

## CONTENTS

1	Interview with Syed Feizal Syed Mohammad
1	Pengerang Independent Terminals
3	Carimin looks to raise RM66.8 million in IPO, eyes November listing
4	MPRC hosts inaugural University Pavilion at Mogsec 2014
4	Ideal Jacobs (Malaysia) Corp to venture into oil & gas
6	Energy Law Talk
7	Aberdeen Drilling International launches first regional training centre in Kuala Lumpur
8	Kuala Lumpur recognised as Southeast Asia's first World Energy City
8	MPRC industry talk with Bahrain EDB
9	Upcoming oil & gas events 2014

## PENGERANG INDEPENDENT TERMINALS TO INVEST RM16 BILLION MORE TO BOOST CAPACITY IN PENGERANG

Pengerang Independent Terminals Sdn Bhd (PITSB) announced plans to invest a further RM16 billion over the next 15 years to boost its petroleum and crude storage capacity in Pengerang, as part of a plan to one day rival global hubs such as Rotterdam, Houston and Singapore.

A joint venture between oil and gas provider Dialog Group Bhd, the Johor State Government and the world's largest independent storage provider Royal Vopak, PITSB has already invested RM2 billion in Phase 1A of its facilities in the Pengerang Integrated Complex, which is part of the larger Pengerang Integrated Petroleum Complex (PIPC).

*Continue on page 2*

## INTERVIEW WITH **SYED FEIZAL SYED MOHAMMAD**

Chairman  
& Senior Vice President,  
Technip Malaysia  
& Brunei



**“ Our aim is to nurture and strengthen relationships with local oil companies and national oil companies (NOCs) in the respective countries. ”**

The Asia Pacific is on a firmer footing than it was 12 months ago, buoyed by a raft of stimulus packages announced by governments—from China to India and Malaysia—to boost economic growth and attract foreign investments.

With an improved outlook for Asia Pacific—home to over 4.2 billion people—energy consumption is set to rise as well, putting Technip in Malaysia in an investment ‘sweet spot’ given the favourable economic and political climate in the region.

Technip’s Kuala Lumpur office has been kept busy with several O&G services projects in the past few months. In October, Technip, in a joint venture with Fluor, was awarded an engineering, procurement and construction management contract for the PETRONAS Refinery and Petrochemical Integrated Development (RAPID) project,

which is part of the Pengerang Integrated Petroleum Complex (PIPC), located in Malaysia’s southern state of Johor.

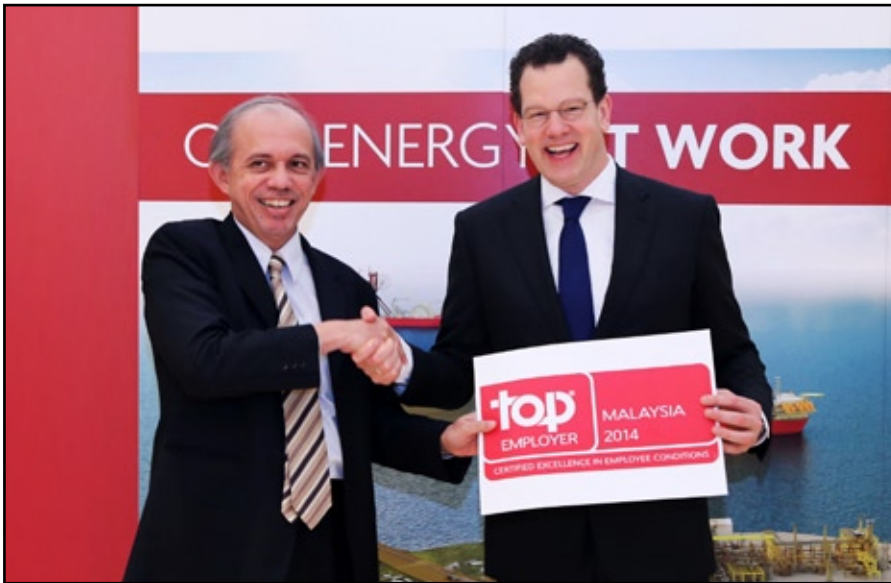
In the interview, Syed Feizal was reflective about the progress he has made in his new role as Chairman and SVP of Technip in Malaysia & Brunei, and shared details about Technip’s growth strategy in this region. He was forthcoming about his company’s human-capital enhancing strategies, which are in line with MPRC’s aim to provide a steady flow of quality human capital to the country’s O&G services and manufacturing industry.

Syed Feizal also articulated his views on the global oil & gas industry, noting that while he sees some consolidation within the industry in the near term, his outlook for the sector had not fundamentally changed, despite the recent turbulence in the energy markets.

*Continue on page 2*

Continued from page 1

## INTERVIEW WITH SYED FEIZAL SYED MOHAMMAD



Below are key excerpts from the interview:

**MPRC:** Mr. Syed Feizal, could you give us a brief history of your career and as Technip’s chairman and senior vice president for Malaysia? What are your key roles in showcasing the company’s technological capabilities?

**Syed Feizal (SF):** My career at Technip began 27 years ago in 1988, where I gained important experience in various departments from project management and procurement to tendering and finally business development. But a large portion of my career has been in the latter, heading up the business development division in Asia Pacific. I assumed my current role as SVP in April 2013 covering Malaysia and Brunei, and recently Myanmar, which is an emerging market.

**MPRC:** Several oil and gas companies seek to gain a toehold in Myanmar as well. What O&G opportunities do you see emerging in Myanmar now?

**SF:** Myanmar is a country with huge potential in terms of undiscovered reserves. [Myanmar is estimated to contain 3.2 billion barrels of oil and 18 trillion cubic feet (tcf) of natural gas reserves]. Myanmar has large shallow and offshore tracts that have seen little exploration, so the recent award of 20 offshore shallow to deep-water blocks is poised to be an exciting time for Myanmar. I think we will have a very good picture of what Myanmar would be in two to three years’ time. Companies that are in Myanmar early enough will benefit hugely from the hydrocarbon reserves. I anticipate Myanmar to evolve into a highly dynamic and interesting market once its legal frameworks and cost of doing business improve. Myanmar has the critical mass, thanks to its population of over 53 million people and its proximity to Bangladesh.

**MPRC:** What are some of the challenges you have faced in steering Technip Malaysia towards its desired direction?

**SF:** In this new role, my aim is for the company to expand the depth and breadth of our technological expertise, with the aim to engage in highly complex projects and upscale Technip’s technical performance. The goal is to enable Technip’s technology centre to be at par with global standards in terms of skills and to execute major deep-water, subsea projects and in particular, floating liquefied natural gas (LNGs) facilities, which we believe will assume a bigger role as more operators push further out offshore and require cost-effective gas monetization solutions. Technip Malaysia is the leader in floating LNG facilities and all execution of floating LNG facilities can be executed from Technip’s operational centre in Kuala Lumpur with our team of high-level experts who are equipped with specific skills set that are crucial to complex projects.

**MPRC:** Technip is building the world’s first two floating LNG vessels that will be put to use in offshore Australia and in Sarawak. Could you give us an update on the vessel-building progress?

**SF:** There was a steel-cutting ceremony for the hull of the PETRONAS floating LNG facility in June 2013, followed by the launch of the hull in 2013. I am happy to say that both floating LNGs for Sarawak and offshore Australia are making good progress. (Technip in Malaysia is executing completely the Petronas FLNG project and is supporting partly Shell Prelude FLNG of which execution is led by Paris).

**MPRC:** There is plenty of literature out there on shale gas. The Economic Report 2014, which was announced in conjunction with the recent Budget 2015, noted that shale gas will set a new order in the global oil trade. What does this mean for Technip?

Continue on page 3

Continued from page 1

## PENGERANG INDEPENDENT TERMINALS TO INVEST RM16 BILLION MORE TO BOOST CAPACITY IN PENGERANG

Dialog Group Executive Chairman and PITSB Chairman Tan Sri Dr. Ngau Boon Keat said the consortium plans to invest RM6 billion in the next five years and another RM10 billion in the following 10 years.

Malaysian Prime Minister Yang Amat Berhormat Dato’ Sri Mohd Najib Abdul Razak noted that investments in Phase 1 alone of PIPC are expected to contribute to RM18.3 billion to Malaysia’s gross national income (GNI) by 2020 and create over

8,000 jobs. “After 2020, PIPC will further contribute an additional RM48 billion to the country’s GNI and create 15,000 more jobs,” he added.

MPRC, which is mandated to transform Malaysia into the Asia-Pacific region’s top oil & gas services and manufacturing hub, views PITSB’s decision as a significant milestone in paving the way towards this objective.



Prime Minister, Dato’ Sri Mohd Najib Razak officiating the launch of Pengerang Independent Terminals flanked by Executive Chairman of DIALOG, Tan Sri Dr Ngau Boon Keat; Datuk Seri Mohamed Khaled Nordin, Chief Minister of Johor; Datuk Azalina Othman, Member of Parliament for Pengerang; and senior management of DIALOG and Royal Vopak

Continued from page 2

## INTERVIEW WITH SYED FEIZAL SYED MOHAMMAD

**SF:** I believe any [new] source of hydrocarbons and its eventual utilisation is translated into a host of opportunities for companies like Technip. There is room for alternative sources of hydrocarbons, in view of rising global population and of course, energy consumption. However, as we have seen, methods of extracting new hydrocarbons may turn out to be environmental or cost prohibitive. So in times like these, companies like Technip can help oil companies address cost challenges through better technologies, solutions and innovative approaches.

**MPRC:** Between technology development and human capital, which of these two are important to you?

**SF:** Human capital ranks first, followed closely by technology. Bear in mind that it is the talent who seeks out innovative solutions, and it also comes back to the human talent to make further refinements to any advanced technologies and solutions.

With that in mind, Technip has a series of talent management programmes to cater to Technip's talent, from young executives to mid- and senior-level managers. There are also different tracts of programmes for senior managers with leadership potential and these too, are tracked through Technip's talent management programme. We also believe it is important to harness workplace diversity for the different perspective it brings and thus delivering better solutions and critical analysis of issues.

**MPRC:** Analysts are projecting further collaborations between O&G companies and this could help power the industry to greater heights. Do share your thoughts on this.

**SF:** It is important for O&G services and manufacturing providers like Technip and E&P companies to co-create at the early stages. As oil companies go further into (more challenging) exploration and production development, early engagement [with O&G service and manufacturing providers] enables all or most options to be thought of which are key to better solutions.

**MPRC:** Your portfolio includes Brunei. Do share your experience on this market.

**SF:** The production-sharing policy in Brunei is aimed at benefitting local development and ensuring fair returns to foreign investors for their efforts. This policy strikes a good balance, between profit-generation and national development, which is not dissimilar to policies in Malaysia.

**MPRC:** What are Technip's vision and operational strategies in this region?

**SF:** Our aim is to nurture and strengthen relationships with local oil companies and national oil companies (NOCs) in the respective countries. We've seen NOCs like Petrovietnam and PTT expanding beyond their borders, so it would be key for us to nurture that relationship and support their programmes, whether in their home countries or overseas. That is one of our key focus areas. I believe that the Asia Pacific region is geared towards higher economic per capita growth and in turn, consumption of energy.

**MPRC:** As a well-known company, what are the core values that your corporation thrives on to get to where it is today?

**SF:** We have four core values, comprising Doing the Right Thing, a broad term covering sustainable development, reliability, safety, quality and more; Trusting the Team which encompasses equal recognition and opportunities; Encouraging a Fair Return for All and Building the Future. These values are crucial and critical to the growth of our company.

These four values are adopted in the way we do business and come up with solutions for our clients. How do we ensure these values are incorporated? We conduct self-audits, which is important as otherwise what is deemed as corporate values will remain merely plastered on walls and not applied in all our work processes.

**MPRC:** Lastly, how do you maintain a work-life balance?

**SF:** I enjoy reading economic, history and political literatures, and I collect stamps especially old Malaya, Malaysia, China and British Commonwealth stamps in mint condition.

**“ ...my aim is for the company to expand the depth and breadth of our technological expertise, with the aim to engage in highly complex projects and upscale Technip's technical performance. ”**



## CARIMIN LOOKS TO RAISE RM66.8 MILLION IN IPO, EYES NOVEMBER LISTING

Carimin Petroleum Bhd, a leading offshore oil and gas service and manufacturing provider in Malaysia, seeks to raise RM66.8 million through an initial public offering in November.

The offshore O&G service and manufacturing provider is raising funds to partially finance the purchase of a RM95 million accommodation workboat, Carimin Acacia—the company's third offshore support vessel (OSV)—to support existing and future projects.

“It is timely for Carimin to expand our fleet of OSVs to boost in-house support for existing contracts in offshore hook-up and commissioning (HUC) and platform maintenance services,” Mokhtar Hashim, Managing Director of Carimin said at the launch of Carimin's IPO prospectus.

From the proceeds, RM12 million will be utilised for upgrading jobs at the firm's fabrication yard in Kemaman, Terengganu. About RM8 million will be set aside for the repayment of bank borrowings while RM8 million will be used for working capital.

Scheduled for listing on November 10, the IPO is offering 60.7 million new shares to the public and an offer-for-sale of 5.89 million vendor shares at RM1.10 per share. About 11.7 million shares will be offered to the Malaysian public; three million shares to be allocated to eligible directors and employees of the corporation and 46 million shares to identified investors through private placements.

Continue on page 4

Continued from page 3

## CARIMIN LOOKS TO RAISE RM66.8 MILLION IN IPO, EYES NOVEMBER LISTING



Senior management of Carimin Petroleum Berhad with the Minister during the prospectus launch. From left: Bill Tan, Executive Director, M&A Securities Sdn Bhd; Mokhtar Hashim; Managing Director of Carimin Petroleum Berhad, Dato' Sri Abdul Wahid Omar, Minister in Prime Minister's Department; Tan Sri Dato' Kamaruzzaman bin Sharif, Chairman of Carimin Petroleum Berhad and Shatar bin Abdul Hamid, Executive Director, Carimin Petroleum Berhad

Carimin's work value for offshore HUC, platform maintenance services, and professional manpower supply to date amounted to RM900.8 million, which includes the RM800 million worth of project tenders with local oil majors.

The prospectus launch included key attendees such as Dato' Sri Abdul Wahid Omar, Minister in the Prime Minister's Department, Husni Salleh, Chief Executive at Unit Peneraju Agenda Bumiputera (Teraju) and Carimin's Chairman Tan Sri Dato' Kamaruzzaman Shariff.

Carimin's listing underscores MPRC's continuous commitment to facilitate financial linkages to the O&G services

and manufacturing sector, in a bid to position Malaysia as the regional O&G hub in Asia-Pacific.

Carimin's IPO launch also highlighted the firm's recent inclusion to a revamped Skim Jejak Jaya Bumiputera (SJJB) programme. The new SJJB--to be managed by both Teraju and Ekuinas--moves away from "last mile" government contract assistance to a more holistic advisory support for Bumiputera firms with listing potential.

Assistance will be extended to existing small- and mid-cap Bumiputera firms with the aim to further develop them into larger market-leading firms in the future,

Abdul Wahid explained, adding that the programme aims to increase overall market capitalisation of Bumiputera-listed public entities to RM7 billion-RM10 billion by 2016.

Aside Carimin, Dynac Sdn Bhd., an O&G services and manufacturing company, was also endorsed as a SJJB company.

## MPRC HOSTS INAUGURAL UNIVERSITY PAVILION AT MOGSEC 2014

As one of Malaysia's top commodities, the oil & gas sector is a critical growth sector for the nation's economy, accounting for almost 20% of total Gross Domestic Product. While government incentives have helped to promote oil and natural gas exploration, CEOs from oil & gas firms consistently cite that a highly-skilled and innovative workforce holds the key to the future success of Malaysia's oil & gas industry.



Ir. Dr. Shahreen Zainooreen Madros accompanying YBhg. Dato' Mohamad Idris Mansor during his VIP tour at the University Pavilion

Recognising the importance of a highly-skilled talent pool, MPRC played host to the inaugural University Pavilion at the three-day Malaysia Oil and Gas Exhibition and Conference 2014 (MOGSEC 2014) in September, which attracted over 500 oil & gas players and around 10,000 industry professionals from around the world.

Officiated by a member of PETRONAS Board of Directors, Dato' Mohamad Idris Mansor, MOGSEC also served as a platform for Malaysian oil & gas service providers to position themselves as regional players in a bid to boost their visibility on a global scale and champion Malaysia as the leading oil & gas hub in the Asia-Pacific region.

## IDEAL JACOBS (MALAYSIA) CORP TO VENTURE INTO OIL & GAS

The Malaysian oil & gas sector is set to see a new entrant with the proposed Reverse Takeover (RTO) of Ideal Jacobs (Malaysia) Corp Bhd, a custom label manufacturer, by CMOG Group Sdn Bhd.

Ideal Jacobs entered into a master restructuring agreement with CMOG on 18 Aug 2014 to complete the corporate exercise, which will see CMOG Group, a special purpose vehicle established to undertake the RTO, acquiring Cekap Technical Services Sdn Bhd (CTSSB) and Mecip Global Engineers Sdn Bhd.

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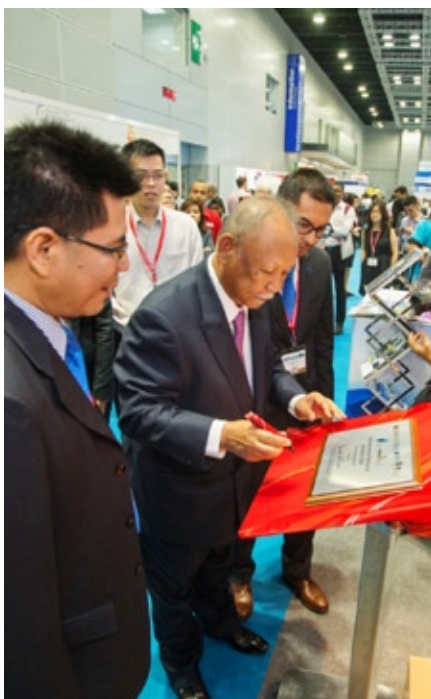
## MPRC HOSTS INAUGURAL UNIVERSITY PAVILION AT MOGSEC 2014



MPRC's University Pavilion at MOGSEC 2014

The University Pavilion showcased a broad range of available oil & gas courses, and research and development programmes offered by six local universities: Universiti Teknologi PETRONAS (UTP), Universiti Teknologi Malaysia (UTM), Universiti Malaysia (UM), Universiti Kebangsaan Malaysia (UKM), Universiti Malaysia Sabah (UMS) and Universiti Malaysia Pahang (UMP).

“The University Pavilion offers a real opportunity for students to engage directly with industry players. For the oil & gas firms, it serves as an opportunity to discuss in detail the various research and development programmes offered by the universities,” said Datuk Shahrol Halmi, President and CEO of MPRC.



Official launching of the first University Pavilion at MOGSEC 2014 by YBhg. Dato' Mohamad Idris Mansor.

The University Pavilion served to bridge multinational oil & gas firms and academic institutions and help address an industry-wide shortage of skilled talent, with both parties exploring partnership opportunities that include, but are not limited to, internship placements and research collaborations on issues relevant to the industry. From this initiative, the universities have identified and submitted a total of 440 research topics that can be potential collaboration areas between the universities and the industry.

“We’ve had invaluable insights from top oil & gas executives on how to enhance and customise our research and development direction to better match industry needs,” said Dr. Noor Shawal Nasri, Director and Associate Professor at UTM’s Faculty of Petroleum and Renewable Energy Engineering.



VIP Tour of MOGSEC 2014 with YBhg. Dato' Mohamad Idris Mansor, Board of Directors, PETRONAS.



The university exhibitors engaging with visitors from the Oil and Gas companies at the University- Pavilion organized by MPRC at MOGSEC 2014

Continued from page 4

## IDEAL JACOBS (MALAYSIA) CORP TO VENTURE INTO OIL & GAS



Handshake of partnership – senior management of Ideal Jacobs (Malaysia) Corp Berhad, Cekap Technical Services Sdn Bhd and Mecip Global Engineers Sdn Bhd

Cekap Technical Services Sdn Bhd (CTSSB) is involved in integrated multi-disciplined project management, project services and integrated operations in the oil and gas industry, while Mecip is a multi-disciplined engineering oil & gas consultancy services.

CMOG Group will then take over Ideal Jacobs via an exchange of shares before assuming its listing status on Bursa Malaysia. The exercise is expected to be completed in May 2015.

“The CMOG Group will represent the combined operations of CTSSB and Mecip. CTSSB and Mecip will combine their capabilities, expertise, experience and resources and will be in a position to bid for larger and more complex projects and develop their capabilities in providing a more comprehensive range of services in the oil and gas, and other industries,” Ideal Jacobs said in a statement to Bursa Malaysia.

The Group is also expected to benefit from the complementary combination of CTSSB’s expertise in project management and Mecip’s expertise in design and engineering, and from the combination of the two companies’ proprietary databases of knowledge-based professionals. CTSSB and Mecip also plan to leverage their expertise.

# ENERGY LAW TALK

By Professor John Paterson, University of Aberdeen

Professor John Paterson, the University of Aberdeen’s Chair in Law was invited to deliver the first Energy Law Talk in Kuala Lumpur in September. The talk focused on the issues of Decommissioning, International Maritime Boundaries and Carbon Dioxide Emission which are of particular relevance in the region at present.

Dr. Paterson, who co-directs the university’s Centre for Energy Law as well as its involvement in the North Sea Energy Law Programme, provided a deeper understanding and awareness on potential implications when embarking on decommissioning activities, sharing the decommissioning measures undertaken by the UK to ensure sites are restored to a safe condition.

“Having given the opportunity to share my knowledge on these potential issues that may arise, it is important



Professor John Paterson, University of Aberdeen’s Chair in Law giving the talk

that relevant parties look into areas of decommissioning and I believe Malaysia can put together a top-class working group to keep the infrastructure in place,” he said.

An expert on corporate governance in the UK, Dr. Paterson also noted that Malaysia and the UK are at a stage where the two countries face similar issues in decommissioning. As a facilitator

for companies venturing in and out of Malaysia, MPRC benefited from the talk as it raised its awareness of legal perspectives and maritime boundaries for companies establishing offshore projects.

The talk was also well-received by participants, who included oil & gas industry players as well as members of the legal fraternity and universities.

## FEEDBACK FROM PARTICIPANTS

The presentation was certainly informative with the right mix of experts and peers. There is so much we need to embark on in terms of decommissioning activities, so it would be beneficial to have more knowledge-sharing sessions such as this.

**Jan Saniman**  
CEO,  
Atlas Hall

A great platform for knowledge-sharing and awareness of potential implications involved in decommissioning activities. A great overview by Professor John.

**Datin Faizah Jamaludin**  
Partner, Corporate Division,  
SKRINE

Professor John has provided us an interesting snapshot of current industry trends, while the comparison between Malaysia and the UK certainly gave me a perspective on the areas we can work on for the benefit of resources.

**Mohamed Ilhami Idris**  
Head of Legal,  
PETRONAS

## ABERDEEN DRILLING INTERNATIONAL LAUNCHES FIRST REGIONAL TRAINING CENTRE IN KUALA LUMPUR



At the Malaysian Well Control Training Centre launch. From left: Jason Grant, Asia Pacific Region Manager, ADI; Mohammad Azmel, VP Oil & Gas Services and Equipment, MPRC; Stefan D. Heller, Region Director, ADI; Jim Sutherland, Managing Director, Aberdeen Drilling School; Ir Dr Shahreen Madros, Executive Director, MPRC; Ahmad Azwan, VP Oil & Gas Services and Equipment, MPRC; Joseph Cheong, Senior Analyst, Oil & Gas Services and Equipment, MPRC.

Aberdeen Drilling International (ADI) Malaysia launched its Well Control Training Centre in Kuala Lumpur on 8 Aug 2014, marking a crucial step to building the competency of the workforce of the Malaysian industry and driving the country's development as a regional hub for oil & gas.

**“ It is part of MPRC’s role to ensure sufficient efforts are in place to develop Malaysia’s human capital in the oil & gas sector and making Malaysia as a centre for the region ”**

**Ir. Dr. Shahreen Madros**  
Executive Director of MPRC

“ADI Malaysia courses give students hands-on training in drilling technology awareness, drilling risk awareness, drilling optimisation, unscheduled events prevention, safety & legislation and communication & leadership in the classroom or at the rig-site. It provides the best industry accreditation process in the world that enables drilling personnel to successfully develop their skills in preparation for further field training and specialist courses.

“MPRC has been hugely supportive in helping us to understand the importance of well-training here in Malaysia and how ADI can support the upskilling of the drilling industry,” said Aberdeen Drilling School Managing Director, Jim Sutherland.

The Well Control Training Centre will feature a live drilling rig simulator under the supervision of highly-trained local and international instructors with over 10 years’

drilling experience. Courses are delivered through lectures, group and self-study exercises and simulator training.

The establishment of ADI Malaysia was facilitated by MPRC through consultations with PETRONAS for the registration of its services and UMTSpace, the host site for the training centre. The effort is also part of MPRC’s role in promoting and catalysing the growth of oil & gas services and manufacturing in Asia Pacific.

“It is part of MPRC’s role to ensure sufficient efforts are in place to develop Malaysia’s human capital in the oil & gas sector and making Malaysia as a centre for the region. ADI Malaysia’s training programmes open the doors to companies who want to upskill their engineers and technicians. This, in turn, will bring additional value to meet the rapidly growing demands in the industry,” commented Ir. Dr. Shahreen Madros, Executive Director of MPRC.

In conjunction with the launch of the training centre, a knowledge-sharing session was held focusing on developments in well control training within the International Well Control Forum and the International Association of Drilling Contractors. The session, which saw the participation of organisations including PETRONAS Carigali, Songa, SKDrilling, UMW, SPD Well Engineering, Dimension Bid and RowanDrill Malaysia, also addressed current and upcoming changes in well control training and certification.

Stefan Heller, Director of ADI Oman, also presented a summary of the International Association of Oil & Gas Producers (OGP) Report 476, discussing the Report’s implications on well control training.



Ir Dr Shahreen Madros delivering a speech at the launch.

# KUALA LUMPUR RECOGNISED AS SOUTHEAST ASIA’S FIRST WORLD ENERGY CITY

Kuala Lumpur was named as a World Energy City on 23 Sept 2014 by the World Energy Cities Partnership (WECP), making it the first Southeast Asian city to receive the recognition.

Datuk Seri Hj. Ahmad Phesal Hj. Talib, Mayor of Kuala Lumpur, accepted the recognition from WECP President, Mayor Christine Sagen Helgø, at the WECP’s Annual General Meeting in Stavanger, Norway. Mayor Helgø is also the Mayor of the city of Stavanger.

Also present at the event was Ir. Dr. Shahreen Madros, Executive Director of MPRC, who said, “This partnership opens the opportunities for mutual development in a variety of strategic areas, particularly oil & gas, as it is central to Malaysia’s economy.



The signing ceremony of WECP. Front row (from left to right): Andy Icken, City of Houston Chief Development Officer; Datuk Seri Ahmad Phesal Talib, Mayor of Kuala Lumpur; Christine Sagen Helgø, Mayor of Stavanger/ President of WECP.

Back row (from left to right): Michael John Savage, Mayor of Halifax; Annise Danette Parker, Mayor of Houston; Johnny Søtrup, Mayor of Esbjerg, Denmark; Matthew Kempthorne, Ward councillor of Cape Town



A light moment and exchanging souvenirs. From left: Christine Sagen Helgø, Mayor of Stavanger & President of WECP; Ir. Dr. Shahreen Madros, Executive Director of MPRC; and Datuk Seri Ahmad Phesal Talib, Mayor of Kuala Lumpur

“In line with the government’s strategy to sustain, grow and diversify our energy capabilities, Kuala Lumpur as a partner city could leverage WECP’s worldwide network of industry support services and resources. This is one of the building blocks for Malaysia in positioning itself as the regional oil & gas hub.”

Established in 1995, WECP is a non-profit organisation of the world’s leading energy cities which are globally recognised as international energy capitals.

The organisation, which is supported by a Secretariat office in Houston, Texas, is bound by a co-operative agreement signed by the Mayors of each partner city and the WECP President.

Partner cities, which include Aberdeen, Houston, Rio de Janeiro, Doha, Stavanger and Perth, develop opportunities to exchange industry knowledge and economic expertise; and engage in mutually beneficial activities.

## INDUSTRY TALK TO **SPRING SINGAPORE** AND SMF ON INVESTMENT OPPORTUNITIES IN MALAYSIA’S OIL & GAS INDUSTRY



From left: Eric Chua, Manager, Oil & Gas Services and Equipment; Sikh Shamsul Ibrahim, Director, MIDA Singapore; and Azwan Shukor, Vice President, Oil & Gas Services and Equipment.

The oil & gas services and manufacturing sectors are crucial areas of growth for both Malaysia and Singapore, and stronger bilateral relationship may be the harbinger of deeper investment links between the industries of the two countries.

To this end, MPRC encouraged more bilateral collaboration between Singapore-based marine and offshore small and medium enterprises (SMEs) and Malaysian firms at an industry outlook session organised by SPRING Singapore and Singapore Manufacturing Federation (SMF) in July.

The session was attended by 11 SPRING and SMF member companies. MPRC was joined by the Malaysian Investment Development Authority’s (MIDA) Senior Deputy Director for Foreign Direct Investments, Mohd Ismail Abu Bakar and Tanjung Langsat Port’s (TLP) Chief Financial Officer, Ramlan Juki.

SPRING Singapore, a government agency under the Ministry of Trade and Industry, Singapore, oversees the development of enterprises in Singapore and works with various partners to aid SMEs in various areas including financing, technology and access to markets.



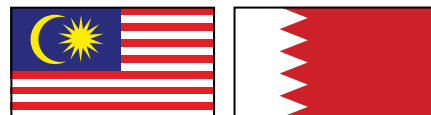
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## INDUSTRY TALK TO SPRING SINGAPORE AND SMF ON INVESTMENT OPPORTUNITIES IN MALAYSIA'S OIL & GAS INDUSTRY

Azwan Shukor, MPRC's Vice President, Oil & Gas Services and Equipment, who was one of the speakers in this talk said, "It is important for both countries to understand the importance and criticality to collaborate in order to grow our Oil & Gas services and manufacturing (OGSM) sectors, and MPRC is happy to recognize the efforts by both SPRING and SMF on this line. We will continue to facilitate interests from our neighbours and happy to share their desire to grow our OGSM players."

This inaugural talk was also attended by the former MIDA Houston Director, Sikh Shamsul Ibrahim, who is now based in MIDA Singapore, holding the title as Director. He will be a familiar face to oil and gas services companies in Singapore.

## MPRC INDUSTRY TALK WITH BAHRAIN EDB



Economic ties between Gulf Corporation Council and Malaysia has flourished in recent years and is gaining momentum in line with the shift in Middle East funds from Western economies to the fast-growing business markets of the Association of Southeast Asian Nations, or ASEAN.

Conversely, the GCC economies, including Bahrain, are attractive potential hotspots for Malaysian oil and gas investments. At a recent industry session hosted by the Malaysia Petroleum Resources Corporation, Dharmi Magdani, Bahrain Economic Development Board's (Bahrain EDB) country manager for India, Malaysia and Singapore elaborated on bilateral trade potential in Bahrain, a member of GCC and the opportunities for Malaysian oil & gas service providers and manufacturers to enter the Middle East via Bahrain. The Bahrain EDB is tasked with formulating and overseeing the economic development strategy of the Kingdom, and creating the right climate to draw in foreign direct investment in their country.

Among the countries in GCC, Bahrain is Malaysia's sixth largest trading partner, with bilateral trade coming in at US\$291.1 million in 2012. The industry talk with Bahrain EDB's Dharmi Magdani was part of MPRC's aim to help Malaysian oil & gas service providers and manufacturers venture into new markets and bridge domestic oil & gas players with MPRC's international counterparts.

The session, which drew about 14 attendees including Zainal Abidin Jalil, Group Managing Director at Dagang NeXchange Bhd (DNeX), Noorul Khairi Mohd Nor, Chief Executive Officer at MMC Oil & Gas Engineering Sdn. Bhd., and Raja Shahreen Othman, Chief Financial Officer at Duta Klasik Sdn. Bhd., has helped Malaysian oil & gas services providers increase their awareness on Bahrain's oil and gas sector as well as to better understand and evaluate the investment climate in Bahrain.

The intimate nature of the discussion saw a high-level of participants' involvement during the talk, as participants had ample opportunities to participate and be actively involved in discussions, ensuring that participants had significant takeaways from the market outlook session.

In addition, MPRC organised one-on-one meetings for Malaysian oil and gas companies seeking to gain a foothold in the country with Bahrain EDB. The Malaysian companies who've participated in the discussions were TH Heavy Engineering Bhd, DNeX and Proeight Offshore Engineering Sdn Bhd., through which Bahrain EDB would be able to facilitate contacts with the relevant authorities in the country to ease the process of doing business there.

## GIFT MASTERCLASS - COLLABORATION OF IBFC AND MPRC MALAYSIA'S JOURNEY TO BECOME THE REGIONAL TRADING HUB

Malaysia, being one of the fastest growing economies in the Asia Pacific region, has created robust market opportunities for commodities traders. With its market-oriented economy and supportive government policies, it also offers attractive incentives that designed to help traders get the most out of Malaysia's dynamic economy.

Pursuant to this, Global Incentives for Trading (GIFT) programme was introduced by Labuan Financial Services Authority (Labuan FSA) and MPRC with the objective to attract global trading companies to locate their regional operations in Malaysia. Labuan FSA is the supervisory agency and regulatory body that responsible for the development and



Panel speakers at the Masterclass. From left: Norazlin Abd Jalil, Director of Business Development, Labuan IBFC; Shankar Iyer, Founder and Chairman, Iyer Practice Advisers; Abdul Salam Chandran Abdullah, Head of Business Development and Tax Unit, Labuan Financial Services Authority (FSA) and Mohammad Fadhli Jamaluddin, Vice President of Investment & Finance, MPRC

Continued from page 9

## GIFT MASTERCLASS - COLLABORATION OF IBFC AND MPRC MALAYSIA'S JOURNEY TO BECOME THE REGIONAL TRADING HUB



Presentation on the roles of Labuan FSA and IBFC, with the detailed overview and requirements of GIFT by Abdul Salam Chandran Abdullah, Head of Business Development and Tax Unit, Labuan FSA

administration of Labuan International Business and Financial Centre (IBFC), that was mandated to be the authorised promoting agency of GIFT.

In 21 August 2014, Labuan IBFC in collaboration with MPRC has conducted a masterclass on GIFT at JW Marriott Singapore. The masterclass was attended by 51 delegates from 31 organisations, primarily attracting participants from trust companies, oil trading companies, legal firms, financial institutions and

government associations. It served as the platform to create awareness and educate the audience about the benefits of the GIFT programme as well as the process and procedures of enrolment.

Seasoned experts, Abdul Salam Chandran Abdullah, Head of Business Development and Tax Unit, Labuan Financial Services Authority (FSA) and Shankar Iyer, Founder and Chairman, Iyer Practice Advisers shared their knowledge and valuable insights at the session.

GIFT was initially designed to attract companies trading in petroleum and petroleum related products, of which eventually has expanded its benefits to other commodities with the goal of transforming Malaysia into a commodities hub. Under the GIFT programme, the participating companies which have to be operated under Labuan International Commodity Trading Company (LITC) may engage in any physical and derivatives trading of qualifying products, which include over-the-counter and exchange-governed transactions.

Among the handsome benefits of this programme include 3 percent flat tax rate for qualified commodities, zero percent tax rate for LNG companies, the freedom of operating office anywhere in Malaysia and 100 percent exemption of director fees to non-Malaysian directors, to name a few.

Since the programme's inception in 2011, GIFT has been receiving encouraging response from the industry, indicated by the increasing number of companies that have decided to make Malaysia the centre of their strategic business functions. This puts Malaysia on a bright pathway in becoming the regional trading hub, in line with the government's aspiration.

# UPCOMING OIL & GAS EVENTS 2014

in Malaysia and the Region

## CONFERENCE IN MALAYSIA



### Sand Management in Challenging Reservoirs

16-19 November 2014  
The Westin Langkawi Resort & Spa  
[www.spe.org/events/14ala3/pages/about/index.php](http://www.spe.org/events/14ala3/pages/about/index.php)

### 8th International Petroleum Technology Conference (IPTC)

10-12 December 2014  
Kuala Lumpur Convention Centre  
[www.iptcnet.org/2014/kl/](http://www.iptcnet.org/2014/kl/)

### Industry Dinner 2014: An Evening of Glitter & Gold

7 November 2014  
Majestic Hotel Kuala Lumpur  
[www.malaysiangas.com/portal/modules/content/news/view/1409796594/135/](http://www.malaysiangas.com/portal/modules/content/news/view/1409796594/135/)

### Offshore Engineering Asia

18-20 November  
Kuala Lumpur Convention Centre  
[www.fleminggulf.com](http://www.fleminggulf.com)

**Note:** This is a compilation of industry events organised by various organisations and parties, and not limited to events that participated and organised by MPRC. This serves as a reference for industry-related events happening in the region.

Continue on page 11

Continued from page 10

## Upcoming Oil & Gas Events In Malaysia And The Region

### CONFERENCE IN THE REGION



#### 30th Abu Dhabi International Petroleum Exhibition & Conference (ADIPEC) 2014

10-13 November 2014  
Abu Dhabi National Exhibition Centre, United Arab Emirates  
[www.adipec.com/Content/Welcome](http://www.adipec.com/Content/Welcome)



#### 13th Gas information Exchange (GASEX 2014)

18-20 November 2014  
AsiaWorld Expo, Hong Kong  
<https://www.gasex2014.org/>



#### Indonesia NatGas & Infrastructure Conference 2014

19-20 November 2014  
Shangri-La Jakarta, Jakarta Indonesia  
[www.petromindo.com/?table=event&pos=detail&id=524](http://www.petromindo.com/?table=event&pos=detail&id=524)



#### 3rd Annual Unconventional Gas Asia Summit Indonesia 2014

20-21 November 2014  
Jakarta, Indonesia (Venue TBA)  
[www.szwgroup.com/unconventional-gas-asia-summit-indonesia-2014/index.asp](http://www.szwgroup.com/unconventional-gas-asia-summit-indonesia-2014/index.asp)



#### 2nd Annual LNG Shipping Conference

25-28 November 2014  
Grand Copthorne Waterfront, Singapore  
[www.lngshippingasia.com/](http://www.lngshippingasia.com/)



#### 20th International Oil & Gas Industry Exhibition & Conference

2-5 December 2014  
Marina Bay Sands, Singapore  
[osea-asia.com/](http://osea-asia.com/)



#### Subsea Tech Asia Pacific 2014

4-5 December 2014  
Beijing, China (Venue TBA)  
[www.szwgroup.com/subsea-tech-asia-pacific-2014/](http://www.szwgroup.com/subsea-tech-asia-pacific-2014/)



#### Offshore Engineering Technology Conference 2014

4-5 December 2014  
Beijing, China (Venue TBA)  
[www.szwgroup.com/offshore-engineering-technology-conference-2014/index.asp](http://www.szwgroup.com/offshore-engineering-technology-conference-2014/index.asp)



#### Platts 2nd Annual Middle East Crude Summit

8-10 December 2014  
Ritz Carlton-Dubai International Financial Centre, Dubai, United Arab Emirates  
[events.platts.com/middle-east-crude-oil-summit-2014/](http://events.platts.com/middle-east-crude-oil-summit-2014/)



#### ASME 2014 Gas Turbine India Conference

15-17 December 2014  
India Habitat Centre, New Delhi, India  
[www.asmeconferences.org/GTIndia2014/MeetingInfo.cfm](http://www.asmeconferences.org/GTIndia2014/MeetingInfo.cfm)

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