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Australia – China 2.0 Trade Mission to China

***“The Future Ahead - Australian Engineering cooperation  
with China”***

**“继往开来-澳大利亚与中国工程合作”**

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**Executive Vice President – WorleyParsons China**

**执行副总裁-沃利帕森中国**





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- 
- Australian Stock Exchange (WOR)
  - Annual Sales **USD \$5 Billion**
  - Total **+33,000** staff
  - **+100 years** experience
  - 澳大利亚证券交易所上市公司
  - 年合同总额**50**亿美元
  - 全球员工逾**33,000**人
  - 逾百年国际项目经验





## Engineering News Record Ranking 工程新闻纪录（ENR）排名

### 2011 Global Sourcebook

#### Industries

#1 International design firm

#1 Petroleum design firm

#1 Industrial design firm

#1 Power design firm

#### Regions

#1 Australia

#2 Canada

#3 United States

**#1 International EPCM in China**

### 2011 全球资源手册

#### 行业

#1 国际设计公司

#1 石油设计公司

#1 工业设计公司

#1 电力设计公司

#### 地区

澳大利亚工程公司排名第一

加拿大工程公司排名第二

美国工程公司排名第三

**中国规模最大的国际工程设计及项目管理公司**

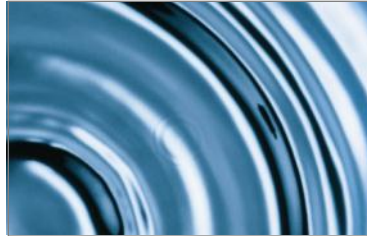




## Customer Sector Groups

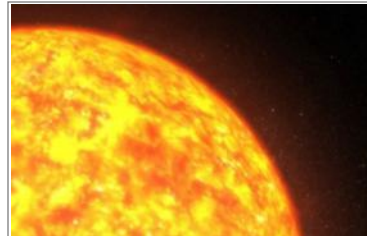
### 专业服务领域

Infrastructure  
& Environment



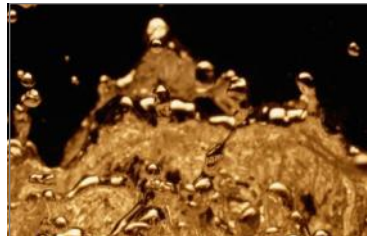
基础设施和环  
境保护

Power



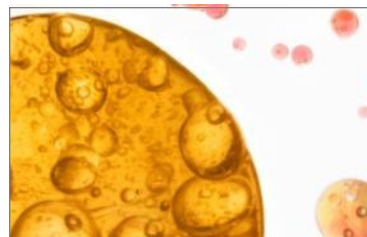
电力

Minerals  
& Metals



矿山和冶金

Hydrocarbons



油气炼化



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Global Reach

全球分布

■ Local Office  
■ Global Hub

**China**  
**+2400 Staff**  
**中国 + 2400人**

**Australia**  
**+7000 Staff**  
**澳大利亚**  
**+ 7000人**

**32,900** employees | **137** offices | **41** countries

**32,900** 员工 | **137** 项目执行办公室 | **41** 国家

EcoNomics™



## ► Influences

- Design Driven Culture
- Leading Technologies
- EPCM Reimbursable
- Strong Union Construction
- International Standards

## ► Strengths

- Innovative and Solution Driven
- Safety in Design
- Sustainability in Design
- Constructability
- Independent and Automatous
- Cross Discipline Synergies
- Harsh Environment Projects

## ► 影响力

- 设计为导向
- 领先的技术
- EPCM 费用补偿
- 规范施工管理
- 国际标准

## ► 优势

- 创新和提供解决方案为导向
- 设计中贯彻安全理念
- 设计中贯彻可持续发展理念
- 可施工性
- 独立自主
- 跨专业协同
- 恶劣环境项目实施



## ► Influences

- DI linked with EPC & Client
- Construction Driven
- EPC Lumpsum
- Focus on Proven Technology
- National Standards Experience

## ► Strengths

- Design Tools Savvy
- Compliance Culture
- Engineers are strong designers
- Strong implementation
- Massive resource pool
- Cost Competitive

## ► 影响力

- 设计院与业主和工程承包商关联关系
- 施工为导向
- EPC 总承包
- 专注于成熟技术
- 熟悉国家标准

## ► 优势

- 熟练运用设计工具
- 合规文化
- 工程师熟练设计能力
- 强力执行能力
- 海量各种资源
- 成本竞争力



## 1 IDENTIFY

## 2 EVALUATE

## 3 DEFINE

## 4 EXECUTE

## 5 OPERATE

*Establish preliminary scope and business strategy*

*Establish development options and execution strategy*

*Finalize scope and execution plan*

*Detail and construct asset*

*Operate, maintain and improve asset*

Select concept

Sanction

Start-up

### Market Analysis

Business Case  
Resource Evaluation  
Stakeholder Mgmt

Procurement Strategy  
**Contracting Strategy**  
Technology Evaluation

Modularisation  
Site Selection  
Tech Evaluation  
**Bankability**  
Financial Analysis  
Execution Strategy

Support FEED  
Support LLI  
**Supplier Evaluate**

Lead FEED  
Procure LLI  
**Cost Estimate**

Lead Detailed Design  
CM of China EPC  
**Inspection**  
Expedite  
Quality Control

CM of Intl EPC

### Engineering

Sustainability  
**Benchmarking**  
Capital Planning  
Improvement  
Process



China



Australia





- ▶ Engineering Design Systems
  - ▶ Project Management Systems
  - ▶ IT/Communication Linkage
  - ▶ Cultural Bridging programs
  - ▶ International Transfers
  - ▶ Overcome Language Issues
  - ▶ Clear Roles & Responsibility
  - ▶ Join Venture Party Alignment
  - ▶ Identify Lead Office
    - FDI in China
    - China investment abroad
- ▶ 工程设计系统
  - ▶ 项目管理系统
  - ▶ IT/交流平台
  - ▶ 文化衔接
  - ▶ 国际人员调配
  - ▶ 克服语言障碍
  - ▶ 任务责任明确
  - ▶ 战略合作协议确立
  - ▶ 确定项目领导办公室
    - 外商在华投资项目
    - 中国海外投资项目

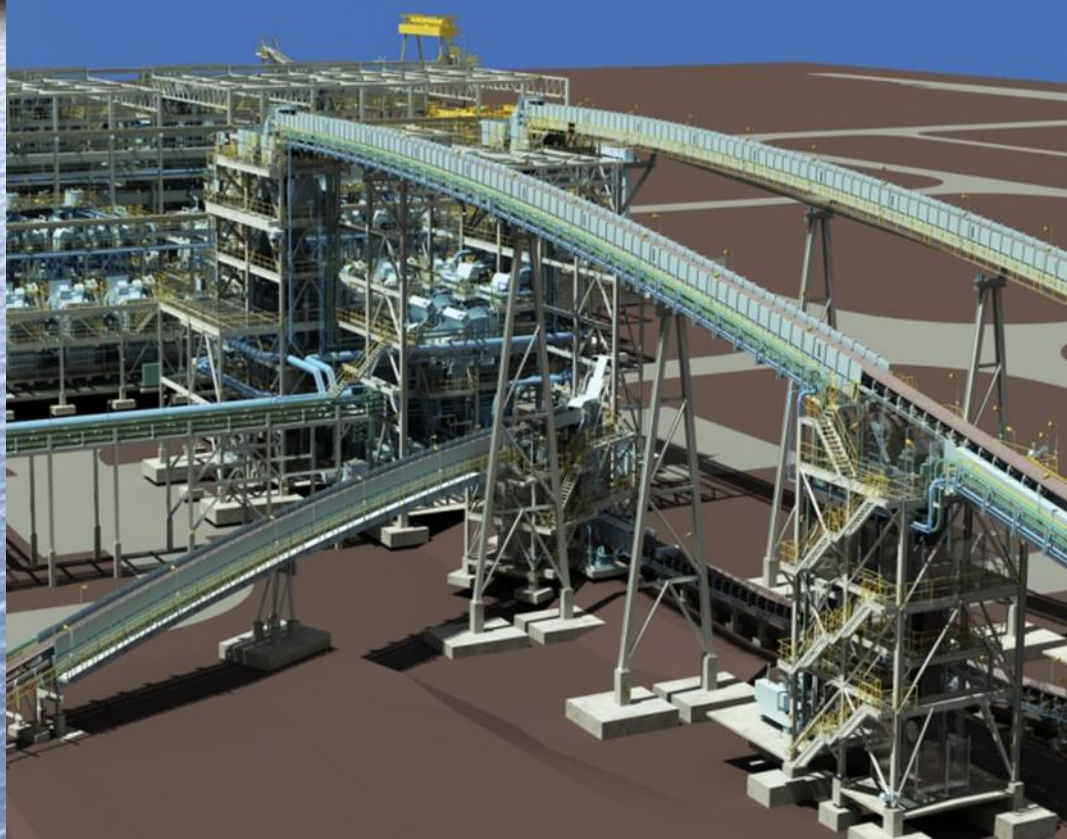


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Project Success

成功案例





To future success in  
Australian & China  
Engineering  
Synergies



未来的成功取决于澳  
大利亚和中国的工程  
协同合作