

mprc
malaysia petroleum
resources corporation

CORPORATE REPORT
# 2018

# OUR MANDATE

**Position Malaysia as the number one Oil and Gas Services and Equipment (OGSE) hub in the Asia Pacific region**

# MISSION STATEMENT



- To create a dynamic and progressive oil and gas services and equipment industry in Malaysia where companies can compete and grow
- To encourage close cooperation among industry, government and society so that the oil and gas industry in Malaysia anchors the future prosperity of the country
- To promote more vitality in the oil and gas industry via joint ventures, collaboration, strategic partnerships and alliances

## ABOUT THE COVER

The image defines MPRC's unwavering determination in navigating the ever-evolving oil and gas industry. The geo contour lines represent the strength of Malaysia's OGSE industry as a result of the talent and capabilities built over the last 40 years. The oil rig in the middle represents the resilience of our industry in spite of market headwinds to further sharpen their competitive edge in 2019 and beyond.

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# GROWING MALAYSIA'S OGSE INDUSTRY



**"In the new Malaysia, the road ahead will not be easy. With this in mind, it is now more critical than ever for industries and institutions to work towards a better future for the economy and the nation. MPRC, as an agency under the Ministry of Economic Affairs (MEA) will act in accordance with the government's priorities, and take the OGSE industry to the next level of growth. Doing so will help support national recovery and set Malaysia on the path to achieving a developed nation status."**

As 2018 came to an end, it was a good opportunity to take stock of the turning points for Malaysia, the oil and gas services and equipment (OGSE) industry and how pivotal developments will shape the country and industry in 2019.

For the nation, we looked no further than the 14th General Election (GE 14) on May 9, 2018 - which saw the installation of a new government led by Tun Dr Mahathir Mohamad. In the ensuing months, a raft of reforms were introduced that reflected the aspirations of the new Government, economic challenges as well as global trends.

In oil markets, the worst of the 2014 downturn seems to be behind us as evidenced by improvements in oil price levels. Average WTI oil prices recovered from US$60 a barrel in 2016 to around US$67 / bbl in 2018. However, greater volatility in oil markets was also exhibited, as the global oil market shifted from oil scarcity to oversupply.

These developments in the oil and gas industry are timely reminders to our industry players to not lose sight of the need to sharpen their competitive edge in 2019 and beyond. The prolonged downturn forced companies to reduce excess spending and made sure that they operated within the lower end of the cost curve to survive. Those in for the long haul have taken steps to be resilient across business cycles. These include identifying growth prospects by diversifying into the downstream industry, be it in Malaysia or in the region, expanding into new markets and developing niche, cost-competitive solutions.

As an agency tasked with developing the nation's OGSE industry, MPRC undertook several initiatives in 2018 ranging from investment facilitation, promoting information transparency as well as championing OGSE companies with proven technologies on relevant platforms.

To showcase technological achievements by OGSE players in Malaysia, MPRC and the Malaysian Oil and Gas Services Council (MOGSC) worked together to host the inaugural MOGSC Innovation Awards (MIA) at the 4th Malaysia Oil and Gas Services Exhibition and Conference 2018. The inaugural award was

a culmination of efforts by both MOGSC and MPRC to elevate the profile of locally developed innovation and technologies to the oil and gas industry. Showcasing these technologies on platforms like MOGSEC 2018 brought about greater visibility of the capabilities of small OGSE technology firms as well as Malaysia's OGSE industry as a whole.

Throughout the year, MPRC also facilitated OGSE players' venture to new export markets whilst also strengthening international linkages that will benefit the industry at large. We participated in several global platforms including OTC Asia and OTC Houston in promoting Malaysia as a dynamic and vibrant regional OGSE hub. Our continuous collaboration with Malaysia External Trade Development Corporation (MATRADE), Malaysian Investment Development Authority (MIDA), Dewan Bandaraya Kuala Lumpur (DBKL) and InvestKL have enabled us to deliver our targets.

One of the highlights in the past year was our collaboration with DBKL to host the World Energy Cities Partnership (WECP) Annual General Meeting 2018 in Kuala Lumpur for the very first time in Asia Pacific. This development underscores Malaysia's position as the region's top OGSE and energy hub.

In advancing the development of the OGSE industry, MPRC worked closely with Sabah Oil and Gas Development Corporation Sdn Bhd and Labuan Corporation to formulate comprehensive and ambitious programmes aimed at spurring economic development and prosperity in both organisations' development areas. The outcomes of these Labs were presented to Federal Territories Minister Khalid Samad and Sabah's Minister of Trade and Industries YB Datuk Seri Panglima Wilfred Madius Tangau.

**Moving into 2019**

In the new Malaysia, the road ahead will not be easy. With this in mind, it is now more critical than ever for industries and institutions to work towards a better future for the economy and the nation. MPRC, as an agency under the Ministry of Economic Affairs (MEA) will act in accordance with the government's priorities, and take the OGSE industry to the next level of growth. Doing so will help support national recovery and set Malaysia on the path to achieving a developed nation status.

From an industry perspective, exciting times lie ahead particularly in the downstream segment. PETRONAS' Pengerang Integrated Complex (PIC) is set to commence commercial operations in 2019. The growth of PIC will help realise our vision of making Malaysia the region's leading downstream oil and gas hub.

**Appreciation**

On this note, I would like to express our earnest gratitude and appreciation to the Board for their valuable support and commitment throughout the year. To our stakeholders, we thank you for taking this journey with us as we aim to elevate the industry as a whole.

Allow me to also use this opportunity to thank all of our employees at MPRC. Our achievements this year were built on your efforts and dedication. Your continued hard work will be the key to our future successes as we continue to increase efforts to strengthen the OGSE industry in Malaysia.

Thank you.



**MOHD YAZID JA'AFAR**
Deputy Chief Executive Officer
Malaysia Petroleum Resources Corporation

# ABOUT MPRC

Malaysia Petroleum Resources Corporation (MPRC) was established to advance the local oil and gas services and equipment (OGSE) industry and anchor on Malaysia's strategic geographical location to transform the country into a thriving regional hub for the sector.

To reinforce Malaysia's appeal as a regional hub, MPRC provides trade and investment facilitation services to attract international players to establish their regional bases in the country. That includes leveraging on partnerships with fellow Government agencies and international counterparts to promote Malaysian OGSE capabilities globally.

To stimulate competitiveness and nurture long-term resilience among Malaysian OGSE players, MPRC focuses on industry development initiatives covering access to finance, human capital development, market access and internationalisation, and technology and innovation.

Formed in April 2011 and currently an agency under the Ministry of Economic Affairs (MEA), MPRC provides policy recommendations to the Government to promote the globalisation of local OGSE capabilities in the upstream, midstream and downstream sectors.



# OUR STAKEHOLDERS

| | |
|---|---|
| Ministries |  |
| Key Stakeholders |  |
| International Government Counterparts |  |
| Trade Associations |  |
| Higher Education Institutions |  |

# BOARD OF DIRECTORS



**DATO' AZMAN MAHMUD**
Director

**Dato' Azman Mahmud** was appointed as Chief Executive Officer of Malaysian Investment Development Authority (MIDA) in February 2014, after serving in various leadership positions within the organisation including US and Japan, where he played a significant role in promoting investments into Malaysia. He also serves on several boards of industry-related organisations.

Dato' Azman holds a degree in Engineering from Universiti Putra Malaysia, and has attended several Senior Management Programs, namely from Harvard Business School and INSEAD.



**DATO' WAN LATIFF WAN MUSA**
Director

**Dato' Wan Latiff** is widely experienced in international trade. He started his career with Tourism Malaysia in 1984 before joining Malaysia External Trade Development Corporation (MATRADE) under the Ministry of International Trade and Industry in 1997.

He is the Deputy Chief Executive Officer* of MATRADE and has held roles in export promotion, finance, HR and procurement. He obtained a Bachelor Degree in Economics from the National University of Malaysia (UKM) and a Master's in Business Administration from Mara University of Technology (UiTM). He also attended a two-year Intensive Education Program on Tourism at the Rikkyo University, Tokyo and participated in the 5th ASEAN Senior Management Development Program (5SMDP) at Harvard Business School.
*(*Dato' Wan Latiff was appointed as CEO of MATRADE effective Feb 1, 2019)*

Dato' Wan Latiff has been actively involved in various committees for the trade and export development in relation to Malaysia's economic advancement.



**MUHAMMAD ZAMRI JUSOH**
Director

**Muhammad Zamri Jusoh** is the Vice President of Malaysia Petroleum Management, PETRONAS. In his current role, Zamri oversees the overall policy and the management of domestic petroleum resources and the development of our local oil and gas industry to ensure energy security for the country.

Zamri also served on various cross-business and regional working committees in the oil and gas industry. He has been active in Society of Petroleum Engineers activities in the region and serves on various committees for OTC Asia, in addition to sitting on the Board of various PETRONAS subsidiaries as well as Malaysia-Thailand Joint Authority.

Zamri holds a BSc in Mechanical Engineering from Polytechnic School of Engineering, New York University. He has also attended a Senior Management Program at INSEAD and Advanced Executive Program at Kellogg School of Management, Northwestern University.

# INDUSTRY ADVISORY PANEL

**MPRC's Industry Advisory Panel (IAP) comprises of eight industry leaders representing major OGSE companies and business associations in the country. The panellists work together with MPRC to identify and escalate industry issues in a constantly evolving market.**

The IAP members support MPRC in the following areas:

| | | | |
|---|---|---|---|
| Providing feedback and views on challenges and opportunities in the OGSE industry | Serving as sounding board for industry development initiatives and stakeholder collaborations | Acting as early adopters and champions for MPRC's initiatives | Enhancing communications between the OGSE industry and the Government |

## THE PANELLISTS



**IR. AZHAR ZAINAL ABIDIN**
**Managing Director and Founder**
ProEight Sdn. Bhd.



**ROHAIZAD DARUS**
**President**
Velesto Energy Bhd.



**IR. AZMAN BIN AHMAD**
**Managing Director**
Boustead Penang Shipyard Sdn. Bhd.
**Group Director**
Oil, Gas and Energy, Boustead Group



**DATO' KAMARUL REDZUAN**
**Managing Director and CEO**
Uzma Bhd.



**SOFIYAN YAHYA**
**Executive Chairman**
Cekap Technical Services Sdn. Bhd.
**Chief Executive Officer**
SEAMOG Group Sdn. Bhd.



**HAIDA SHENNY HAZRI**
**Chief Executive Officer**
Bintulu Supply Base Sdn. Bhd.



**IR. RASHID SIDEK**
**Non-Executive Director**
T7 Global Bhd.
**President**
Malaysian Oil & Gas Engineering Council (MOGEC)



**NORLIZA MOHAMAD NAWI**
**Head, Corporate Projects, Group Procurement**
PETRONAS

# OUR SUBSIDIARY:

## JOHOR PETROLEUM DEVELOPMENT CORPORATION BERHAD

Johor Petroleum Development Corporation Bhd (JPDC) was incorporated on 9 April 2012 as a federal government agency and currently under the Ministry of Economic Affairs to plan, facilitate, coordinate and promote the development of Pengerang Integrated Petroleum Complex (PIPC), an integrated downstream oil and gas hub in Pengerang, Johor.

Strategic cooperation and collaboration between Federal and Johor State Government are key success factors in realising JPDC's vision. This cooperation is reflected in the composition of JPDC's Board of Directors.

JPDC's Mandates:



**Plan and Develop** downstream strategies for the development of oil and gas industry in Johor



**Drive and Coordinate** the implementation of development projects



**Identify and Manage** the required financing of oil and gas downstream development



**Promote and Market** Johor's oil and gas downstream industry to potential investors



**Local Participation** to enhance inclusiveness towards an equitable society with more access to economic opportunities in PIPC



**Industry-ready Workforce** that ensures the availability of industry workforce to drive and sustain PIPC's development

# JPDC VISION

"To Transform Johor into a Sustainable, World-Class Downstream Oil & Gas Hub"




# INVESTMENT FACILITATION OFFERED BY JPDC



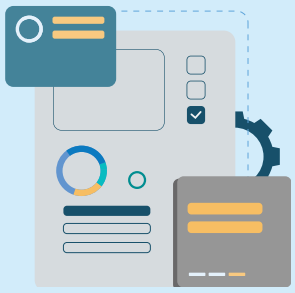

### PRE-INVESTMENT CONSULTATION

- Preliminary information study, research and provision of information required for investment feasibility studies
- Matchmaking potential investors with potential investment partners, government agencies, utility providers and other related parties
- Consultation on specific matters such as incentives, legal affairs, accounting, taxation, industrial sites and others



### INVESTMENT EXECUTION

- Assist potential investors in coordinating and expediting the required approvals for investments in PIPC
- Facilitation on project implementation



### POST-INVESTMENT ASSISTANCE

- Assist investors in resolving issues affecting their business operations
- Facilitation for new expansion/ development plans

# 2018 HIGHLIGHTS

## JANUARY 23



**MPRC100 FY2016 Media Briefing**

MPRC executives met with the local media to share findings from the MPRC 100 FY2016 report.

## MARCH 1




**Bursa-HLIB Stratum Focus Series VI - Oil and Gas: Rising from the Turmoil**

MPRC was invited to speak at the Bursa-HLIB Stratum Focus Series VI-Oil and Gas: Rising from the Turmoil event to share insights on the state of the Malaysian OGSE industry.

## MARCH 14-16

**Australiasian Oil & Gas Exhibitions & Conference**

Our MPRC colleagues, James Chan and Joseph Cheong, attended the Australasian Oil & Gas Exhibition and Conference in Perth to promote opportunities in Malaysia's OGSE industry and facilitate investor interest in the Malaysian market.



## MARCH 20-23

**OTC Asia 2018**

MPRC exhibited at OTC Asia 2018 from 20 to 23 March to promote OGSE investments in the country and industry development initiatives that are aimed at driving greater competitiveness among local OGSE players.



## MARCH 21



**Meet the Tech Enablers Session at OTC Asia 2018**

48 meetings were held for the session between OGSE companies and enabler agencies such as MIMOS, MTDC, PlatCOM Ventures, NANOMalaysia and TPM.

## MARCH 23

**OTC Asia 2018 Panel Session – Technologically Challenged Fields**

MPRC participated in the OTC Asia 2018 panel session titled "Technologically Challenged Fields", which included a robust discussion on technological challenges in today's offshore oilfields.



## MARCH 29

**Malaysian Women in Energy (MyWiE) Stakeholder Workshop**

Our MPRC colleagues participated in a Malaysian Women in Energy (MyWiE) stakeholder workshop in Kuala Lumpur.

The workshop provided an opportunity for participants to highlight challenges in increasing women's participation in all levels of the energy sector.



## MARCH 21




**Joint Media Briefing with NGLTech Sdn. Bhd.**

At a joint media briefing with NGLTech Sdn. Bhd., MPRC shared initiatives to drive innovation and technology and how the agency worked with local tech development companies such as NGLTech to facilitate collaborations and achieve their technology aspirations.

## MARCH 27



**Roundtable Discussion with Representatives from Staatsolie**

At a roundtable discussion with Suriname's state oil company, Staatsolie, MPRC's senior management shared their thoughts and ideas on what it takes for hydrocarbon-producing nations to develop a successful oil and gas industry.

## APRIL 9

**Pengerang Eco-Idustrial Park (PEIP) Ceremony**

Our colleagues attended the ground-breaking ceremony for the Pengerang Eco-Industrial Park (PEIP) that was officiated by Johor Menteri Besar, Datuk Seri Mohamed Khaled Nordin.



## APRIL 16-17



**Johor Petroleum Development Corporation and Pengerang Site Visit**

Several members of the MPRC team took a trip down south to visit our subsidiary, Johor Petroleum Development Corporation Berhad's (JPDC) office and the Pengerang Integrated Petrochemical Complex (PIPC).

## APRIL 30-MAY 3




**OTC Houston 2018**

For the 6th consecutive year, MPRC and Malaysia External Trade Development Corporation (MATRADE) hosted a Malaysia Pavilion and showcased the best of Malaysia's OGSE capabilities at OTC Houston this year.

## MAY 4

**Briefing Session Jointly Organised by MIDA, InvestKL and MPRC**

MPRC, in collaboration with Malaysian Investment Development Authority (MIDA) and InvestKL, organised a joint-briefing session to more than 25 Houston-based MNCs and OGSE companies to present about the oil and gas landscape in Malaysia and investment opportunities available in the upstream and downstream segments of the Malaysian oil and gas sector.



## APRIL 18



**MPRC and Vestigo Ideation Workshop**

MPRC and Vestigo Petroleum Sdn Bhd, in collaboration with MyMaGIC Cyberjaya, organised a hackathon-style Ideation Workshop to source for innovative ideas from local technology companies.

## MAY 2-4




**42nd Indonesian Petroleum Association (IPA) Convention and Exhibition**

Our colleagues attended the 42nd Indonesian Petroleum Association (IPA) Convention and Exhibition in Jakarta to explore and learn about OGSE opportunities in Indonesia.

## MAY 25

**Visit from Lehigh University Delegation**

MPRC welcomed a delegation comprising of students and professors from Lehigh University. During the session, MPRC representatives presented on the state of the Malaysian OGSE industry and how MNCs in this sector are leveraging on Malaysia's strong business links with the broader Southeast Asian market to grow their presence in the region.



## JULY 31



**Meeting with Representatives from ABB Malaysia Sdn. Bhd.**

MPRC met with representatives from ABB Malaysia Sdn Bhd where we shared insights on the Malaysian OGSE industry and learnt about ABB's aim to contribute to the continuous growth of the OGSE industry, particularly in the area of digital adoption.

## SEPTEMBER 6

**Visit to Sipitang Oil and Gas Industrial Park (SOGIP)**

Our colleagues visited the Sipitang Oil & Gas Industrial Park (SOGIP) in Sabah where they learnt about the on-going developments as well as investment opportunities within the complex.




## SEPTEMBER 20

**Briefing Session by Oil and Gas Authority (OGA)**

Our colleagues attended a briefing hosted by the Oil and Gas Authority (OGA) and learnt about their aim to attract investment opportunities on the UK Continental Shelf, and OGA's role in facilitating foreign companies' venture into UK's oil and gas sector.



## AUGUST 7



**Roundtable Discussion with the British Malaysian Chamber of Commerce (BMCC)'s Energy Committee**

MPRC's Deputy Chief Executive Officer, Mohd Yazid Ja'afar, participated in a roundtable discussion hosted by the British Malaysian Chamber of Commerce (BMCC)'s Energy Committee.

The discussion focused on topics such as decommissioning, innovation and technology, as well as the bilateral opportunities in the oil and gas sector between Malaysia and the UK.

## SEPTEMBER 7

**Meeting with Sabah Oil & Gas Development Corporation Sdn Bhd (SOGDC)**

Our colleagues participated in a meeting organised and hosted by the Sabah Oil & Gas Development Corporation Sdn Bhd (SOGDC).

The meeting was part of SOGDC's plan to identify areas that will further develop the state's oil and gas industry and boost economic growth in Sabah.



## SEPTEMBER 25-27




**MOGSC Innovation Awards**

MPRC, in collaboration with the 4th Malaysia Oil and Gas Services Exhibition and Conference (MOGSEC), featured the very first MOGSC Innovation Awards this year to provide greater visibility of homegrown technologies and innovative OGSE companies.

## OCTOBER 9



**Datuk Seri Ismail Bakar, the Chief Secretary to the Government of Malaysia's Visit to Pengerang**

Chief Secretary to the Government of Malaysia, Datuk Seri Ismail Bakar, took a two-day working trip to our subsidiary, JPDC.

The Chief Secretary visited DIALOG and PETRONAS offices where he was briefed on the progress of the Pengerang Deepwater Terminal (PDT), Pengerang Integrated Complex (PIC) as well as the overall development on Pengerang Integrated Petroleum Complex (PIPC).

## OCTOBER 18

**Oil and Gas Day (Part of WECP AGM)**

At the Oil and Gas Day held in conjunction with WECP, representatives from energy cities including Kuala Lumpur provided an in-depth overview of the oil and gas opportunities in Malaysia and how businesses could participate in the current activities in the market.



## OCTOBER 29

**Sabah Oil & Gas Taskforce Lab**

MPRC participated as a lead facilitator in a three-day lab session for the Sabah Oil & Gas Taskforce Lab, which aims to increase economic development within the state.




## OCTOBER 16-19

**World Energy Cities Partnership AGM**

Dewan Bandaraya Kuala Lumpur (DBKL) successfully played host for the first time to the World Energy Cities Partnership (WECP), as a result of a collaborative effort by both DBKL and MPRC.




## OCTOBER 24

**Labuan Action Lab Outcome**

MPRC's Deputy CEO Mohd Yazid Ja'afar and our other colleagues attended the Labuan Action Lab Outcome presentation to the Federal Territories Minister Khalid Samad.

In the presentation to the Federal Territories Minister, oil and gas was earmarked as a key growth area for Labuan in the future.



## OCTOBER 29




**Meeting with Representatives from the High Commission of Canada to Malaysia, and the State of Alberta**

MPRC held a meeting with representatives from the High Commission of Canada to Malaysia, and the state of Alberta to discuss a potential cooperation on trade and investment with respect to the oil and gas industry in Malaysia.

## NOVEMBER 5



**Inter-agency Engagement Session with MEA**

MPRC's Deputy Chief Executive Officer, Mohd Yazid Ja'afar attended an inter-agency meeting chaired by the Ministry of Economic Affairs.

## NOVEMBER 8

**Engagement Session with Representatives from The Embassy of the Sultanate Oman**

MPRC met with representatives from The Embassy of the Sultanate of Oman where we shared insights on Malaysia's gas development, and learnt about the embassy's interest in contributing to the growth of the OGSE industry.




## NOVEMBER 13

**Visit to Kuantan Port's New Deepwater Terminal**

MPRC's James Chan and Dimple Kerisnin visited Kuantan Port's new deepwater terminal where they learnt about the terminal's expansion plans in the coming years.




## NOVEMBER 21

**Oil and Gas Innovation Economy at the Sabah Oil & Gas Lab**

MPRC's VP of Innovation and Technology Azmel Rasheed presented about the oil and gas innovation economy at the Sabah Oil & Gas Lab, where he highlighted how oil-producing countries like Brazil, Norway and the UK have expanded their economies respectively, moving from a natural resource economy to exporters of innovative solutions.



## NOVEMBER 23

**Sabah Oil and Gas Taskforce Lab Presentation to the Minister of Trade and Industries YB Datuk Seri Panglima Wilfred Madius Tangau**

MPRC's Deputy CEO as well as our other colleagues attended a Sabah Oil & Gas Taskforce Lab presentation to the Minister of Trade and Industries, YB Datuk Seri Panglima Wilfred Madius Tangau.



## NOVEMBER 26




**2018 OSEA Conference**

MPRC colleagues attended the 2018 OSEA Conference in Singapore to promote investment opportunities in Malaysia's oil and gas industry.

# GLOBALISING AND STRENGTHENING MALAYSIA'S OGSE INDUSTRY

**MPRC continues to raise Malaysia's profile as a regional OGSE hub by participating in key regional and international platforms. MPRC also facilitates investments, both domestic and international and assists local OGSE firms to scale up their businesses through export opportunities.**

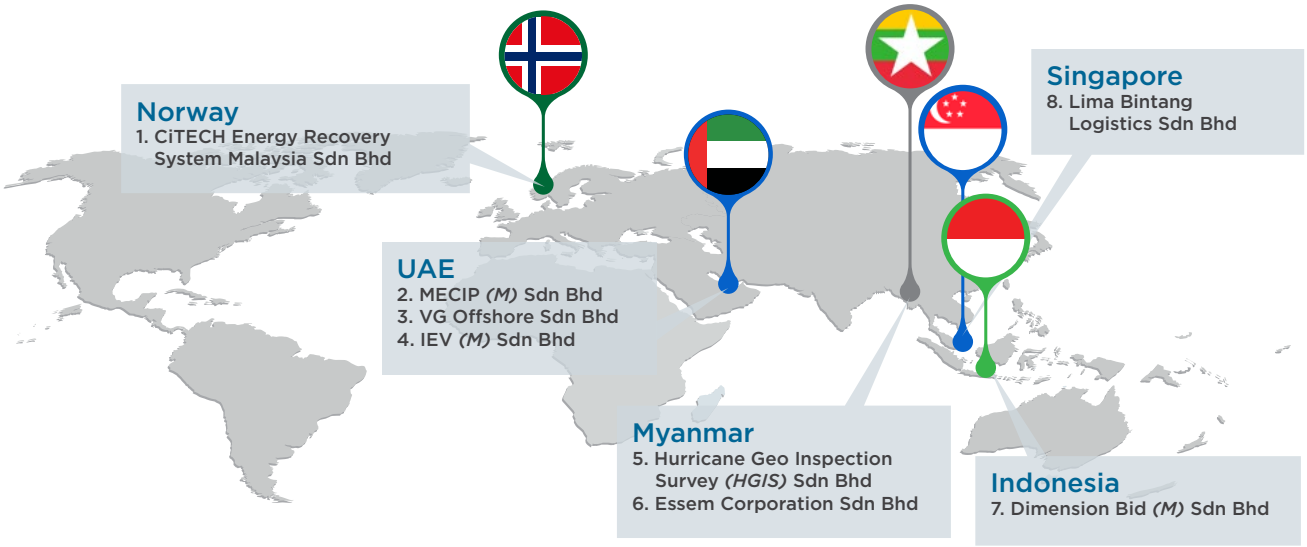
## MALAYSIA'S OGSE SECTOR ATTRACTED BOTH DOMESTIC AND FOREIGN INVESTMENTS DUE TO A WELL-ESTABLISHED OIL AND GAS INDUSTRY ECOSYSTEM

In 2018, MPRC facilitated RM511.7 million in investments by companies such as Serba Dinamik Holdings Berhad and i-Precision Sdn. Bhd.



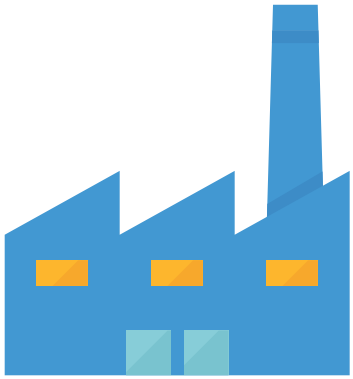
Total investment facilitated
**RM511.7**
**million**

## LOCAL OGSE PLAYERS ARE EXPANDING AND EXPORTING TO NEW MARKETS



# MALAYSIA CONTINUES TO ATTRACT MNCS AND INTERNATIONAL PARTNERSHIPS

## Establishing Presence in Malaysia



MPRC assisted Astoria Solutions, a Singaporean company and Upstream Production Solutions, an Australian company in providing market information and advice on Malaysia's oil and gas sector. Both companies have set up local entities in Malaysia to explore business opportunities in Malaysia and the Asia-Pacific region.

## Strategic Partnerships



- Pepperl+Fuchs and Turcomp Engineering Services Sdn. Bhd. to market and distribute electrical explosion protection systems and products in Malaysia.
- DIGATEX and MECIP (M) Sdn. Bhd. to provide digital transformation services to the Malaysian oil and gas market.
- Processtek Sdn. Bhd. and EM&I to bid for asset integrity projects in Malaysia.
- Houston Technology Centre (HTC) Asia and Malaysia Technology Development Corporation (MTDC) to establish HTC Asia in Kuala Lumpur, specifically to engage with entrepreneurs and emerging technology developments in Malaysia, Indonesia, Vietnam, Southern India, South Korea, Russia, Taiwan and China.

**MPRC's facilitation allows companies like us to develop international contacts and leads with potential customers and relevant stakeholders in markets like the Middle East. We had the opportunity to learn about the (Abu Dhabi) market from those on ground as well as other global opportunities the IEV Group could become a part of.**

**— Juzer Noman - Managing Director, IEV Group (M) Sdn. Bhd.**

# PROMOTING OGSE CAPABILITIES AND FACILITATING INVESTMENTS INTO MALAYSIA

MPRC's participation in OTC Asia during the year was aimed at amplifying Malaysian OGSE firms' capabilities, and promoting greater collaboration between industry and relevant stakeholders.

## MPRC's Involvement Include:






- Meet the Techs Enablers session (48 meetings held with enabler agencies such as MIMOS, MTDC, PlatCOM Ventures, NANOMalaysia and TPM).
- 1 panel session with industry professionals on technological challenges seen in offshore oil fields.
- Joint-media briefing with NGLTech Sdn. Bhd. to share about MPRC's initiatives to accelerate technology development in the Malaysian OGSE industry.
- OTCAsia University Challenge where MPRC's VP for Innovation and Technology, Azmel Rasheed participated as mentor and guided students on working with industry professionals to ideate solutions to make offshore energy development more cost-competitive in a rapidly evolving global market.





*NGL Tech Sdn. Bhd. won two OTC Asia Spotlight on New Technology awards for small business category at OTC Asia 2018. NGLTech is also the only Malaysian SME to have won awards for their low pressure-condensate recovery system and the sep-isys™ cyclonic sand removal system (csrs).*



# Key Achievements from OTC Asia 2018

Identified 25
investment prospects

Generated 14
technology project leads

Registered 10
OGSE companies
for catalogue registration

# MPRC's Activities at OTC Asia Also Led to Several High-Impact Media Coverage:

**A total of**

**17** news coverage for MPRC OTC Asia 2018 – ranging from The Star, The Malay Mail online, Berita Harian

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3 minute read

**NGL Tech to conclude RM25m JV with a Middle Eastern company by end of next month**



By ZARINA ZAKARIAH - March 21, 2018 @ 4:54pm

KUALA LUMPUR: NGL Tech Sdn Bhd (NGL Tech), an international technology development and engineering company, expects to conclude its joint venture (JV) worth RM25 million with a Middle Eastern company by the end of April.

Managing Director Arul Jothy said the partnership agreement will be able to expand its presence to other regions such as Middle East and Africa as well as countries like India, Vietnam and Indonesia.

"We are in the final stages of talks on the JV and we will be concluding it by the end of next month. It will be a 8-month contract for the Low Pressure Condensate Recovery Systems (LP CRS).

"The project is valued to be worth RM25 million and needs to be delivered in eight months," he told a press conference on the sidelines of the Offshore Technology Conference (OTC) Asia 2018 here today.

NGL Tech is the only Malaysian enterprise company to secure two OTC Asia awards for its Low Pressure Condensate Recovery System (LP CRS) and the SEP-HSYS Cyclonic San Removal System (CSRS) which was jointly owned and developed by Petroliam Nasional Bhd (Petronas).

The LP CRS is currently the only system in the world able to attract valuable hydrocarbon condensate from very low pressured gas, including flare gas, in a compact and self-contained unit suitable for both onshore and offshore facilities.

The technology enhances the recovery of stabilised crude by between 10 per cent and 30 per cent, as well as reducing greenhouse gas emission by approximately 15-30 per cent.

Meanwhile, Malaysian Petroleum Resources Corporation (MPRC) vice president Syed Azlan Syed Ibrahim said NGL Tech's recognition was the benchmark for other local technological companies to follow suit.

"We are seeing more and more companies showcasing their technology such as the likes of NGL Tech and UZMA. While unconventional production is not unique to Malaysia, we have a head start in the region.

"We aim to increase the number of Malaysian home grown technological projects from 11 currently to 40 by year 2020 en route to our objective to become the regional hub.

Syed Azlan also hope the local industry's presence can be accelerated in the international setting, raise their reputations by collaborating with the regulators, government ministries and agencies as well as local and international trade associations.

/end

BH ONLINE

BERITA SUKAN DUNIA HIBURAN BISNES RENCANA WANITA HUJUNG MINGGU BHPLUS

BISNES » Lain-lain (Bisnes)
Isnin, 19 March 2018 | 9:51pm



**Malaysia lokasi pertumbuhan syarikat minyak di Asia**

KUALA LUMPUR: Malaysia adalah batu loncatan yang sesuai untuk syarikat minyak dan gas (O&G) mengembangkan langkah di Asia memandangkan lokasinya yang strategik dan suasana mesra perniagaan, kata Perbadanan Sumber Petroleum Malaysia (MPRC).

Ketua Perdagangan dan Pelaburan MPRC, Mohd Yazid Ja'afar, berkata Malaysia juga menawarkan pasaran O&G yang mantap dan ekosistem yang kukuh, terdiri daripada pemain industri, persatuan perdagangan serta agensi kerajaan, yang menyasarkan untuk menjadikan Malaysia hab perkhidmatan dan peralatan O&G (OGSE) terkemuka di rantau ini.

MPRC akan melaksanakan aktiviti untuk mempromosikan industri OGSE Malaysia pada Persidangan Teknologi Luar Pesisir Asia 2018 (OTC Asia 2018) yang akan diadakan di Pusat Konvensyen Kuala Lumpur bermula esok hingga Jumaat ini.

"Kami mempermudahkan kemasukan pelaburan dan juga pengantarbangsaan syarikat OGSE tempatan sebagai sebahagian usaha untuk mewujudkan suasana hab yang dinamik," katanya dalam satu kenyataan, hari ini.

Peserta persidangan dan pengunjung pameran boleh mengunjungi gerai MPRC #S401 di dewan foyer pameran yang berfungsi untuk mempromosikan kemampuan OGSE Malaysia juga peluang perdagangan dan pelaburan.

Menurut MPRC, ia juga akan menganjurkan sesi khas "Bertemu dengan Pemudahcara Teknologi" dari 10 pagi hingga 5 petang pada Rabu, 21 Mac, untuk syarikat OGSE Malaysia yang ingin meningkatkan projek teknologi mereka.

-BERNAMA

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**Malaysia an ideal O&G springboard**

BUSINESS NEWS

Tuesday, 20 Mar 2018

KUALA LUMPUR: Malaysia is an ideal springboard for oil and gas (O&G) companies to grow their footprint in Asia given its strategic location and pro-business environment, says the Malaysia Petroleum Resources Corp (MPRC).

MPRC head of trade and investment Mohd Yazid Ja'afar said Malaysia also offered a well-established O&G market and strong ecosystem, comprising industry players, trade associations and government agencies, which can turn Malaysia into a top regional O&G hub. — Bernama

TAGS / KEYWORDS:
OG

# AMPLIFYING MALAYSIA'S OGSE CAPABILITIES IN INTERNATIONAL MARKETS

For the sixth consecutive year, MPRC and MATRADE co-organised a Malaysia Pavilion at OTC Houston, hosting 11 Malaysian OGSE companies and government agencies.

**Outcome:**

**12** trade and investment prospects were generated

## Other Major Initiatives at OTC Houston Include:

1. Breakfast session organised by Norway Pavilion.
2. MPRC's Deputy Chief Executive Officer, Mohd Yazid Ja'afar presented Kuala Lumpur's pitch to the World Energy Cities Partnership's (WECP) Board of Directors which led to a unanimous vote of confidence for Kuala Lumpur to host the 2018 WECP AGM.





# POSITIONING MALAYSIA ON THE MAP AS THE IDEAL OGSE HUB IN ASIA PACIFIC

A joint-briefing session involving over 25 Houston-based MNCs and OGSE companies that was co-organised by MPRC in collaboration with MIDA and InvestKL.





# ENHANCING THE COMPETITIVENESS OF THE OGSE INDUSTRY

**Rapid technological change is reshaping industries, including oil and gas. MPRC champions the following initiatives to ensure OGSE firms can adapt and play an important part in an evolving industry: recommending comprehensive programmes to propel oil and gas development, championing industry innovation, and promoting information transparency in the industry.**

## FORMULATING AMBITIOUS OIL AND GAS OPPORTUNITIES TO PROPEL SABAH'S OIL AND GAS SECTOR FOR JOB CREATION AND SUSTAINED GROWTH

MPRC facilitated a Sabah Oil & Gas Taskforce Lab in October. Representatives include company executives, public officials from both federal and state-level governments.










## DEVELOPING A PIPELINE OF LOCAL TECH PROJECTS

MPRC's Oil and Gas Innovation Technology Collaboration (OGITeC) worked closely with industry players, the academia and relevant stakeholders to develop a pipeline of local technology projects.

In 2018, over

**15**

projects were created, exceeding an initial target of **10 projects for the year**

# RAISING THE VISIBILITY OF LOCAL SMES, STARTUPS AND THEIR INNOVATIVE SOLUTIONS AT MOGSEC 2018

> *Thanks to the Innovation Space and the MOGSC Innovation Awards, we were able to garner interest from various stakeholders on our Monsoon Season SWATH Accommodation Workboat. Additionally, the Innovation Space is an ideal platform to meet and network with industry players to discuss how we can all work together to support the overall growth of the OGSE industry.*
>
> **— Capt. Kamal, TS Maritime Sdn. Bhd.**

MPRC worked collaboratively with the Malaysian Oil & Gas Services Council (MOGSC) to organise the Innovation Space and the MOGSC Innovation Awards. The initiatives were held to bring greater visibility to innovative companies and their homegrown technologies.

11 OGSE SMEs competed at the inaugural MOGSC Innovation Awards where they were given the opportunity to showcase their technologies at the Innovation Space.

The five shortlisted companies, evaluated by 20 mystery shoppers comprising of operators, investors and partners participated in an exclusive pitching session in front of well-qualified judges.

> *The MOGSC Innovation Awards is a good platform for us to share the 5 I-Ray Eyes Technique with the world. With the hype of the 4th Industrial Revolution ongoing, we believe that technology can still be made 'affordable' to achieve this through our patented 5 I-Ray Eyes Technique which is merely a sticker. On behalf of ISO Group, we are honoured to have been named winner of the inaugural MOGSC Innovation Awards and we hope the Innovation Awards is something that more local techs can anticipate over the coming years.*
>
> **— Major Frank Tan, In-Source Options Sdn. Bhd.**



*Entrepreneur Development Minister Mohd Redzuan Md Yusof together with MOGSC President Sharifah Zaida Nurlisha, Major Frank Tan of ISO Group and MPRC's Azmel Rasheed.*



*MITI Minister Ignatius Darell Leiking and MOGSC President at the Innovation Space.*



*ISO Group was named as this year's winner.*

# Participating Companies In The 2018 MOGSC Innovation Awards:

**Chemical Tracer Services (CTS) Sdn. Bhd.**
***CTS-IWT***
Smart reservoir surveillance technology for flow characterisation and sweep evaluation

**ProEight Sdn. Bhd.**
***Ultrasonic Scaling Remover (USR)***
Ultrasonic wave frequency technology to remove scales from internal static equipment

**Invigour Energy**
***INVIGOUR ResWELL Ecosystem***
Transformative and collaborative data analytic platform for oilfield surveillance and optimisation

**NGL Tech Sdn. Bhd.**
***Multifunctional Production Unit (MPU)***
Low-pressure production unit with integral desanding and bulk dewatering

**GGRE Asia Sdn. Bhd.**
***ALECA***
Cloud-based Asset Life Evaluation and Collaboration App

**University of Malaya**
***KRISPI***
Knowledge Driven Syntactic Parsing Intelligence - Dynamic AI-driven Autonomous Chatbot

**Reservoir Link Solutions Sdn Bhd**
***POSEIDON™***
Autonomous pre-emptive structural evaluation and integrity decision system

**TXMR Sdn. Bhd.**
***Smart Eco Cell***
Intelligent control mechanism to detect heavy metal fumes and gases during wielding operations

**Shapadu Energy Services Sdn. Bhd.**
***Combo Chemical Series***
Multi-functional specialty chemicals for production

**In-Source Options Sdn. Bhd.**
***5 I-Ray Eyes Technique***
Systematic and accurate maneuvering of Material Handling Equipment (MHE)

**TS Maritime Sdn. Bhd.**
***SWATH Accommodation Workboat***
With Hybrid or LNG options

*The Innovation Space allowed us to meet with many VIPs to showcase our capabilities and stimulate discussions, which will lead to more collaborations with industry players and stakeholders in the future. A big thank you to both MOGSC and MPRC for once again championing local techs.*

— Arul Jothy, Managing Director of NGLTech Sdn. Bhd.

# STRENGTHENING MALAYSIA'S INNOVATION AND TECHNOLOGY ECOSYSTEM

MPRC also coordinated several engagements in 2018 to further advance and strengthen the innovation and technology ecosystem in Malaysia.

## The Engagements Include:

**Vestigo Ideation Workshop**
MPRC and Vestigo Petroleum Sdn Bhd organised an Ideation Workshop to source for innovative ideas from local technology companies to identify cost-effective solutions to reactivate a high water cut horizontal well whenever the well shuts-in.





**Oil and Gas Innovation Economy at the Sabah Oil & Gas Lab**
During the Sabah Oil & Gas Lab in Kota Kinabalu, MPRC's VP of Innovation and Technology Azmel Rasheed presented about the oil and gas innovation economy.

Amongst the points he highlighted during the session were how oil-producing countries like Brazil, Norway and the UK have expanded their respective economies, moving from a natural resource economy to exporters of innovative solutions.

# ADVANCING INFORMATION TRANSPARENCY TO ENABLE MORE INFORMED DECISION-MAKING BY POTENTIAL INVESTORS, FINANCIAL INSTITUTIONS AND STAKEHOLDERS FOR A MORE COMPETITIVE AND OPEN MARKET




MPRC100 highlights the growth of OGSE companies in the industry and provides a point of reference for market players.

In addition to the Top 100 OGSE companies, the publication also includes an industry commentary that attempts to provide an aggregated view of the OGSE industry in Malaysia. These were some of the findings from FY2017's edition.

## The Top 10 OGSE Companies for 2017 are:

| | |
|---|---|
| 1 | MISC BERHAD |
| 2 | SAPURA ENERGY BERHAD |
| 3 | DIALOG GROUP BERHAD |
| 4 | SERBA DINAMIK HOLDINGS BERHAD |
| 5 | WAH SEONG CORPORATION BERHAD |
| 6 | BUMI ARMADA BERHAD |
| 7 | TOYO ENGINEERING & CONSTRUCTION SDN. BHD. |
| 8 | MUHIBBAH ENGINEERING (M) BERHAD |
| 9 | KNM GROUP BERHAD |
| 10 | TECHNIP GEOPRODUCTION (M) SDN. BHD. |

## The Top 20 OGSE Companies in the Southeast Asia Region:



# FUELLING PENGERANG'S DOWNSTREAM OIL AND GAS HUB ASPIRATIONS

The Pengerang Integrated Petroleum Complex (PIPC) is an ambitious project that aims to transform Southern Johor into a world-class downstream oil and gas hub, helping to augment livelihoods of those living in the region. Upon completion, the project will house oil refineries, naphtha crackers, petrochemicals, liquefied natural gas (LNG), tank storages, jetty facilities and manufacturer of finished products.

MPRC's subsidiary, Johor Petroleum Development Corporation (JPDC) is the master planner for PIPC and continues to be actively involved in working with various stakeholders to drive inclusive and sustainable development through this project.

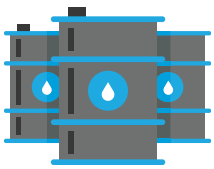
**44%** **out of 22,904 acres of land secured for Phase 1 of PIPC's development**

**Total value of investment interests captured: USD61 billion (of which USD31 billion of investments have been committed)**

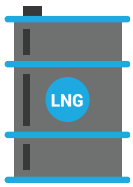



## The Following is a Summary of PIPC's Capacity and Progress as of Dec 31, 2018:



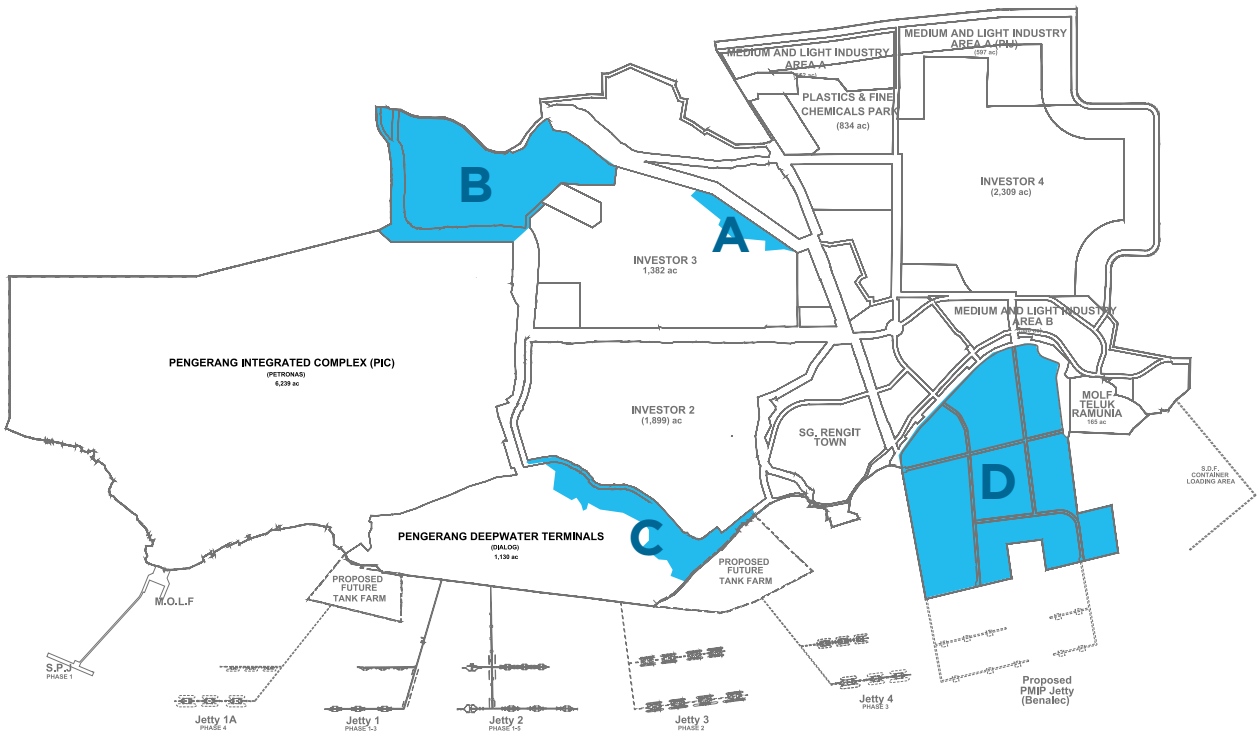







| Item | Petrochemical Production | Oil Refining Capacity | Oil and Gas Storage Space | Regasification Terminal Pengerang (RGTP) Send-out Capacity |
|---|---|---|---|---|
| Progress | **3.6 million** tons p.a. from 2H2019 | **300,000** bpd from 1H2019 | **3.43 million** cubic metres ready | **3.5 million** tons per annum |
| Target | **11.3 million** tons p.a. | **1 million** bpd | **5 million** cubic metres | **12.4 million** tons per annum |

During the year, JPDC continued to assist investors' plan to develop industrial parks in PIPC.




## A Pengerang Eco-Industrial Park (PeIP) by Serba Dinamik Holdings

Specialised industrial park for:

- Maintenance, repair and overhaul (MRO)
- Inspection, repair and maintenance (IRM)
- Land Size: 67.8 acres

## B Pengerang Industrial Park (PIP) by Johor Corporation

- Integrated industrial park with infrastructures, facilities and amenities
- Accessibility to PIC PETRONAS and Pengerang Deepwater Terminals (PDT)
- Targeted industry: heavy, medium and light industries
- Land Size: 786 acres

## C Sg Rengit Industrial Estate (SRIE) by Dialog Group Berhad

- Industrial park with accessibility to Pengerang Deepwater Terminals (PDT) and PIC PETRONAS
- Target industry: medium and light industries
- Land Size: 170 acres

## D Pengerang Maritime Industrial Park (PMIP) by Benalec Holdings Berhad

- Integrated industrial park with accessibility to seafront complete with infrastructures, facilities and amenities
- Targeted industry: heavy, medium and light industries
- Land Size: 1,700 acres

- *The Pengerang Integrated Complex, or PIC, is PETRONAS' largest investment in Malaysia, located in Pengerang, Johor and forms part of Johor state's ambitious PIPC project.*
- *PIC PETRONAS is designed to produce premium differentiated petrochemicals, meet domestic demand for petroleum products as well as the Government's future legislative requirements on the implementation of Euro 5.*

Also included in the industrial park development plan within PIPC is Malaysia's first maintenance repair and overhaul (MRO) park as well as inspection, repair and maintenance (IRM) Global Centre of Excellence. Developed by Serba Dinamik Bhd, these parks, also known as Pengerang Eco-Industrial Park (PeIP) are expected to serve the downstream oil and gas, petrochemicals and power generation industries.




PeIP will also house a self-contained ecosystem of facilities, products and services for the repair and maintenance of plants, machineries, equipment and structures.

Both MRO and IRM Global Centre of Excellence will be complemented by a purpose-built plant turnaround village, to facilitate total plant repair and maintenance during mandatory work shutdowns.

# MOVING INTO 2019: STEPPING UP EFFORTS TO AMPLIFY THE MALAYSIAN OGSE INDUSTRY

Oil and gas exploration activities are showing signs of improvement in 2019 with operators planning to develop new offshore fields including those located in deep waters, albeit with some constraints on exploration spending. Whilst Malaysia's OGSE companies are well-placed for the next stage of growth, the continued drive for cost reductions and current volatility in oil prices also meant that players need to exercise prudence and diversify across various segments of the oil and gas value chain.

Against this backdrop, MPRC remains fully committed in assisting industry players to ensure they continue to thrive in a highly competitive marketplace. This includes our continuous efforts to support the Malaysian OGSE industry in 2019 and beyond.

Some of these efforts include:




Attracting domestic and foreign investments within Malaysia whilst facilitating various ventures into international markets



Increasing further downstream opportunities for Malaysian and international OGSEs



Encouraging more MNCs to set up operations in Malaysia

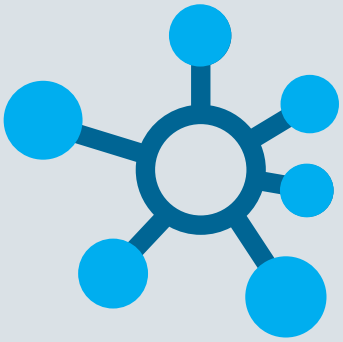
**Promoting and facilitating the development of Malaysian OGSE innovation as their competitive advantage**

MPRC, an agency under the Ministry of Economic Affairs will also continue to work cohesively with relevant government agencies and parties as well as trade associations and industry players to develop a supportive ecosystem that will pave the way for a more resilient and viable Malaysian OGSE industry.



**Reinforcing Malaysia's appeal as the ideal gateway to OGSE opportunities in the Asia Pacific region**

Malaysia's strategic location at the heart of Asia Pacific is the ideal site for growth in the global oil and gas as well as energy markets, which should further enhance our appeal as a critical base to tap into the region's oil and gas opportunities. As such, MPRC will continue to support the promotion of Malaysian OGSE companies in various global oil and gas platforms such as OTC and Oil and Gas Asia (OGA), to further strengthen and amplify Malaysia's position as the top OGSE hub in Asia Pacific.



# ACKNOWLEDGEMENTS

## MPRC Would Like to Thank the Following Organisations for Their Support for Our Initiatives in 2018:

- Bank Negara Malaysia
- Bahrain Economic Development Board (Bahrain EDB)
- Construction Industry Development Board (CIDB)
- Corporate Debt Restructuring Committee (CDRC)
- Dewan Bandaraya Kuala Lumpur (DBKL)
- Economic Planning Unit (EPU)
- Greater Stavanger Economic Development
- GreenTech Malaysia
- Innovation Norway
- Institute of Materials Malaysia (IMM)
- International Conference & Exhibition Professionals (ICEP)
- InvestKL
- Johor State Government
- Kazakhstan's Export and Investment Agency (KazNex Invest)
- Labuan Corporation
- Labuan Financial Services Authority
- Labuan International Business Financial Centre
- Lembaga Hasil Dalam Negeri (LHDN)
- Majlis Amanah Rakyat (MARA)
- Majlis Profesor Negara
- Malaysia External Trade Development Corporation (MATRADE)
- Malaysian Industry-Government Group for High Technology (MIGHT)
- Malaysian Investment Development Authority (MIDA)
- Malaysian Offshore Contractors Association (MOCA)
- Malaysia Offshore Support Vessels Owners Association (OSV)
- Malaysian Oil & Gas Engineering Council (MOGEC)
- Malaysian Oil & Gas Services Council (MOGSC)
- Malaysian Technology Development Corporation (MTDC)
- MIMOS Berhad
- Ministry of Economic Affairs (MEA)
- Ministry of Education (MOE)
- Ministry of Finance (MOF)
- Ministry of Human Resource (MOHR)
- Ministry of International Trade and Industry (MITI)
- Ministry of Energy, Science, Technology, Environment and Climate Change (MESTECC)
- Multimedia Development Corporation (MDEC)
- NanoMalaysia Berhad
- Petroliam Nasional Berhad (PETRONAS)
- PlaTCOM Ventures Sdn Bhd
- Prime Minister's Department
- Sabah State Government
- Scottish Development International (SDI)
- Selangor State Investment Centre (SSIC)
- Sipitang Oil & Gas Development Corporation (SOGDC)
- SIRIM Berhad
- SME Corporation Malaysia
- Society of Petroleum Engineers (SPE)
- Suruhanjaya Syarikat Malaysia (SSM)
- Talent Corporation Malaysia Bhd (TalentCorp)
- Technology Park Malaysia
- The Association of Banks in Malaysia (ABM)
- UK Trade & Investment (UKTI)
- Unit Peneraju Agenda Bumiputera (TERAJU)
- Universiti Malaya (UM)
- Universiti Teknologi Malaysia (UTM)
- Universiti Teknologi PETRONAS (UTP)

# OTHER MPRC PUBLICATIONS




## Malaysia OGSE Catalogue

The Malaysia OGSE Catalogue is a compilation of OGSE capabilities to support innovation and technology development for the oil and gas industry.




## MPRC100 FY2017

MPRC100 is a list of 100 OGSE companies in Malaysia, ranked based on revenue. It further highlights the growth of these companies and provides a point of reference for industry players, potential investors and other stakeholders. In this year's edition, the segment-based analysis has been aligned with the recently released PETRONAS Activity Outlook 2018-2020.




## SME GROW

SME GROW lists active OGSE Small and Medium Enterprises (SMEs) with the potential to grow from the SME segment into Mid-tier companies. SME GROW applies a filtering process to identify a number of SME companies with high potential, and ranked based on both revenue growth and profitability.




## Financing Schemes for OGSE Companies

This financing guide for OGSE companies features a compilation of grants, loans and tax incentives provided by Malaysian government agencies and Development Financial Institution that are relevant to the OGSE sector.




## Doing Business in Southeast Asia: Guide for Malaysia Companies

Produced in collaboration with MATRADE, this guide outlines the oil & gas landscape and market entry strategies for Malaysian OGSE companies interested in expanding their business to Indonesia, Myanmar, Thailand and Vietnam. This publication also features on-the-ground insights from local OGSE players, key contacts, as well as information on MATRADE's export assistance programmes for Malaysian exporters.

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