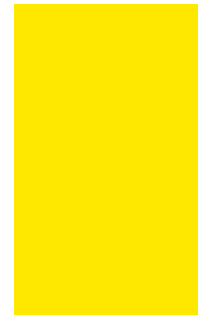




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2018 Local Content Procurement Conference



Disclaimer

This document may contain forward-looking statements with respect to Yinson Holdings Berhad (“Yinson” or the “Group”) future (financial) performance and position. Such statement are based on current expectations, estimates and projections of Yinson and information currently available to the company.

Examples of forward-looking statements include statements made or implied about the Group’s strategy, estimates of sales growth, financial results, cost savings and future developments in its existing business as well as the impact of future acquisitions and the Group’s financial position. These statements can be management estimates based on information provided by specialized agencies or advisors.

Yinson cautions readers that such statements involve certain risks and uncertainties that are difficult to predict and therefore it should be understood that many factors can cause the Group’s actual performance and position to differ materially from these statements.

These factors include, but not limited to, macro-economic, market and business trends and conditions, (low-cost) competition, legal claims, the ability to protect intellectual property, changes in legislation, changes in exchange and interest rates, changes in tax rates, pension costs, raw material and energy prices, employee costs, the implementation of the Group’s strategy, the Group’s ability to identify and complete acquisitions and to successfully integrate acquired companies, the Group’s ability to realize planned disposals, savings, restructuring or benefits, the Group’s ability to identify, develop and successfully commercialize new products, markets or technologies, economic and/or political changes and other developments in countries and markets in which Yinson operates.

As a result, Yinson’s actual future performance, position and /or financial results may differ materially from the plans, goals and expectations set forth in such forward-looking statements.

Yinson has no obligation to update the statements contained in this document, unless required by the relevant law and/or regulations. The English language version of this document is leading.

A more comprehensive discussion of the risk factors that may impact Yinson’s business can be found in the Group’s latest Annual Report, a of copy which can be found on the Group’s corporate website, www.yinson.com.my

Presentation Outline

1. Operational Status Update
2. Bidding Requirements
3. Opportunities for Operations and Maintenance Services
4. Q&A



Operational Status Update

- Lost Time incidents (LTI): 0
- Days without LTI: 1 year (from sail away DD)
- Total produced barrels of oil: 7 MBBLS
- Number of offloading operations: 7
- Water injection: yes
- Gas injection: yes



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1. Operational Status Update- building blocks

Continue the professional relationship to the Petroleum Commission and ensure that also during the operation phase there are specific Local Content requirements we have to adhere to – being a long term player gives us the possibility to build local capacity both within own organization and in the supply chain.

- ✓ Shortlisting of contractors with PC permits
- ✓ Inclusion of a local content calculation matrix (price, schedule and LC achievement and ownership)
- ✓ Document transparent selection process
- ✓ Encourage international players to JV local companies with expertise but lack of long term experience within the O&G sector
- ✓ Currently establishing list of major services, goods and equipment needs for 2018 operations

Bidding Requirements

- ITT
- Technical Submissions
- Commercial Submissions
- Local Content
- Exhibits
- Bid Evaluation

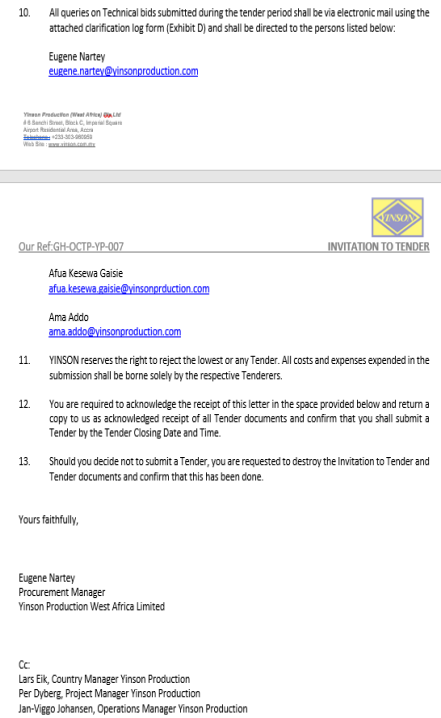
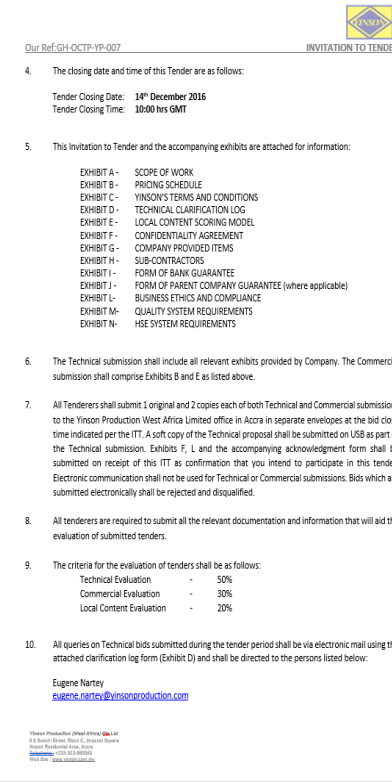
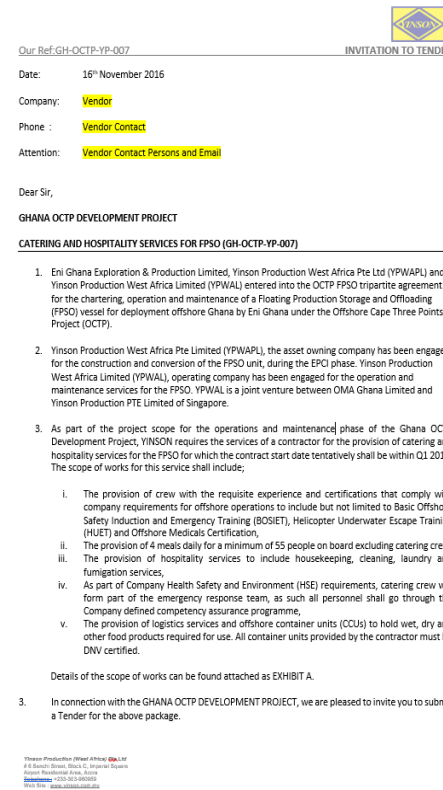
EXHIBIT A -	SCOPE OF WORK
EXHIBIT B -	PRICING SCHEDULE
EXHIBIT C -	YINSON'S TERMS AND CONDITIONS
EXHIBIT D -	TECHNICAL CLARIFICATION LOG
EXHIBIT E -	LOCAL CONTENT SCORING MODEL
EXHIBIT F -	CONFIDENTIALITY AGREEMENT
EXHIBIT G -	COMPANY PROVIDED ITEMS
EXHIBIT H -	SUB-CONTRACTORS
EXHIBIT I -	FORM OF BANK GUARANTEE
EXHIBIT J -	PARENT COMPANY GUARANTEE
(where applicable)	
EXHIBIT L-	BUSINESS ETHICS AND COMPLIANCE
EXHIBIT M-	QUALITY SYSTEM REQUIREMENTS
EXHIBIT N-	HSE SYSTEM REQUIREMENTS



Bidding Requirements

• ITT (Information to Tenderers/Bidders)

1. Describes all requirements related to the Bid; clarifications, submissions, bid close time, evaluation format etc
2. Understanding and responding to all requirement of the ITT is key to successful bid submission



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Bidding Requirements

- Technical Submissions

Technical submissions are typically related directly to the SOW for the Tender. Bidders would be required to provide the following as part of bid evaluation

1. Valid PC permit
2. Ownership Structure with certified copies from RGD
3. Relevant ISO/ Class Certifications
4. Relevant experience/ referrals/ similar SOW
5. Execution strategy
6. Statutory operation permits (where relevant)
7. CVs of key personnel
8. Audited Financials
9. HSE Policies, procedures, manuals etc



Bidding Requirements

- Commercial Submissions

Commercial bids are expected to cost every forecasted activity required for the service and price accordingly

1. Complete commercial bids with Price schedule templates provided
2. If there are potential reimbursable/ optional items; price separately
3. Remember, key to sound commercial bid is to price competitively



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Bidding Requirements

- Local Content

ITEM	LEVEL D	UNIT OF MEASUREMENT	VALUE (TENDERERS TO FILL IN)		
1.1.1.1	Current number of national people within the organization (permanent)	number			
	Current number of national people within the organization (contract)	number			
1.1.1.2	Planned number of national people to be hired within the next 1 years for the purpose of Contract execution	number			
1.1.2.1	Current number of training hours to national people during the last 1 years	hours			
1.1.2.2	Total planned training hours to national people within the next 2 years	hours			
1.1.3.1	Current local "core business" investments during the last 1 years	million USD			
1.1.3.2	Planned local "core business" investments within the next 2 years for the purpose of Contract execution	million USD			
1.2.1.1	Total planned manhours provided by national personnel (outsourcing excluded) for fabrication activities, engineering activities, administrative activities, etc.	hours			
1.2.2.1	National Goods/Materials/Equipment planned to be purchased for the purpose of Contract execution	% of the Total Contract Value			
1.2.2.2	National Service/Work scheduled to be subcontracted for the purpose of Contract execution	% of the Total Contract Value			
1.3.1.1	Organizational set-up of the legal entity / legal entities entering the Contract(s), should the Tender be successful	dimensionless			
2.1.1.1	Planned number of months to the issuance of the READY FOR SAIL AWAY CERTIFICATE as defined in the Contract	months			



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Bidding Requirements

- Evaluations

Technical Evaluation	-	50%
Commercial Evaluation	-	30%
Local Content Evaluation	-	20%

30/11/2016

Evaluation Matrix for Indigenous Ghanaian companies

APPENDIX-M (SCORING MODEL) NAME OF VENDOR												
ITEM	LEVEL A	%	ITEM	LEVEL B	%	ITEM	LEVEL C	%	ITEM	LEVEL D	INPUTS (UNIT OF MEASUREMENT)	%
1	LOCAL CONTENT DEVELOPMENT	#REF!	1.1	STRATEGIC LOCAL CONTENT	0%	1.1.1	National Personnel	0.00%	1.1.1.1	Current No of National People within the organisation	Number	#REF!
									1.1.1.2	Planned number of national people to be hired within the next 1 year for the purpose of contract execution	Number	#REF!
						1.1.2	Training Activities	0.00%	1.1.2.1	Current no of training hours to national people during last 1 year	hours	#REF!
									1.1.2.2	Total planned training hours to national people within next 2 years	hours	#REF!
			1.2	OPERATIVE LOCAL CONTENT	0%	1.1.3	Local Investments	0.00%	1.1.3.1	Current local core business investments during last 2 years	million USD	#REF!
									1.1.3.2	Planned investments in next 2 years for the purpose of contract execution	million USD	#REF!
						1.2.1	National Manhours	0.00%	1.2.1.1	Total planned manhours provided by local personnel for fabrication, engg and administrative etc	hours	#REF!
						1.2.2	National Goods Services	0.00%	1.2.2.1	National goods /material equipment planned to be purchased for the purpose of contract execution*	% OF CONTRACT VALUE	#REF!
									1.2.2.2	National service / work to be contracted for the purpose of project execution*	% OF CONTRACT VALUE	#REF!
			1.3	ORGANISATION L SET UP	#REF!	1.3.1	Organisational Set Up	#REF!	1.3.1.1	Organisational set up of the legal entity / enteries entering the contract(s) should the tender be successful**	Pls refer to the enclosed form	#REF!
2	Technical	0%	2.1	Based on weighted percentage of technical proposal								
3	Commercial	0%	3.1	Based on weighted percentage of best quoted price								
FINAL SCORE #REF!												



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Opportunities for Operations and Maintenance Services

Component	Sub Components
MAIN PROCESS SYSTEMS related to gas compression, process systems and water injection	PSVs and instrumentation Filters General spares Pumps and related spares Cartridges
EXPORT AND BYPRODUCT HANDLING	Spares for metering system, Hoses and related systems Valves, rings
PROCESS SUPPORT SYSTEMS	Various valves and related spares
UTILITY SYSTEMS	Sea water Ballast water Drainage systems Potable water
SAFETY SYSTEMS	Fire protection systems servicing and spares Safety equipment PPEs
ELECTRICAL, COMM. & INSTRUMENTATION SYSTEMS	Various
STRUCTURAL, CIVIL, MARINE AND ARCHITECT. SYSTEMS	Cranes, winches, lifting equipment, elevator maintenance Spares and consumables for galley Laboratory equipment and consumables
Consumables	Lubricating oils Boiler chemicals Maintenance consumables Marine paint Cleaning chemical
Telecommunication	VSAT



Opportunities for Operations and Maintenance Services

Class Certified and statutory surveys Services

1. Fire fighting equipment
2. annual Radio Inspection
3. LP/HP flare meter (calibration)
4. Metering unit Oil (calibration)

Ongoing Service Contracts

1. Catering
2. Meet & greet (crew change, engineers etc)
3. Medical response (Domestic health care + evacuation)
4. Logistics (Import, clearance, transportation)
5. Waste Management

Non Class Certified Services

1. Elevators
2. Lifting equipmet, crane and material handling
3. Gen Set (power generation , catepillar engines)
4. Boilers (related spares and consumables via local supplier TBC)
5. GE compressors , GE Gas Turbine Generators
6. HP Flash and Reinjection
7. Various pumps for process and topsides
8. Ehouse
9. Topside process relief valves / safety valves
10. Paint (maintenance paint)
11. Ticketing (flight tickets, booking)
12. Marine , offshore , flag and statutory publications
13. TV subscription

General Supplies

IT Equipment

Marine Paint

Deck/Marine Consumables

Lab Consumables and Equipment

Welding Consumables

Hand Tools

Rope Access Services

Tank cleaning

Blasting and Painting



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For any further conversation about procurement opportunities within Yinson Production West Africa Ltd, please contact:

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