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# *Extracting the value you're looking for*

*PwC Malaysia  
O&G capabilities*

**pwc**

# What's keeping you awake?

## A reality check for the industry

*Companies in the energy industry face great amount of uncertainty and risk daily, yet there's a need to focus on the future to ensure financial and operational success.*

Continuous decisions need to be made on the following, but not limited to

- balancing the need to supply the world with hydrocarbons
- looking for new alternative energy sources
- managing with the long lead times needed for new projects
- weighing the risks versus benefits of new projects and where to invest next
- commitment for the highest standards of health, safety and the environment
- managing projects and operations as well as keeping cost under control.

In addition, the industry is also dealing with social and behavioural changes. The talent shifts, urbanisation, the growth of digital communication and social media are some other factors that need to be considered by the industry in terms of where and how they do business.

### Do you often ponder on these?

Industry issues	Achieving operational excellence & integrating technology	<ul style="list-style-type: none"> <li>• How do I eliminate reporting silos and build a more rounded picture of what's happening in the business?</li> <li>• I need to focus on the operations... I wish someone could look at the back-end processes to make sure everything is right...</li> <li>• How do I embed a solid IT security system to protect my company against cyber threats?</li> </ul>
	Growing the business	<ul style="list-style-type: none"> <li>• Emerging countries are the future energy demand centre. What are the key challenges besetting companies looking to grow?</li> <li>• Where are the next M&amp;A opportunities for the O&amp;G industry?</li> <li>• What are the typical industry M&amp;A issues and ways of mitigating transaction risk?</li> </ul>
	Managing risk & compliance	<ul style="list-style-type: none"> <li>• How do I embed risk management and compliance as part of day-to-day business and organisation's culture?</li> <li>• How do I recover projects that are currently failing to meet the desired business objectives or the needed performance enhancements?</li> </ul>
	Managing stakeholders & regulatory complexity	<ul style="list-style-type: none"> <li>• New rules and foreign regulations that we're exposed to as we expand and grow are so complicated.. Have we complied to all?</li> <li>• What do I report and how much do I report to keep my stakeholders and the public happy?</li> </ul>
	Achieving financial effectiveness	<ul style="list-style-type: none"> <li>• What's the optimal model for the finance function to support my operations?</li> <li>• Am I doing it at the most cost efficient and effective way?</li> <li>• How can I enhance my corporate performance management?</li> </ul>
	Managing tax position	<ul style="list-style-type: none"> <li>• How should I structure my investment to optimise tax efficiency?</li> <li>• How would GST affect my operations? What should I do before and when GST is implemented?</li> <li>• How do I enjoy the benefits under the new Petroleum Income Tax Act (PITA)?</li> </ul>
	Managing change & optimising talent	<ul style="list-style-type: none"> <li>• How do I communicate the changes that we'll be going through with the merger to ensure smoother transition?</li> <li>• Do I have the right mix of talent in the right place and right time to fully leverage on their strengths and expertise? How do I optimise the broader use of indirect and flexible workforce?</li> <li>• Succession planning, talent management, rare skills management... What's the cost of doing these poorly...or not at all?</li> </ul>



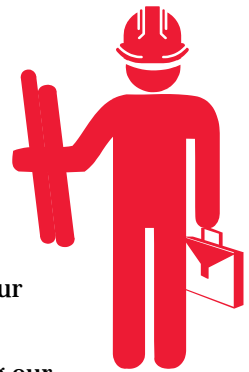
# *We hear you*

## *Your business issues and your goals*

Our Malaysian O&G practice understands industry needs across project lifecycles and offers solutions for the entire ecosystem of O&G companies.

We can tap on our experienced professionals in 158 countries for local insights and propose the best practices tailored to your needs. In particular:

- **Share our expertise and experience with you.** Having our assurance, tax and advisory specialists examine your issues from an O&G perspective.
- **Tap on knowledge of external industry experts.** Ranging from downstream, midstream to upstream players, to advise on potential opportunities and challenges.



*At PwC, we analyse how the industry issues and development will impact you. Then, we help you manage these changes.*

*We're looking forward to working with you.*

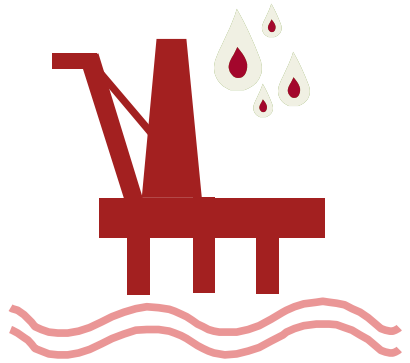


## *Working hand in hand*

### Here's how we can help you

Industry issues	Achieving operational excellence & integrating technology	<ul style="list-style-type: none"> <li>• Process improvement</li> <li>• Operational effectiveness review</li> <li>• Procurement function review</li> </ul>
	Growing the business	<ul style="list-style-type: none"> <li>• Business integration</li> <li>• Corporate finance initiatives including M&amp;A strategy, negotiation support and buy &amp; sell-side assistance</li> </ul>
	Managing risk & compliance	<ul style="list-style-type: none"> <li>• Board effectiveness enhancement</li> <li>• Risk culture enhancement</li> <li>• Enterprise risk management</li> </ul>
	Managing stakeholders & regulatory complexity	<ul style="list-style-type: none"> <li>• External audit</li> <li>• Joint venture audit</li> <li>• Internal audit including co-sourcing and operational audit</li> </ul>
	Achieving financial effectiveness	<ul style="list-style-type: none"> <li>• Corporate performance management review</li> <li>• Finance function transformation/effectiveness review</li> </ul>
	Managing tax position	<ul style="list-style-type: none"> <li>• Structuring of projects, contracts and investments</li> <li>• Corporate tax advisory and consulting services including tax planning and monitoring</li> </ul>
	Managing change & optimising talent	<ul style="list-style-type: none"> <li>• Organisational design</li> <li>• Capability and capacity assessment</li> <li>• Programme management and implementation</li> </ul>

# *Helping you better manage your challenges so you can focus on supplying the world's energy needs.*



- IT strategy and governance review
- Technology, security, data privacy, enterprise architecture and implementation
- Systems and process assurance
- Shared services and outsourcing
- Projects and programme management
- Valuation and strategy development
- Transaction services including financial and tax due diligence, post deal and purchase agreement review
- Risk management system selection, implementation and application
- Business continuity management
- Sustainability and climate change
- Forensics, dispute analysis and litigation support
- Receivership and liquidation
- Regulatory compliance
- Accounting advisory
- Reporting accountants for IPOs, accounting advise for corporate restructuring
- IFRS financial reporting and disclosure
- Training on sector issues and developments
- Working capital/cash flow projections review
- Budgeting and forecasting review
- Review of treasury function
- Incentives optimisation
- GST solutions and sales tax planning
- International assignment services including personal/expatriate tax services
- Pre and post-merger integration
- Employee engagement
- Change management and communications
- Talent management and development

# Sharing our knowledge



## Fit for \$50 oil: Is your company in shape?

How energy companies should prepare for and act in weak hydrocarbon pricing environment



## A Sea Change: Emerging from a downturn

How will the oilfield service sector emerge from the crisis to position itself for future success in a new world?



## Not your father's oil and gas business

Reshaping the future with upstream digitization



## Embedding cyber security into the energy ecosystem

How cyber crimes damage brands, erode customer confidence and weaken revenue.



## 2016 oil and gas trends

Are you prepared for a future that limits fossil fuels?



## Driving capital efficiency to fuel oil and gas projects

Does your team select, plan, and execute projects with capital efficiency?



## New conventions for unconventional O&G series

How to reduce the drag to gain speed and efficiency.

Find out more at [www.pwc.com/my/oil-gas](http://www.pwc.com/my/oil-gas)

## Let's chat

Whether you're looking to build, diversify or do something new with your business, we hope to engage you in conversation so we can better understand your needs.



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