rusiah Mohamed, Kua Kiat Chye, En Muhammad Zamri Jusoh, Ir Dr Shahreen Madros, Syed Azlan Syed Ibrahim, during the plaque giving ceremony in the Malaysia Pavilion at OTC Houston 2016

As OTC Asia closed its curtains on the 25 of March 2016, MPRC once again embarked on another OTC chapter, this time at the NRG Park, Houston, Texas, USA on the 2 May to 5 May 2016 for the fifth consecutive year. More than 12 Malaysian oil & gas corporations including Muhibbah Engineering, International Conference &

Exhibition Professional (ICEP), 10 Oil & Gas SMEs as well as a number of government agencies participated in the annual OTC Houston conference to showcase their capabilities and promote Malaysia's role as the preferred destination for oil & gas services and equipment (OGSE) activities.

## Key Highlights from OTC Houston 2016



- Tour to Houston Technology Centre (HTC) along with MIDA, MATRADE and 4 SMEs (ProEight, OTI, MIT, & Energy Quest).
- MY Pavilion launch and walkabout by En. Zamri Jusoh, Vice President of Malaysia Petroleum Management, PETRONAS.
- Represented KL in the 2nd official WECP working meeting.
- MY Pavilion visit by WECP President, The Honorable Michael Savage, Mayor of Halifax Regional Municipality, and

WECP Vice President, Mr. Gareth Morgan, Principal Trade & Investment Officer, City of Cape Town.

- Houston Technology Centre (HTC) and Scottish Development International (SDI) shared their respective areas of expertise and interest for collaboration with Malaysian players at the 2nd MY Pavilion Industry Talk.
- 125 business matchings from more than 35 international companies from Korea, the UK, US, and the Middle East.

Continued from page 1

## Highlights from OTC Houston 2016



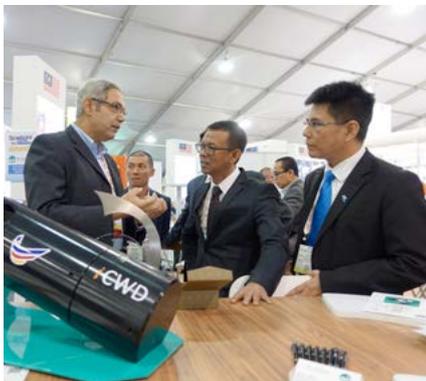
En Muhammad Zamri Jusoh (2nd from right), PETRONAS' Vice President, Malaysia Petroleum Management being briefed by Bob Jeffrey of ProEight Sdn. Bhd. (far left) during the PETRONAS VIP Tour at Malaysia Pavillion on the second day of OTC Houston 2016.



Group photo: Malaysia Pavillion organisers, MPRC and MATRADE with OTC Houston Chairman. (From left to right) Ahmad Azwan Ahmad Shukor, Halimathon Ahmad, Kua Kiat Chye, Ir Dr Shahreen Madros, Joe Fowler, Stephen Graham, Rusiah Mohamed, Stephanie Gillett



Mayor Mike Savage delivering his opening remarks at WECP 2016 Networking Reception.



MIT Technologies's Managing Director, Ahmed Tahoun (far left), explaining their products & services to En Muhammad Zamri Jusoh, PETRONAS' Vice President, Malaysia Petroleum Management accompany by Ir Dr Shahreen Madros, MPRC's Executive Director, during the PETRONAS VIP Tour at Malaysia Pavillion on the second day of OTC Houston 2016.



The Malaysia Pavilion themed "Connect, Partner and Grow" at OTC Houston 2016.



Sid Vinyard, external speaker from Houston Technology Centre, Asia & Middle East delivering his talk on Houston Technology Centre (HTC)-US and programmes by HTC - Asia at the Malaysia Pavillion Industry Talk area.



Group photo of Malaysia Pavillion organisers, MPRC and MATRADE with Malaysia Pavillion Exhibitors at OTC Houston 2016.

HIGHLIGHTS

# SMM Oil & Gas to Iran- 3rd to 9th May 2016

## O&G Opportunities in Post-Sanctions Iran

Iran is rebuilding its energy industry and seek to restore sales of crude to international markets after US and European Union sanctions were lifted in January 2016. Six months on, Iran is gearing up for tenders on oilfield development rights to IOCs.

Its goal: for production and exports to rise back to pre-sanctions level. The third-largest OPEC producer after Saudi Arabia and Iraq was pumping 4.2 million barrels of oil a day towards end-2011, before the US and EU intensified their sanctions. To circumvent the sanctions imposed between end-2011 and end-2015, Iran adopted an “economy of resistance”, focusing on developing a self-reliant economy, increasing investments

abroad and reducing taxes to encourage domestic industries.

By developing indigenous technology and expertise, Iran continued to produce oil, albeit at a lower rate. In 2013, Iran’s oil production totalled 2.7 million barrels and 2.8 million barrels in 2014.

The country’s oil and gas industry is in critical need of technology upgrade—improved oil recovery and enhanced oil recovery, reservoir modelling and management, and offshore—if it aims to boost production, thereby presenting investment opportunities for Malaysian OGSE firms.

Evidence of growing international interest in Iran’s oil and gas industry can be gauged from the strong attendance at

its 21st International Oil & Gas, Refining & Petrochemical Exhibition in May 2016. The event attracted over 100,000 trade visitors and 200 exhibitors. This included as well national pavilions from China, South Korea, Spain, Austria, Denmark, France, Italy, the Netherlands, Japan and Malaysia among others.

A total of 11 Malaysia OGSE companies participated in MATRADE’s inaugural specialised marketing mission to Iran and the exhibition. The participating firms expressed optimism about their ability to do business in Iran within the next 12-18 months, in view of Iran’s demand for services such as pipeline inspection solution, mechanical pipeline and piping services.

### IRAN O&G OPPORTUNITIES FOR MALAYSIAN OGSE FIRMS

#### SERVICES

Inspection, Testing, Accreditation, Asset Integrity Management, HSE

Training, Manpower Supply

#### TECHNOLOGY

IOR/EOR-related technologies  
Reservoir modelling and management

Offshore expertise

#### SOURCING

Petroleum & petroleum-related products

#### INVESTMENT

Upstream & downstream segments  
In-country facilities.

### REFINERY

#### UPSTREAM

- Current reserves estimated at 157.8 billion barrels of oil (9.3% of the world’s total oil) and 34 trillion cubic meters of gas (18.2% of world’s total natural gas reserves)
- 70% of Iran’s crude oil reserves are located onshore

#### DOWNSTREAM

- Plans to add 1.8 mmb/d in refining capacity; total refining capacity target by 2019: 3.5 mmb/d
- Three major on-going refinery construction projects: Persian Gulf Star Refinery, Siraf Comprehensive Refinery Project and Anahita Refinery

### LNG

#### DOWNSTREAM

- Plans to establish LNG facility (Iran LNG Co.) consisting of 2 LNG trains, each with a capacity 5.4 mtoe per annum; target completed date 2019

### PETRO-CHEMICAL

#### DOWNSTREAM

- Largest petrochemicals producer in Middle East with annual output at 54.7 million tonnes. Plans to increase annual output to 105 million tons
- 280 operational facilities
- 55 new petrochemical projects in various stages of planning and completion.
- Largest petrochemicals producer in Middle East with total annual output at 54.7 million

## EVENTS

# MPRC Industry Networking and Talk #1

## OGSE Landscape and Business Opportunities in Brazil

In April, MPRC hosted an industry networking and talk on oil & gas opportunities in Brazil. Representatives from the National Organisation of the Petroleum Industry (ONIP) and Brazil's trade and investment promotion agency Apex-Brasil shared with industry players Brazil's deepwater opportunities offshore as well as thoughtful insights on the current political developments in the nation. Participants also learnt about the nation's local content obligations in its oil and gas industry. Story and key statistics on Brazil below.

### Looking to Brazil

The oil and gas industry has been a mainstay of Brazil's economy for the last decade, accounting about 12% of the Latin American nation's GDP. Recent offshore oil and gas discoveries have made Brazil one of the world's major producers, thus providing ample investment and partnership opportunities for suppliers around the world, including Malaysia's oil and gas services and equipment companies.

It is worth noting that much of the nation continues to be underexplored—this includes the Santos and Campos basin. With analysts pegging pre-salt offshore area in Brazil to contain 56 billion barrels of oil, Brazil's geological opportunity continues to be attractive to foreign IOCs.

At MPRC's recent industry networking and talk session on Brazil, MPRC executive director Ir Dr Shahreen Madros opined that with both Malaysia and Brazil pushing deeper and farther into technologically difficult fields for oil deposits, opportunities abound for both nations to collaborate and develop cost-effective solutions.

"I see plenty of opportunities for Malaysian OGSE firms to expand their presence in Brazil. Similar to Brazil, we are seeing the shift to deeper waters and marginal fields in the search for oil deposits in Malaysia. So there is a significant overlap in technology and capabilities that we can tap into," he said.

APEX-Brasil's representative Sergio Ferreira shared that sentiment, emphasising ample opportunities for



MPRC's Promotion and Business Opportunities team in a group photo with the esteemed speakers, Aloisio Nobrega from National Organization of the Petroleum Industry, Brazil and Sergio Farias Ferreira from the Brazilian Trade and Investment Agency

foreign firms, from international oil companies to service providers, as state-controlled oil company Petrobras still plans to invest around US\$98.4 billion between 2015 and 2019—although this is significantly lower than the original forecast of US\$130.3 billion. Currently the world's most indebted oil company, Petrobras has commenced sale of some of its assets, trimmed capital expenditure in a bid to reduce debt.

"It is important to note that international operators' share of production [in Brazil] have risen steadily in recent years," Ferreira said, thereby signalling potential jobs. The Brazilian government also announced some changes that allow more operators besides Petrobras to participate in Brazil's oil and gas industry.

Apex's Ferreira added that "There is a window of opportunity for Malaysian players. In many ways, Malaysian and Brazilian firms share a lot of similarities, with the move to deeper waters. The technological challenges are similar and we believe unique benefits can be found with Malaysian firms partnering with Brazilian companies to jointly tap opportunities [in Brazil] via the Brazilian Petroleum Partnership Programmes," he said, adding that 21 Brazilian firms from the subsea and naval parts segment such as Micromazza, TMSA and Delp Engineering were part of the BPPP.

### Opportunities in Libra Field

Brazil has proven oil reserves of 14 billion barrels, making it the 15th largest oil and gas player in the world. However, large and promising discoveries in pre-salt area in recent years could make Brazil the 6th largest producer with oil reserves estimates reaching 42 billion barrels.

"What I want to point out is that these discoveries in one of the large fields, such as the Libra field, are undeveloped. The reserves estimate for Libra field is astonishing. Yet Petrobras does not have the financial strength nor the capability to develop this field. To me, this is a wonderful problem as it gives opportunity to foreign players to participate in this exciting development," said Aloisio Nobrega, a director at ONIP, a national organisation which serves as intermediary for the cooperation between upstream, midstream and downstream companies, as well as suppliers and government within the oil sector in order to enhance industry competitiveness.

Located in the Santos basin about 170km south of Rio de Janeiro, the vast Libra field was discovered in October 2010 and has oil reserves estimated at 12 billion barrels. Brazil's national Petroleum Agency expects Libra to produce more than Brazil's current oil fields combined: Roncador, Lula, Jubarte, Marlim Sul and Marlim.

*More on next page*

Continued from page 3

## MPRC Industry Networking and Talk #1

### Political, Local Content Concerns

While Brazil's oil and gas is one of the most economically interesting industry in the country, the country has sunk into the worst recession in 25 years. Business confidence was also undermined by a turbulent political situation.

Asked whether development in oil & gas will be curtailed significantly due to Brazil's political situation. Nobrega shared that "the oil discoveries are under contract, and thus, there is an obligation to complete the contracts."

"With Petrobras in turmoil, international oil companies will therefore play a more important role in Brazil's oil and gas landscape. So I have no doubt that the oil and gas development will go on. It is still economically viable to explore and produce," Nobrega said.

In Nobrega's second part of his presentation, he explained that the local content policy that was launched in 2003, has reached a critical phase for the country, requiring at least 35% of goods and services to be sourced from domestic

suppliers in exploration phase. In the case of Libra field, the local content for production is around 50% to 59%.

"The goal of the Brazilian government is to boost local content through a sustainable way. There is a huge demand for subsea but the existing Brazilian

suppliers aren't equipped to manufacture subsea hardware, leading to a backlog of demand and requirement. That is why I am here in Malaysia. Malaysian firms have the experience and existing expertise in subsea to go to Brazil and establish your firms there."

#### AT A GLANCE

**Brazil Oil & Gas accounts 12% of the country's GDP**

**Petrobras earmarked US\$98.4 billion for 2015-2019 Investment Plan (revised down from previous estimate of US\$130.3 billion)**

**Brazil's oil and gas reserves are more than 300 km off its coast and 7,000m below ocean surface, beneath a thick layer of salt, sand and rocks. This makes exploration and extraction expensive due to the vast infrastructure as well as technological advances required to do so**

**The Libra Field was discovered in 2010 and covers a total area of around 1,500 square kilometres, more than double the entire area of Singapore. Estimated oil reserves around 12 billion barrels**

**Brazilian Petroleum Partnership Programme (BPPP) is a joint programme between ONIP and Apex Brasil to assist select Brazilian companies in seeking international partners to tap into oil & gas opportunities in Brazil**

**A total of 21 Brazilian companies from two priority segments: subsea and naval parts subsectors are looking for international partnerships with Malaysian and Singaporean oil and gas services and equipment companies**

## EVENTS

# MPRC Industry Networking and Talk #2

## Enabling SME Growth for Future Success



(From left) Ghazali Bin Hamzah, Senior Manager, Business Advisory & Support Division, SME Corporation Malaysia, Azhar Kasan, Head, Specialised Banking Department, SME Bank, Ir Dr Shahreen Madros, Executive Director, MPRC, Mohd Azhar Mohd Yusof, Head, Business Banking Department, SME Bank, James Chan, Vice President, Industry and Market Enabler, MPRC.

At MPRC's second industry networking and talk session in May, participants from the SME segment of Malaysia's oil & gas services and equipment (OGSE) industry learnt about the various initiatives and programmes that are in place to facilitate growth and contribution of the SMEs to Malaysia's economic growth.

Based on data by PETRONAS, Malaysia's national oil company, about 82% of the 3613 companies registered with PETRONAS are SMEs.

MPRC's executive director Ir Dr Shahreen Madros said: "What is worth noting is that of the 3,613 companies, less than 5% have ventured outside Malaysia. Malaysian SMEs

are inward looking, and against the current market landscape, there are significant consequences if SMEs do not adjust their business proposition."

The event also included presentations by SME Corporation Bhd and SME Bank Malaysia. Representing SME Corp's Business Advisory and Support Division, Ghazali Hamzah shared the organisation's wide-ranging initiatives aimed at the development of dynamic competitive and resilient SMEs in the Malaysian economy. Chief among these initiatives were the Business Accelerator Programme, a joint initiative between SME Corp and SME Bank to assist SMEs in strengthening their core business, build capacity and capability in

order to better compete in domestic and global economies.

SME Bank's Mohd Azhar Mohd Yusof, who heads the bank's Business Banking department said with increased calls for consolidation within the oil & gas segment, the bank introduced its Equity Financing Programme that will help to increase Bumiputera equity ownership on Bursa Malaysia.

"We've seen and heard about calls for consolidation in oil and gas. To help Bumiputera SMEs catch up, there are three programmes eligible Bumiputera firms can undertake, namely the Bumiputera Equity Financing Facility, Bumiputera Financing Fund and the Bumiputera SME Equity Financing Facility, for acquisition purposes," Mohd Azhar said.

For companies seeking financing for specific contracts awarded by government ministries, departments or agencies, SME Bank's Specialised Banking Department Head Azhar Kasan highlighted its contract financing scheme as an ideal solution to SMEs.

"The purpose of the contract financing scheme is to help finance the implementation of contracts SMEs have secured until full completion [of contract]. In the case of OGSE SMEs, as long as SMEs are registered with PETRONAS, then we would be well-placed to finance your contract," Azhar said. View the next page for an overview on SME Corp and SME Bank initiatives for OGSE SMEs.

More on next page

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## MPRC Industry Networking and Talk #2



## EQUITY FINANCING PROGRAMME

FINANCING PROGRAMME	Bumiputera Financing Fund Facility (BFF)	Bumiputera Equity Financing Facility (EquiBumi)	Bumiputera SME Equity Financing Facility (BASE)
<b>PURPOSE</b>	<ul style="list-style-type: none"> <li>To support Government's mandate as per National Budget 2013</li> <li>To encourage entrepreneurship and increase Bumiputera equity participation in private sector</li> </ul>	<ul style="list-style-type: none"> <li>To support Government's Bumiputera agenda as per National Budget 2014</li> <li>For eligible Bumiputera companies to take over listed companies/potential for listing</li> </ul>	<ul style="list-style-type: none"> <li>To encourage in-organic growth by Bumiputera SMEs</li> </ul>
<b>KEY FEATURES</b>	<ul style="list-style-type: none"> <li>Seller or Vendor must be Government/State Linked Entity</li> <li>Financing: Up to RM50 mil or more</li> <li>Margin of financing: up to 95%</li> <li>Tenure: Up to 15 years</li> </ul>	<ul style="list-style-type: none"> <li>Must demonstrate the ability to control or influence the FLC or have potential for listing</li> <li>Financing: Up to RM50 mil or more</li> <li>Margin of financing: Up to 95%</li> <li>Tenure: Up to 15 years</li> </ul>	<ul style="list-style-type: none"> <li>Listing 'story' not required.</li> <li>Seller/Vendor need not to be Government/State Linked Entity</li> <li>Financing: Min. RM2 mil &amp; max. RM10 mil</li> <li>Margin of financing: Up to 90%</li> <li>Tenure: Up to 15 years</li> </ul>
<b>26 May 2016</b>	<b>MPRC Industry Networking and Talk 2016</b>		

### SME Bank's Contract Financing Scheme

- Contract Financing Scheme is a financing package based on product bundling concept of SME Bank's existing financing facilities
- The scheme offers financing to customers who are Main Contractors or Nominated Sub-Contractors having secured contract(s) from approved awarding parties mainly government ministries, department and agencies.

Subject	Salient Features
<b>Collateral</b>	<p><b>Cash Collateral Placement</b></p> <ul style="list-style-type: none"> <li>Bank Guarantee (Performance Bond and other contract related security deposits) = <b>Minimum 30% of the BG limit</b></li> <li>Advance Payment Guarantee (APG) = <b>Between 30% and 50% of the APG limit</b></li> <li>Other Pre-Financing Facilities = <b>Minimum 10% of limit</b></li> </ul> <p><b>Sinking Funds Deduction</b></p> <ul style="list-style-type: none"> <li>Effected upon receipt of every collection proceeds</li> </ul>
<b>Financing Concept</b>	<p><b>Pre-Implementation Financing</b></p> <ul style="list-style-type: none"> <li>Guarantees (as required under the contracts) Working Capital Financing</li> </ul> <p><b>Post-Completion Financing</b></p> <ul style="list-style-type: none"> <li>Financing receivables due from awarding parties, based on discounting of invoices already submitted to a awarding or progress claims duly certified by the awarding parties awarding parties' representative</li> </ul>
<b>Financing Limit</b>	RM750,000 and above (Guided by the highest deficit position from the contract's projected cash flow)
<b>Margin of Financing</b>	Up to 90% of the contract cost

EVENTS

# Insights from MPRC Oil & Gas Innovation Forum

## Companies Charging Ahead with R&D Amid Oil Patch

Oil & gas services and equipment companies (OGSE) in Malaysia continue to invest in technology development and innovation despite the current state of the global oil and gas landscape.

At MPRC's recent Oil and Gas Innovation Forum (OGIF) 2016, we saw experts from local and global companies reaffirming commitments on innovation for solutions in greater efficiency and effectiveness. The forum gathered a diverse group of individuals from the oil and gas community—from the operators to major service providers, SMEs and researchers—to explore industry collaboration on technology development and spark new ideas in the OGSE industry. MPRC also carried out a survey with forum participants to learn about their current standing towards research and development and the development of indigenous technologies.

The survey outlined positive trends of technology development in the next two years. At least 50% of local mid-tier OGSE companies are increasing R&D expenditure, particularly in acquisition of technology, while an overwhelming 90% of small- and medium-sized OGSE firms are investing in research and development through collaborative efforts between Universities and their respective in-house R&D teams.

Also from the survey, 90% of large OGSE companies in Malaysia spending on in-house research capabilities and acquisition of new technologies.



The Oil & Gas Innovation Forum (OGIF) 2016 brings together some of the most influential members of the oil & gas business and technology community to discuss new ideas, developments and trends in the OGSE sector.

The ramp-up in R&D during a downturn in oil prices is hardly surprising, given how technology is increasingly becoming an integral component of products for all manufacturers, not just within the technology sphere. Companies also realise that their future and near-term profitability hinges on growth drivers and new products.

MPRC's survey also found that OGSE companies are increasingly open or turning to external collaboration with universities. Following the one-day

OGIF2016, Universiti Teknologi Petronas, Universiti Teknologi Malaysia and Universiti Malaya have embarked on discussions with OGSE firms for collaboration in technology development.

Moving forward, as OGSE firms charge ahead with technology development, be it in house or through collaborative efforts with universities, establishing an enabling environment is key to give researchers and innovators the room needed to experiment and invent.

### Overview of R&D Spending by Major OGSE Firms, Mid-Tier Co's and SMEs in Malaysia



- 1.90% of Large Companies are undertaking R&D, main modes are In-House and Technology Acquisition
- 2.50% of Mid-Tier OGSEs are increasing R&D spending, main mode is via Technology Acquisition
- 3. More than 90% SMEs are spending on R&D; main R&D modes are collaboration with Universities and In-House R&D teams
- 4. As OGSEs are inclined towards R&D, the setup of an Enabling environment is key

Continued from page 4

## Insights from MPRC Oil & Gas Innovation Forum



(From Left) Azlee Ahmad, Rahimi Abdul Wahab, Keith Collins (Moderator)



Panel speakers Vickneswaran Veloo (SCOMI) and Zulkiflee Idrus (SOLARALERT) discussed potential collaboration opportunities on chemicals and subsea-marine technologies with moderator Ir Megat Zariman Abdul Rahim.



Mohammad Azmel Harun Rasheed, Vice President, Human Capital & Technology Development, delivering his closing remarks.



Participants at OGIF 2016 networking session.



A snapshot of the Q&A session at the OGIF 2016.



(From Left) Ir Dr Shahreen Madros, Ahmed Tahoun, Mohd Razali Mohd Nazir, Sharifah Zaida Nurlisha Syed Ibrahim (Moderator)

EVENTS

# 5<sup>TH</sup> Sabah Oil & Gas Conference and Exhibition

The 5th Sabah Oil & Gas Conference and Exhibition was held at the Magellan Sutera Resort, on May 23-24, with the theme of “Opportunities and Growth in the Sabah oil & Gas Industry – Finding a new balance”. The 2-day conference saw international and local exhibitors showcasing the latest equipment, technology and solutions to demonstrate competitive advantages and competencies specifically in the oil & gas industry. The conference served as an ideal platform for industry players to share operational insights as well as roles that are required to tap into Malaysia’s upstream and downstream potential.



En Muhammad Zamri Jusoh speaking at the 5th Sabah Oil and Gas Conference and Exhibition (SOGCE) 2016



5th Sabah Oil & Gas Conference & Exhibition 2016 opening and launching ceremony officiated by Datuk Raymond Tan Shu Kiah, Minister of Industrial Development for Sabah

EVENTS

# McDermott Asia Headquarters Office Opening in Kuala Lumpur

April 15 marks another milestone for McDermott, a leading provider of integrated engineering procurement, construction and installation (EPIC) services for offshore and subsea field developments worldwide. McDermott established its Asia headquarters in Kuala Lumpur, to work closely with their clients, moving forward. The move is also part of a larger trend which saw OGSE multinational companies moving its operations from Singapore to cost-efficient cities such as Kuala Lumpur - increasingly recognised as a regional hub for oil & gas industry.



VIPs and attendees networking and exchanging stories with one another



Mr Hugh Cuthbertson, the vice-president and general manager for Asia-Pacific, speaking during the McDermott Asia Headquarters opening event in Kuala Lumpur

EVENTS

# CiTECH Delivers 2 CiBAS WHRUs to Bardegg-2 Baronia Project

## CiTECH Delivers 2 CiBAS WHRUs to Bardegg-2 Baronia Project

CiTECH, a member of the Muhibbah Engineering group of companies, has delivered two specialised heat recovery packages or CiBAS WHRUs for the Bardegg-2 Baronia project.

The Waste Heat Recovery Units or WHRUs are a staple of the oil & gas industry, capturing thermal energy (heat) from gas turbine exhaust and applying the energy elsewhere in the plant to reduce operating costs. Compared to a conventional WHRU, the CiBAS WHRU offer improved efficiencies such as reduction in overall weight and space, making it an ideal solution for offshore platforms and floating vessels in current market conditions.

All WHRUs require a heat exchange coil and, a bypass system (to control the amount of heat recovered); a silencer is also required within the utilities package to reduce the gas turbine noise output to acceptable levels. While a traditional WHRU (TWHRU) install

these components one atop another, the CiBAS contains all these key components at the same height, within each other, i.e. the coil is built around the bypass system, which is built around the silencer. The result is a lower COG, less ducting and, reduced package weight, which leads to significantly reduced capital cost.

A CiBAS unit is pre-assembled at CiTECH’s factory and includes a pre-installed support structure, resulting in fast turnaround time for installation and commissioning. The savings on installation labour is significant, but, the real benefit is it allows the EPC installation teams to focus on other issues and deliver the project on schedule.

### Key benefits to owners

CiBAS uses a unique sleeve type bypass system, which only moves vertically up or down. The sleeve is CiBAS’s only moving part, making it easy to understand & troubleshoot. Furthermore, the sleeve and its sealing edges are maintenance free.

The only maintenance is required for the external panel only, and can be performed while GT is running. The benefit is less time and money spent on CiBAS than a TWHRU.



Group photo during the ribbon-cutting ceremony to celebrate CiTECH’s completion of 2x CiBAS WHRUs for Bardegg Baronia CPP

For more information on CiBAS you can visit [www.citech.co.uk](http://www.citech.co.uk); if you are looking for a compact WHRU solution, you can contact either [enquiries@citech-malaysia.com](mailto:enquiries@citech-malaysia.com) or [enquiries@citech.co.uk](mailto:enquiries@citech.co.uk) for a consultation.

PROMOTIONS

# MOGEC- HAZOP Training for Team Member

## Companies Charging Ahead with R&D Amid Oil Patch

The Malaysian Oil & Gas Engineering Council (MOGEC) invites you to attend the HAZOP Training for Team Members- A Practical Approach. A Hazard and Operability study is a formal, systematic and detailed examination of the process and engineering intentions of new or existing facilities which assesses the hazard potential and effects on the facility as a whole when operation is outside of the design envelope, or individual items of equipment malfunction.

**Who should attend:**

- Engineers who are expected to contribute to a HAZOP session and wish to improve their efficiency.
- Project Managers who wish to understand the outcome and resources of a HAZOP session.
- Business Development Executives who need to understand where a HAZOP contributes to a project.

**Training Details:**

- Date: 16th August 2016 (Tuesday)
- Time: 9.00am-5.00pm
- Venue: Hilton Hotel, PJ



REGISTRATION FEE	NORMAL
Per Participant (MOGEC Company Member)	RM 850.00
Per Participant (non-MOGEC Company Member)	RM 1,150.00

**Closing Date:**

- 16th July 2016 (Saturday)

**For further details please contact Khasmah/ Hidayah at 03-21813153.**

PROMOTIONS

# Be part of MOGSEC 2016



If your organisation wishes to participate in the upcoming MPRC Pavilion at OGSEC 2016, please email to [razwan.zakaria@mprc.gov.my](mailto:razwan.zakaria@mprc.gov.my) (Universities) [azeem.adzmi@mprc.gov.my](mailto:azeem.adzmi@mprc.gov.my) (Financial Institution)

The 3rd Malaysian Oil & Gas Services Exhibition and Conferences (MOGSEC 2016) will be held on 28 - 30 September 2016 at Kuala Lumpur Convention Centre. MOGSEC 2016 will be an excellent avenue to meet, discuss and acquire the latest in the regional Oil and Gas industry!

Recognising the needs to bridge the oil & gas firms with our local academic institutions and the financial institutions, MPRC will organise a pavilion in MOGSEC 2016 to showcase a broad range

of available oil & gas courses and R&D programmes offered by local universities as well as the available financial assistances by the financial institutions.

Through this platform, the financial institutions and the academic institutions can explore opportunities on collaborating with the local oil & gas firms.

MPRC invites participation to MOGSEC 2016, and join our MPRC Pavilion for BETTER access!

PROMOTIONS

# Introduction to MPRC OGSE Financial Assistance Catalogue 2016

We are thrilled to announce a new publication that we are currently working on, the MPRC OGSE Financial Assistance Catalogue 2016. The publication will be the first comprehensive guide to grants, loans and tax incentives provided by Malaysian

government agencies and Development Financial institutions that are relevant to the oil & gas services and equipment (OGSE) sector. Stay tuned for more updates! Alternatively, write in to us at [information@mprc.gov.my](mailto:information@mprc.gov.my) to know more.

## PROMOTION

# ESTCON2016: MAKING WAVES IN THE INDUSTRY



**ESTCON**  
WORLD ENGINEERING, SCIENCE & TECHNOLOGY CONGRESS

ESTCON2016 is the world's biggest congress with nine conferences running in parallel. It is an excellent centre stage for knowledge sharing, intellectual discussions and also networking on various areas of interests, for all academics, researchers, scientists, engineers, interest groups and industry experts from all around the world.

**MEET THE SPEAKERS**

15 - 17 August 2016  
Kuala Lumpur Convention Centre

**Datuk Wan Zulkiflee Wan Ariffin**  
President & Group Chief Executive Officer  
PETRONAS

**Professor Jackie Y. Ying**  
Executive Director  
Institute of Bioengineering & Nanotechnology, Singapore

**Tan Sri Dato' Azman Mokhtar**  
Managing Director  
Khazanah Nasional Berhad

**Datin Paduka Marina Mahathir**  
Writer, Women's Rights & HIV/AIDS Activist

JOIN US! To register, log on to our website at  
[www.utp.edu.my/estcon2016/](http://www.utp.edu.my/estcon2016/)

**UTP**  
UNIVERSITI TEKNOLOGI PETRONAS

Universiti Teknologi PETRONAS (UTP) will be organising the World Engineering, Science and Technology Congress (ESTCON2016) with the support from Ministry of Higher Education, Ministry of Science Technology and Innovation and Yayasan UTP.

The main partners for exhibition are PlaTCOM Ventures Sdn Bhd and Malaysia Digital Economy Corporation. The congress will be held from 15 to 17 August 2016 at Kuala Lumpur Convention Centre.

Held biennially since 2010, ESTCON2016 is an excellent "centre stage" for knowledge sharing, intellectual discussions and networking on various areas of interests for all academics, researchers, scientists, engineers, interest groups and industry experts from all around the world.

More than 1,400 speakers and delegates will converge to this event with an anticipated 3,000 turnout from universities, industries and the general public.

The theme of the congress is "Engineering, Science, Technology and Humanities: Convergence for a Sustainable Future." It stresses the bridging of all community of experts in research and innovation through exchange of knowledge and ideas among researchers and industries from various countries in the world for the betterment of the society.

## ESTCON2016 is the largest congress in the world with nine simultaneously-held international conferences:

- International Conference on Integrated Petroleum Engineering & Geosciences (CIPEG2016)
- International Conference on Civil, Offshore & Environmental Engineering (ICCOEE2016)
- International Conference on Production, Energy and Reliability (ICPER2016)
- International Conference on Process Engineering and Advanced Materials (ICPEAM2016)
- International Conference on Intelligent and Advanced Systems (ICIAS2016)
- International Conference on Computer & Information Sciences (ICCOINS2016)
- International Conference on Fundamental and Applied Sciences (ICFAS2016)
- International Conference on Leadership and Management (ICLM2016) and
- International Conference on Humanities and Social Sciences (ICHSS2016)

YB Dato' Seri Idris Jusoh, Minister of Higher Education will officiate the congress, while the closing ceremony will be officiated by YB Datuk Seri Panglima Madius Tangau, Minister of Science, Technology and Innovation.

Two reputable speakers will be delivering keynote addresses during ESTCON2016 opening ceremony. They are Datuk Wan Zulkiflee Wan Ariffin, PETRONAS President and Group Chief Executive Officer with the topic "Challenges and Issues and Way Forward Related to Oil Prices" and Prof Jackie Y. Ying, Executive Director, Institute of Bioengineering and Nanotechnology, Singapore with the topic "Nanotechnology - Science, Engineering, Technology and Entrepreneurship."

**UTP invites the industry to register as participants for the congress. To register or for more information, please visit <http://www.utp.edu.my/estcon2016/>**

## MPRC PRESS RELEASE

# MPRC-MATRADE Returns to OTC Houston, Malaysia OGSE Innovations in Spotlight

Malaysia Petroleum Resources Corporation (MPRC), in collaboration with the Malaysia External Trade Development Corporation (MATRADE) showcased the capabilities of 11 Malaysia-based oil and gas services and equipment companies at the recent Offshore Technology Conference in Houston, the largest oil and gas sector trade show in the industry.

The companies, comprising a mix of small-medium enterprises and corporations, as well as MPRC and MATRADE were housed under the Malaysia Pavilion themed, "Grow in Asia from Malaysia." To mark MPRC and MATRADE's 5th joint participation at one of the most established and important platform for oil and gas technology, Muhammad Zamri Jusoh, Vice President, Malaysia Petroleum Management, PETRONAS launched the Malaysia Pavilion on May 3, 2016, followed by a PETRONAS VIP tour of the Malaysia Pavilion. At the conference, the 11 companies also successfully secured potential sales of RM1.30 billion, according to data provided by MATRADE.

Over the 4-day conference, 11 representatives from Malaysia's leading oil and gas services and equipment (OGSE) firms and SMEs showcased their first-rate development and manufacturing capabilities. In addition to the representatives-led talk sessions, special talk sessions will also tookt place at the Malaysia Pavilion, with business accelerator Houston Technology Centre to share the guidance they can provide to companies while Scottish Development International highlighted collaboration opportunities for Malaysian and Scottish firms in OGSE.

Kua Kiat Chye, MATRADE Director of Oil & Gas, Chemical and Plastic Unit said: "The Offshore Technology Conference is a good and suitable platform for Malaysian companies to expand their business networking and learn about new technologies that evolve in the oil & gas industry. Malaysia remains positive in maintaining its competitiveness globally in this industry."

**DATUK SHAHROL HALMI**  
MPRC CHIEF EXECUTIVE



“ With the Asia-Pacific region widely seen as one of the fastest growing oilfield services markets and projected to hit USD107 billion in market value by 2019, we believe that global OGSE companies will be able to forge strategic alliances with Malaysian OGSE firms to facilitate their growth plans in Asia ”

Datuk Shahrol Halmi, MPRC chief executive said: "With the Asia-Pacific region widely seen as one of the fastest growing oilfield services markets and projected to hit USD107 billion in market value by 2019, we believe that global OGSE companies will be able to forge strategic alliances with Malaysian OGSE firms to facilitate their growth plans in Asia."

The Malaysia Pavilion, will most importantly, help the Malaysian OGSE firms reach global decision-makers from key country pavilions with significant petroleum resources, independent and national oil companies, industry professionals and academics who will be heading to the show, he said.

# UPCOMING CONFERENCES

## CONFERENCES IN MALAYSIA



### ICCOEE 2016 : International Conference on Civil Offshore and Environmental Engineering

15-17 August 2016

Kuala Lumpur Convention Centre (KLCC), Malaysia

[http://usite.utp.edu.my/iccoee2016/index.php?option=com\\_content&view=article&id=62&Itemid=63](http://usite.utp.edu.my/iccoee2016/index.php?option=com_content&view=article&id=62&Itemid=63)

### Malaysian Oil & Gas Services Exhibition and Conference (MOGSEC)

28-30 September 2016

Kuala Lumpur Convention Centre (KLCC), Kuala Lumpur, Malaysia

<http://www.mogsec.com.my/home/home.php>

## CONFERENCES IN OTHER PARTS OF THE WORLD



### Oil & Gas Thailand and Petrochemical Asia 2016

6-8 September 2016

BITEC Bangkok Thailand

<http://oilgasthai.com/>



### Oil & Gas Timor Leste Expo (OTIM) 2016

28-29 September 2016

Mercado Municipal Building/ DCC, Dili, Timor Leste

<http://www.oilgastimorleste.com/about-the-event.html>



### Kazakhstan International Oil & Gas Exhibition and Conference

4-7 October 2016

Almaty, Kazakhstan

<http://www.kioge.kz/en/home/30-conference/19-conf>



### Rio Oil & Gas Expo & Conference

24-27 October 2016

Av Salvador Allende 6555, Rio de Janeiro, Brazil

<http://www.rioilgas.com.br/en/>



### Singapore International Energy Week 2015

24-28 October 2016

Marina Bay Sands, Singapore

<http://www.siew.sg/>



### Offshore Energy 2016 Exhibition & Conference

25 & 26 October 2016

Amsterdam RAI, Amsterdam, The Netherlands

<http://www.offshore-energy.biz/home/>



### Asia Pacific Oil & Gas Conference & Exhibition

25-27 October 2016

Crown Perth, Australia

<http://www.spe.org/events/apogce/2016/>



### 9th Annual Asian Downstream Week

26-27 October 2016

Sands Expo & Convention Centre, Singapore

<http://www.downstream-asia.com/>



### 2nd International Conference and Expo on Oil and Gas

3-5 November 2016

Istanbul, Turkey

<http://oil-gas.omicsgroup.com/#conference2016>



### Abu Dhabi International Petroleum Exhibition & Conference (ADIPEC)

7-10 November 2016

ADNEC, Abu Dhabi

<https://www.adipec.com/>



### The 10th edition of the International Petroleum Technology Conference (IPTC)

14-16 November 2016

Bangkok Convention Centre at CentralWorld in Bangkok, Thailand

<http://www.iptcnet.org/2016>



### The 21st International Oil & Gas Exhibition & Conference (OSEA)

29 November-2 December 2016

Marina Bay Sands, Singapore

<http://osea-asia.com/the-event/>

## MPRC REGISTRATION

# Want your company to be featured in the next edition of Malaysia OGSE Catalogue?

Follow the simple step-by-step guide below:



### STEP ONE

Download the Malaysia OGSE Catalogue form and MPRC Industry Data Gathering form

\* Both forms are downloadable via MPRC's official website at [www.mprc.gov.my](http://www.mprc.gov.my)



### STEP TWO

Fill in and complete both forms

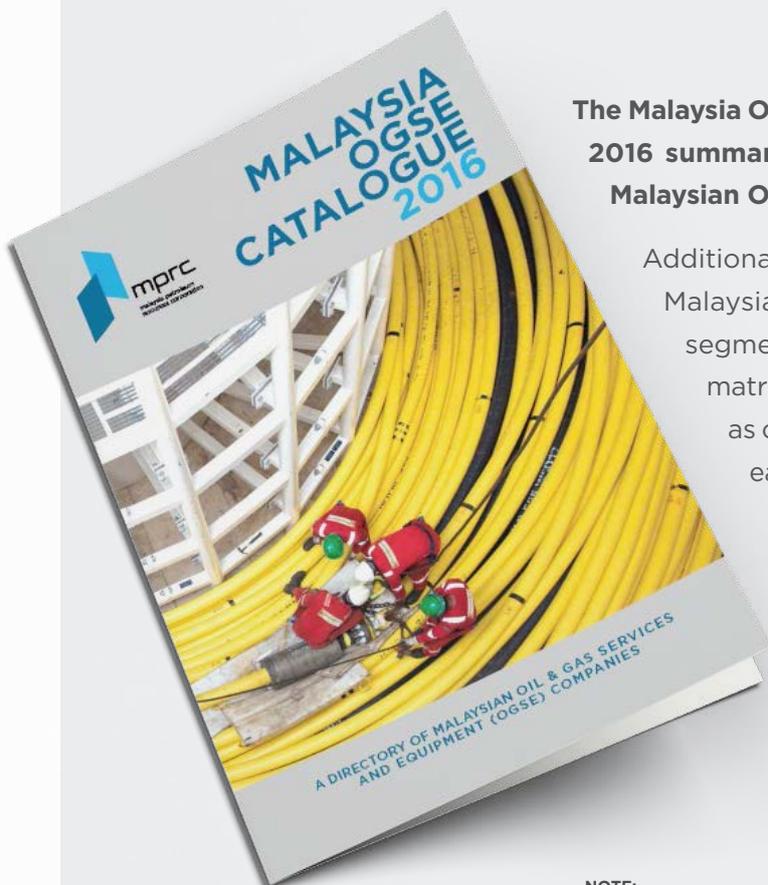
\* Please read the instructions when completing the forms



### STEP THREE

Send it back to us

\* Please send ALL the completed forms to: [ogse.industry@mprc.gov.my](mailto:ogse.industry@mprc.gov.my)



The Malaysia Oil & Gas Services and Equipment (OGSE) Catalogue 2016 summarises the background and project experiences of Malaysian OGSE companies.

Additionally, this catalogue aims to map the capabilities of Malaysian OGSE companies to complement the 13 major segments of the oil and gas value chain in a user-friendly matrix. Office addresses, telephone & fax numbers as well as contact persons and email addresses are provided for each individual company. The purpose of this catalogue is to promote Malaysian oil and gas capabilities in international markets. It will also be used as a reference point for international oil companies, national oil companies, and contractors.

#### NOTE:

A company is defined as a Malaysian OGSE company if:

- It is a Malaysian registered legal entity
- A substantial proportion of its revenue is generated from the oil and gas sector

Malaysia Petroleum Resources Corporation reserves the right to determine the suitability of Malaysian OGSE companies that will be featured in this publication. Malaysia Petroleum Resources Corporation also reserves the right to amend, modify and/or eliminate any of the Malaysia OGSE company profiles at its sole discretion, with or without prior notice.



**mprc**

malaysia petroleum  
resources corporation

## About MPRC

Malaysia Petroleum Resource Corporation (MPRC), an agency under the Prime Minister's Department was established in 2011. The agency is responsible for growing Malaysian Oil & Gas Services and Equipment (OGSE) firms and leveraging on Malaysia's strategic geographical location to enhance its position as the preferred hub for OGSE activities in the region. As the OGSE development agency, MPRC helps promote, catalyse and globalise the country's OGSE capabilities in the upstream, midstream and downstream segments. To learn more about what we do, do visit [www.mprc.gov.my](http://www.mprc.gov.my)

**Tell us  
what you think!**

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Drop us your feedback  
or suggestions at

[scd@mprc.gov.my](mailto:scd@mprc.gov.my)