



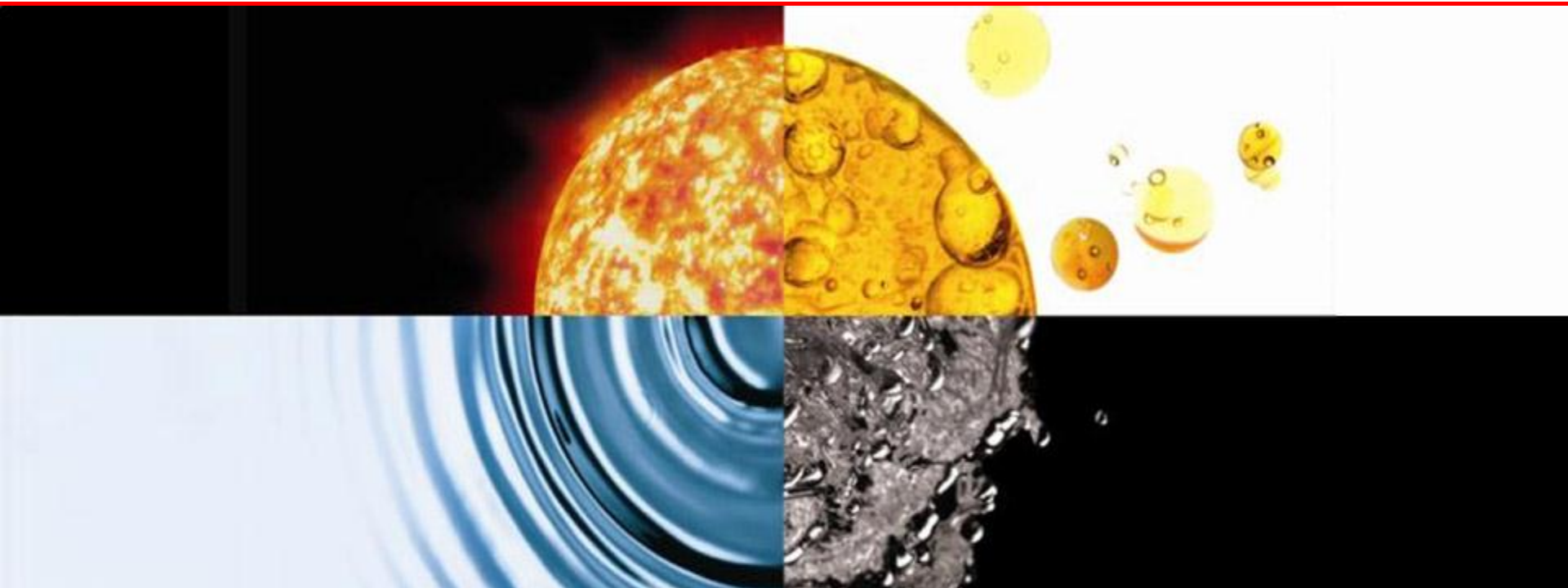
**WorleyParsons**

resources & energy

EcoNomics™

# Business Update – Infrastructure and Construction in the Gulf

Austrade Seminar, June 2011





1. WorleyParsons in the Gulf Region
2. Recent market performance
3. Challenges to success in the GCC
4. Moving into the future





▶ Operate in four major markets:

Hydrocarbons | Minerals & Metals | Infrastructure | Power



HYDROCARBONS



MINERALS & METALS



POWER



INFRASTRUCTURE & ENVIRONMENT





- ▶ Providing engineering and consulting services for complex and/or integrated infrastructure projects:
  - Hydrocarbons, energy or metals & minerals facilities
  - Public sector projects
- ▶ Sub-sectors businesses
  - Transportation (road, rail, bridges, etc.)
  - Marine & coastal (ports & harbors)
  - Water/wastewater
  - Environment
  - Civil structures
- ▶ Specialist consulting services
  - Geosciences
  - Master Planning

**20+**

Years of infrastructure experience in Gulf

**500+**

Personnel in the Gulf working on infrastructure projects







- ▶ New Doha Port Project
- ▶ New Doha International Airport
- ▶ King Abdullah Port – Saudi Arabia
- ▶ Haramine High Speed Railway – Saudi Arabia
- ▶ Qatar Domestic Solid Waste Management Centre
- ▶ Emirates Aluminium Smelter - UAE
- ▶ Maaden Phosphate Complex – Saudi Arabia
- ▶ KOC Hospital - Kuwait
- ▶ SEPA Port – Saudi Arabia
- ▶ West Qurna 1 Baseline Studies – Iraq
- ▶ West Qurna 2 Waste Management Complex





▶ WorleyParsons has sustained continued growth in Gulf Region over the past 5 years through:

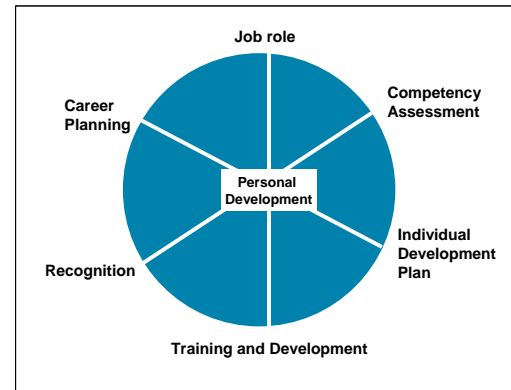
- Long term client relationships
- 3 to 5 year service contracts
- Commitment to local development
- Presence in all countries
- Diversified work stream
- Focus on resources sector
- New business in Iraq
- Global support to region





## How have we differentiated ourselves in the Gulf?

- Local development
  - Graduate training programs
  - Localisation
  - Technology transfer
  - Safety forums

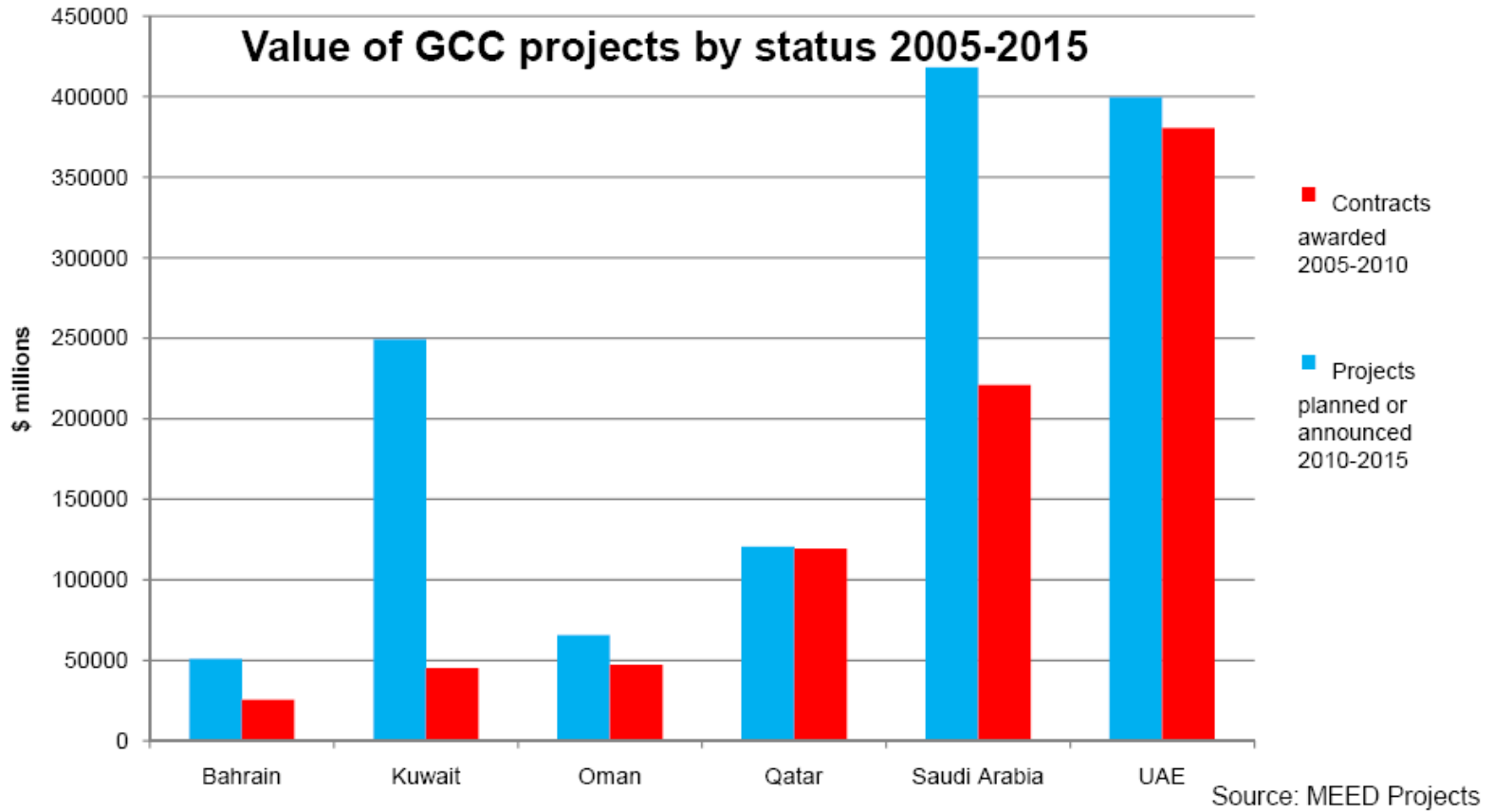


- Sustainability in projects

## EcoNomics<sup>TM</sup>

- Sustainability combined into financial assessments
- Optimize and balance financial, social and environmental outcomes







- ▶ Need local business
- ▶ Local registrations in place
- ▶ Arabic speaking staff
- ▶ Right sponsor / partner
- ▶ Managing T's & C's
- ▶ Diversified business sectors
- ▶ Offices in multiple countries
- ▶ Recruitment to the region
- ▶ Safety & security concerns
- ▶ Staff retention





## What will we continue to do?

- ▶ Grow our local businesses
- ▶ Partner with other global and local companies to deliver projects
- ▶ Transfer knowledge – capacity building
- ▶ Delivering sustainable solutions
- ▶ Re-build Iraq

## How will we evolve to keep our market share?

- ▶ More use of High Value Engineering
- ▶ Engage influential partners and sponsors
- ▶ Further develop existing relationships