



**mprc**

malaysia petroleum  
resources corporation

# 10 MPRC

**FY2017**

**Top 100 OGSE Companies in Malaysia**





## 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.

MPRC provides trade and investment facilitation services to attract international players to establish their regional bases in the country to reinforce Malaysia's appeal as a regional hub.

That includes leveraging on partnerships with fellow Government agencies and international counterparts to promote Malaysian OGSE capabilities globally.

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

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

For more information, please visit [www.mprc.gov.my](http://www.mprc.gov.my).

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# ABOUT MPRC100

MPRC100 is a list of Top 100 Oil & Gas Services and Equipment (OGSE) companies in Malaysia, ranked based on their annual revenues. The list highlights the growth of these OGSE companies in the industry and provides a point of reference for industry players, potential investors and other stakeholders.

We conducted our study by obtaining financial information of OGSE companies that are registered in Malaysia on a consolidated basis. Within this document, we have mapped the industry segments where the MPRC100 companies are operating in. You will also find an industry commentary, which attempts to provide an aggregated view of the OGSE industry in Malaysia.

## OUR APPROACH

Our study is based on PETRONAS-licensed companies whose primary businesses are related to the OGSE sector. Also included are listed companies with licensed subsidiaries and/or associates.

For this study, companies were assessed based on their consolidated financial results for the financial year (FY) of 2017 based on data available as of November 2018. We used the Companies Commission of Malaysia (CCM) and the Corporate and Business Information Data (CBID) database as our primary source of data.

From the initial 4,144 companies in 2017, we arrived at a final population of 1,600 OGSE companies after applying our methodology for analysis (see page 16 and 17). These companies were then further categorised into “MPRC100 companies”, “173-non MPRC100 Mid-Tiers” whereas the remaining 1,327 were classified as Small and Medium-sized Enterprises (SMEs).

## MOVEMENT

Major rank climbers within the Top 100 list compared to the previous edition include Nam Cheong Dockyard Sdn. Bhd., Yokogawa Kontrol (Malaysia) Sdn. Bhd., Bredero Shaw (Malaysia) Sdn. Bhd., T7 Global Berhad, and WZS Misi Setia Sdn. Bhd.

New entrants into MPRC100 include Chiyoda Malaysia Sdn. Bhd., Ice Petroleum Engineering Sdn. Bhd., Jepak Holdings Sdn Bhd., Helios Petroleum Sdn. Bhd., Inoilco Safety Consultant Sdn. Bhd. and Duta Technic Sdn. Bhd.

## MESSAGE FROM THE DEPUTY CEO



# SURVIVAL OF THE FITTEST

The year 2017 witnessed a concerted effort by non-US producers to cut output to seek the rebalance of the oil market. These cuts helped to underpin the oil market, lifting prices to US\$60 a barrel at the end of the year and thus marking the highest close since 2013. Advances in oil prices also saw the announcement of several new projects by oil majors throughout the year.

However, oil is still subject to market volatility. Even as the industry sees a gradual recovery in activities, uncertainties over oil prices in the past few years are a clear reminder to OGSE players of the need to stay focused and push ahead with reforms to improve operational efficiencies.

The year 2017 saw Malaysian OGSE players continue to take steps to guard against these uncertainties. These companies turned to innovation and technology to gain economic advantages, achieve economies of scale and undertook measures to improve their export capabilities. They continue to develop and retain skilled talent to support their diversification strategy into other segments, in particularly the downstream business. All these adjustments promise to better equip local OGSE firms in undertaking new growth ventures in Malaysia and beyond.

Regionally, Malaysian OGSE players fared better than their counterparts owing to contributions from domestic activities in both upstream and downstream segments. In comparison to the top 20 OGSE companies in ASEAN, Malaysian OGSE firms registered an average revenue growth of 12%. Other regional players showed an average revenue decline of 14%, mostly due to OGSE companies listed in Singapore and Vietnam.

Companies that upped the competition by providing integrated solutions, exploring opportunities abroad and diversifying their operations to other relevant sectors e.g. downstream petrochemical projects and energy projects including renewables fared better than the industry in general especially with the increase in activities at PETRONAS' integrated downstream project in Pengerang.



Our MPRC100 FY2017 analysis shows that the Malaysian OGSE sector recorded a total revenue of RM68.1 billion against FY2016's RM68.8 billion, a marginal drop of 1.1%. The sector's profit before tax (PBT) also registered a decline which was attributed to the asset impairment charges undertaken by various asset-heavy firms.

In an environment that is moving towards an increasingly competitive and open market, information transparency is key. MPRC remains committed to advancing this cause through the work that we do. The annual MPRC100 is one such initiative to highlight and track the financial performance of our top OGSE companies.

The government remains committed to advancing and globalising our OGSE capabilities as well as encouraging a more robust, competitive sector in the global marketplace. MPRC will continue to work with our sister agencies under the Ministry of Economic Affairs (MEA) and with other agencies under the Ministry of Entrepreneur Development (MED) and Ministry of International Trade and Industry (MITI), namely the Malaysian Investment Development Authority (MIDA) and the Malaysia External Trade Development Corporation (MATRADE).

Our national oil company is key to realising this vision. MPRC will continue to collaborate with PETRONAS to carve a better and brighter future for the local OGSE industry in the areas of information transparency, human capital development, access to finance and technology development.

These collaborative efforts are essential to spearhead growth, elevate Malaysia's profile in the global oil and gas landscape and ultimately realise the government's vision in cementing Malaysia's position as the top OGSE hub in the Asia Pacific.



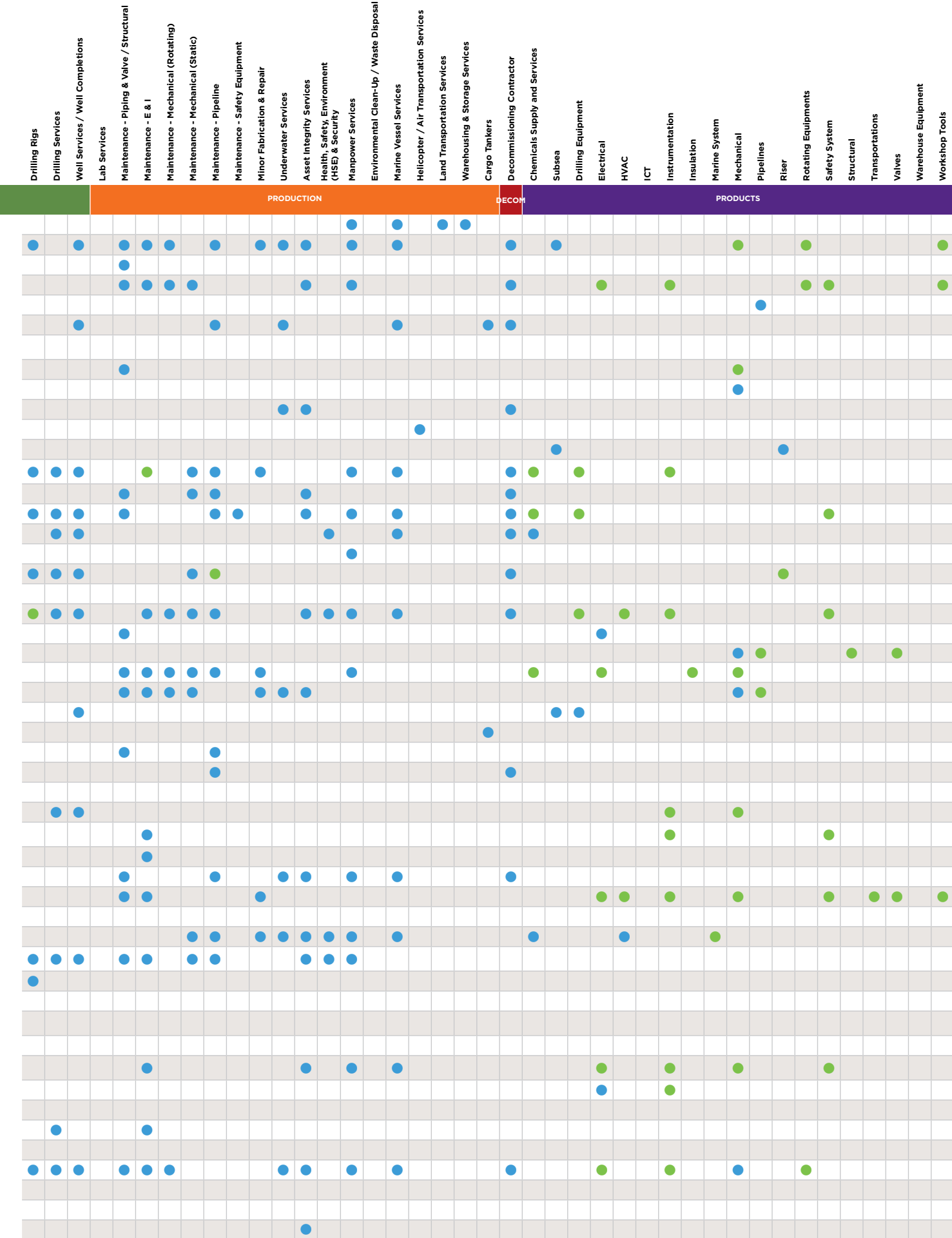
**MOHD YAZID JA'AFAR**

Deputy Chief Executive Officer  
Malaysia Petroleum Resources Corporation

**“Companies turned to innovation and technology to gain economic advantages, achieve economies of scale and undertook measures to improve their export capabilities fared better**

# MPRC100 RANKINGS & CATEGORIES

Rank		Movement	Company Name	Financials FY2017			Geographical / Reservoir																		
2017	2016			Revenue (RM mil)	PBT Margin (%)	TFA (RM mil)	EXPLORATION	Geophysical Services	Field Development / Reservoir Management Services	Project Management Consultancy	Engineering Consultancy	HSE Consultancy	Geophysical Consultancy	Production / Upstream Consultancy	Geomatics Services	QA / QC Services	Building Design	Major Platform Fabricator	Minor Platform Fabricator	Onshore Construction	Onshore Tank Facilities	Offshore Constructions	Offshore Support Vessel Contractor	Pipeline Installation Contractor	FSO / FPSO Owner / Operator / Contractor
1	2	▲	MISC BERHAD	10,068.2	19.9	40,066.7																			●
2	1	▼	SAPURA ENERGY BERHAD	7,651.3	5.0	30,141.7	●						●				●	●	●		●	●	●		
3	3		DIALOG GROUP BERHAD	3,392.9	13.2	3,057.6											●	●	●	●	●	●	●		
4	7	▲	SERBA DINAMIK HOLDINGS BERHAD	2,722.3	12.7	712.4							●				●	●			●				
5	9	▲	WAH SEONG CORPORATION BERHAD	2,492.1	4.9	1,581.8																		●	
6	8	▲	BUMI ARMADA BERHAD	2,402.1	20.5	15,458.6				●											●	●		●	
7	11	▲	TOYO ENGINEERING & CONSTRUCTION SDN. BHD.	1,953.8	-2.3	19.4			●								●								
8	4	▼	MUHIBBAH ENGINEERING (M) SDN. BHD.	1,396.7	15.7	1,463.0			●								●	●	●	●	●			●	
9	6	▼	KNM GROUP BERHAD	1,389.7	-2.1	3,163.8			●								●				●		●		
10	5	▼	TECHNIP GEOPRODUCTION (M) SDN. BHD.	1,256.7	29.5	152.1															●				
11	12	▲	WESTSTAR AVIATION SERVICES SDN. BHD.	758.2	16.5	1,476.9																			
12	27	▲	ASIAFLEX PRODUCTS SDN. BHD.	747.2	21.2	653.1																			
13	NA	▲	HALLIBURTON ENERGY SERVICES (MALAYSIA) SDN. BHD.	712.9	-3.3	268.7	●	●	●	●			●		●	●									
14	13	▼	DAYANG ENTERPRISE HOLDINGS BHD.	695.0	-9.6	2,255.3											●				●	●			
15	28	▲	DESTINI BERHAD	688.9	6.5	329.0																			
16	10	▼	SCOMI ENERGY SERVICES BHD.	664.0	-19.1	707.0			●																
17	26	▲	PETROFAC E&C SDN. BHD.	617.3	8.4	3.3			●	●	●		●								●			●	
18	31	▲	VELESTO ENERGY BERHAD	586.7	-192.7	3,648.0																			
19	23	▲	YINSON HOLDINGS BERHAD	543.3	39.2	5,405.5				●															●
20	15	▼	DELEUM BERHAD	534.1	10.1	240.1							●			●		●	●		●		●		
21	NA		MTU SERVICES (MALAYSIA) SDN. BHD.	484.9	2.1	33.0																			
22	18	▼	PANTECH GROUP HOLDINGS BERHAD	479.3	8.2	276.5																			
23	NA	▲	MIE INDUSTRIAL SDN. BHD.	472.3	14.4	22.3			●	●							●	●	●						
24	29	▲	PETRA ENERGY BHD.	460.2	-10.0	437.7			●				●				●	●		●	●	●			
25	22	▼	ONESUBSEA MALAYSIA SYSTEMS SDN. BHD.	432.1	11.4	238.7				●			●												●
26	17	▼	E.A. TECHNIQUE (M) BERHAD	367.0	-35.9	809.7																●		●	
27	33	▲	SANKYU (MALAYSIA) SDN. BHD.	365.9	8.5	68.6																			
28	25	▼	BERLIAN MCDERMOTT SDN. BHD.	333.5	8.0	164.4															●				
29	55	▲	NAM CHEONG DOCKYARD SDN. BHD.	318.1	-1,018.5	315.5																●			
30	20	▼	SCHLUMBERGER WTA (MALAYSIA) SDN. BHD.	316.1	0.9	101.7	●																		
31	57	▲	YOKOGAWA KONTROL (MALAYSIA) SDN. BHD.	315.5	16.0	2.2			●										●	●					
32	50	▲	SHOREFIELD SDN. BHD.	315.4	21.5	81.4																			
33	14	▼	BARAKAH OFFSHORE PETROLEUM BERHAD	310.9	-69.7	297.4			●	●							●	●			●		●		
34	47	▲	TRANSWATER API SDN. BHD.	308.9	-3.6	120.8			●	●	●						●	●	●		●				
35	63	▲	TUMPUAN MEGAH DEVELOPMENT SDN. BHD.	308.1	0.6	44.6																●			
36	24	▼	DAYA MATERIALS BERHAD	293.5	-7.2	184.7											●	●	●	●	●	●	●		
37	38	▲	EASTERN PACIFIC INDUSTRIAL CORPORATION BERHAD	287.6	11.7	880.0											●	●			●		●		
38	NA	▲	PERISAI PETROLEUM TEKNOLOGI BHD.	275.6	-219.9	1,602.4																			
39	34	▼	NAIM ENGINEERING SDN. BHD.	259.4	-27.9	103.2											●		●		●		●		
40	56	▲	PETROLEUM GEO-SERVICES EXPLORATION (M) SDN. BHD.	254.7	18.8	51.8		●																	
41	51	▲	AECOM PERUNDING SDN. BHD.	251.5	3.3	7.8				●	●														
42	45	▲	EMERSON PROCESS MANAGEMENT (MALAYSIA) SDN. BHD.	243.0	19.0	4.1			●											●					
43	49	▲	HI-ESSENCE CABLE SDN. BHD.	239.6	13.9	111.5																			
44	94	▲	BREDERO SHAW (MALAYSIA) SDN. BHD.	225.5	-4.0	32.8																		●	
45	37	▼	SCHLUMBERGER WELLOG (M) SDN. BHD.	225.5	6.1	15.5		●																	
46	43	▼	ICON OFFSHORE BERHAD	204.6	-25.3	1,161.2																●			
47	98	▲	T7 GLOBAL BERHAD	204.5	4.8	42.6			●	●	●		●	●					●		●		●		
48	218	▲	CHIYODA MALAYSIA SDN. BHD.	202.6	-0.1	0.5			●								●			●					
49	59	▲	BOUSTEAD PENANG SHIPYARD SDN. BHD.	194.3	17.3	52.9											●								
50	62	▲	E&P O&M SERVICES SDN. BHD.	194.2	16.0	0.9																			●



Group	Services Mode of Operation	Products Mode of Operation
●	Self-Operated, Rig Owner-Operator, Vessel Owner-Operator	Manufacturer, Fabricator
●	Agent	Dealer, Buying Arm

(more on next page)







# WHERE DO MPRC100 COMPANIES OPERATE

To provide readers with a better understanding of the oil and gas services and equipment supply chain, Figure 1 below illustrates the segments that MPRC100 companies operate in. The OGSE supply chain can be categorised into Exploration, Development, Production and Decommissioning segments, corresponding with the various phases along the life-cycle of a project. The Development phase typically lasts between 1-4 years and 15-20 years for the Production phase.

The MPRC100 companies are then mapped according to their corresponding operating segment(s) as illustrated in Figure 1.

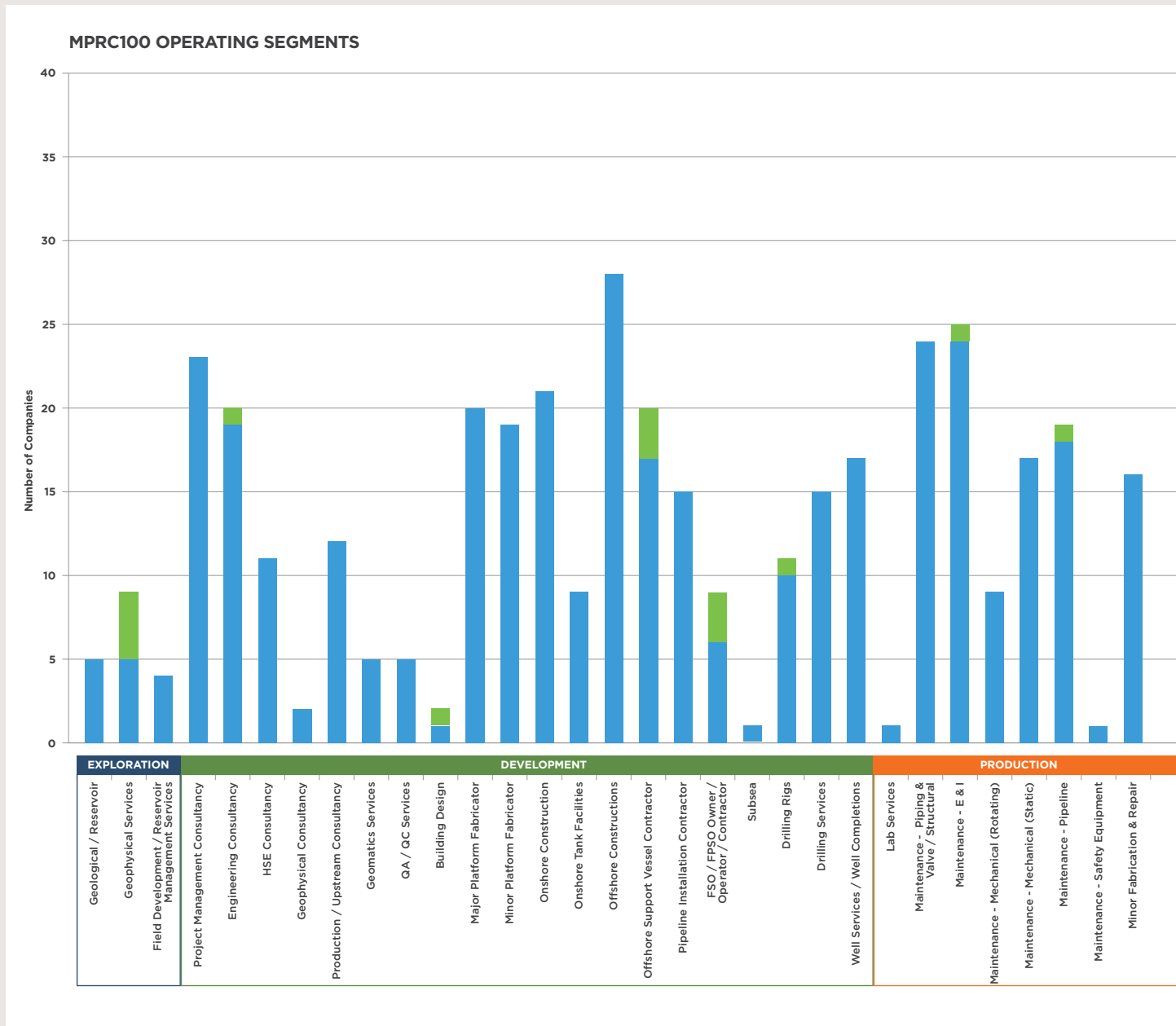
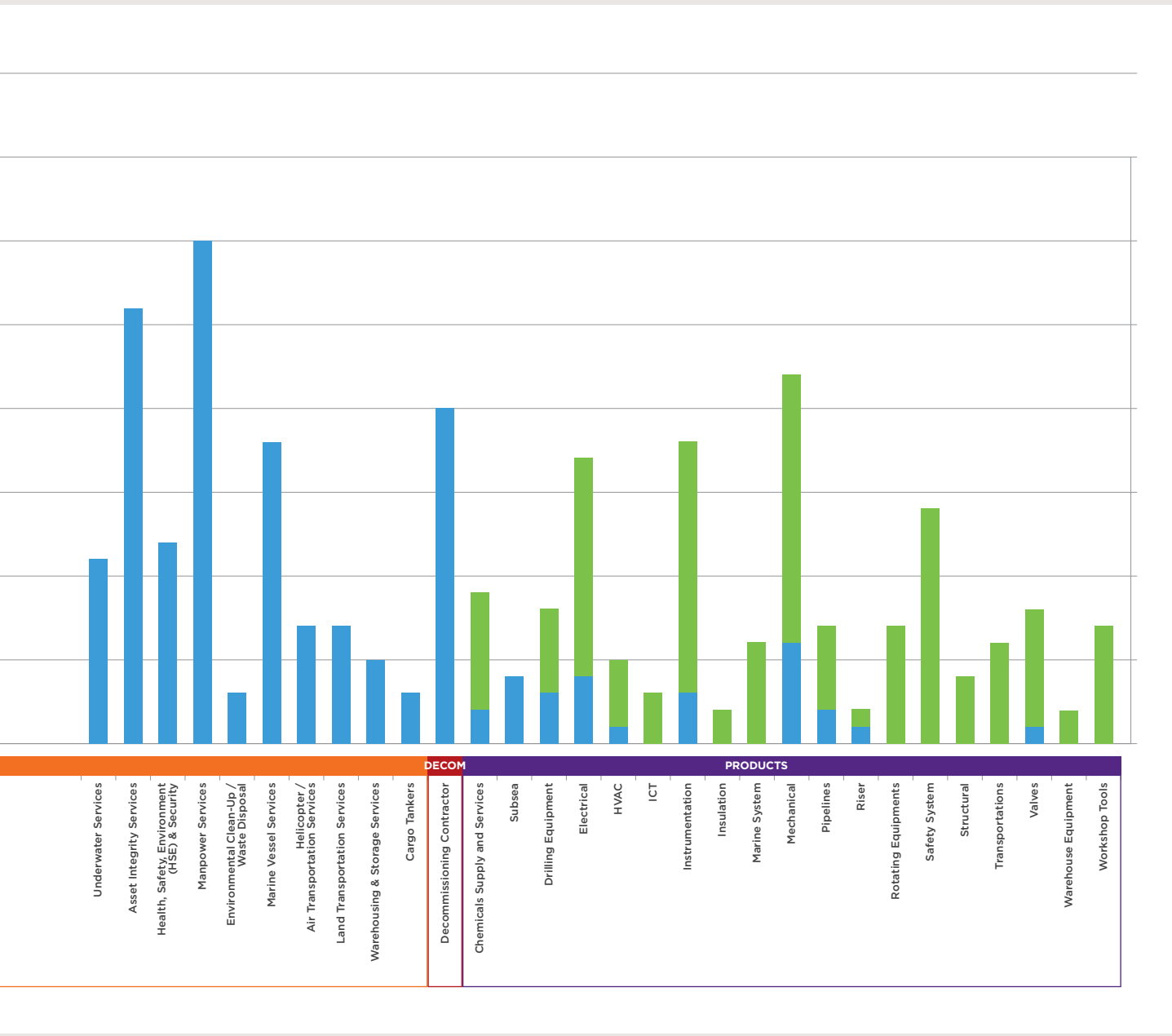


Figure 1

The degree of value-added activities of these companies is based on the logical grouping of their respective mode of operations, as shown in the table below.

Group	Services Mode of Operation	Products Mode of Operation
●	Self-Operated, Rig Owner-Operator, Vessel Owner-Operator	Manufacturer, Fabricator
●	Agent	Dealer, Buying Arm

The figure below demonstrates that MPRC100 companies operate across all segments of the oil and gas services and equipment supply chain. These companies continue to exhibit a higher degree of value-added activities in the services categories.



Source: PETRONAS, 2017



# UPSTREAM OIL & GAS INDUSTRY - REBALANCING OF THE OIL MARKET

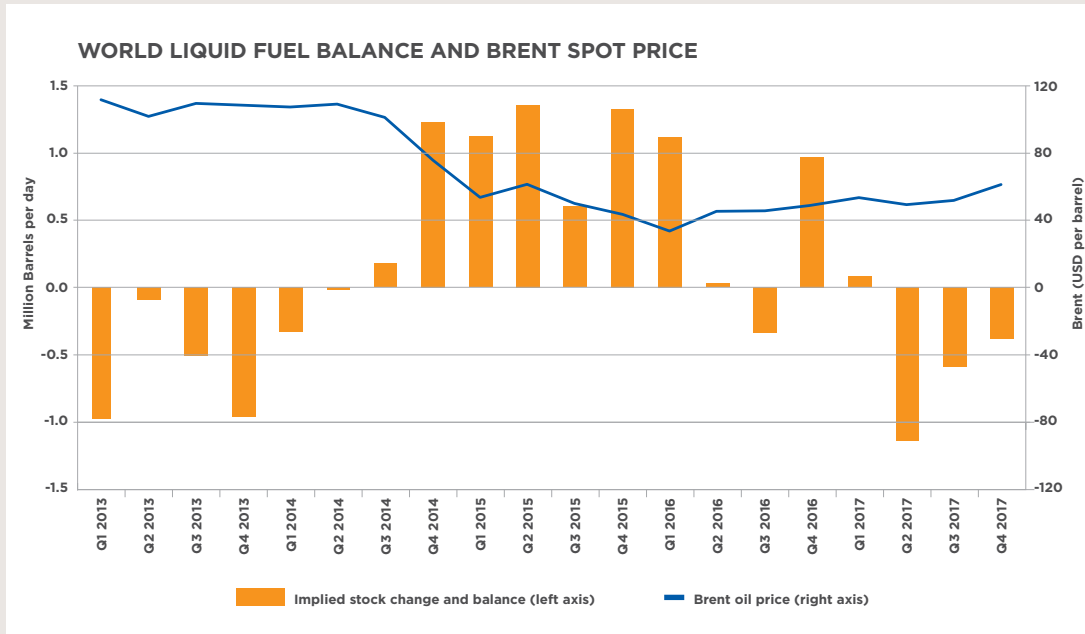


Figure 2

Source: EIA, December 2018

The oil market in 2017 seemed to represent a rebalancing of market fundamentals. While oil supply started the year with a modest bump in inventory level, oil supply growth has since eased off. OPEC, as well as non-OPEC members, were critical to this adjustment, with a November 2017 decision to cut supply by 1.8 million barrels a day.

This spurred oil prices to stage modest price gains in 2017, with prices registering an average oil price of US\$54.2/bbl compared to US\$43.7/bbl in 2016.

Whilst market recovery was observed in 2017, most industry analysts do not expect a return to the over US\$100 per barrel oil in the near future.

With the "new normal" of oil prices around US\$50-US\$60/bbl, PETRONAS' Domestic CAPEX was slightly affected as total upstream and downstream CAPEX declined from RM37 billion in 2016 to RM35 billion in 2017.

However, as highlighted in the previous MPRC100, PETRONAS' total domestic CAPEX focus has shifted from upstream to downstream projects such as the Refinery and Petrochemical Integrated Development (RAPID) project in Johor that is scheduled for start-up in 2019, as well as the Train 9 project at PETRONAS' LNG Complex in Bintulu which is one of the world's largest LNG production facilities at a single location.

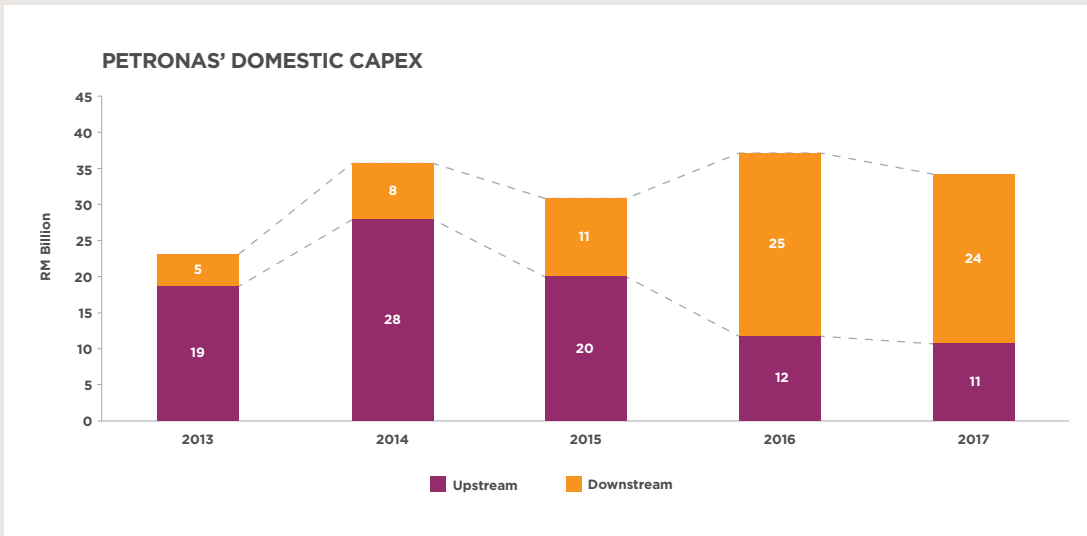


Figure 3

Source: PETRONAS Annual Report 2017

# 2017: THE MALAYSIAN OGSE SECTOR IN REVIEW

## 1. Total revenue declined by 1.1%

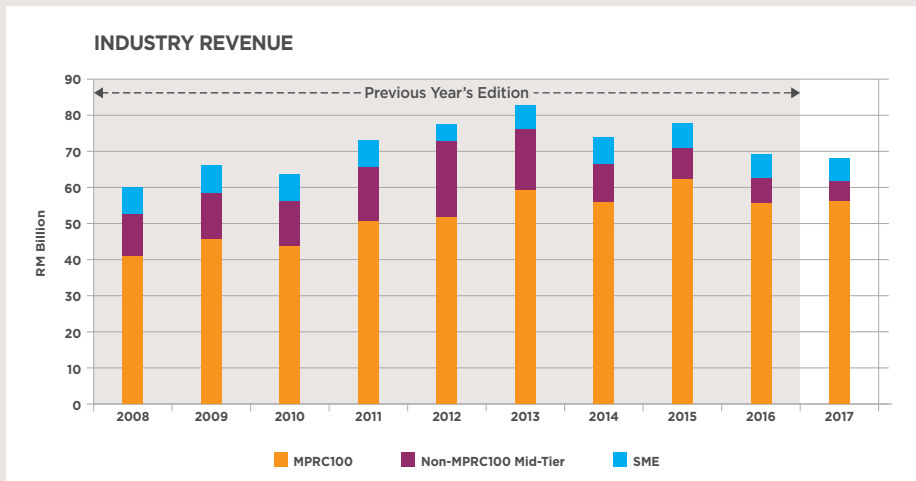


Figure 4

In 2017, the Malaysian OGSE sector recorded a total revenue of RM68.1 billion, a small decline of 1.1% from the previous year's total of RM68.8 billion.

However, total revenue for MPRC100 companies grew by 1.6% at RM56.5 billion.

The performance of the non-MPRC100 Mid-Tier players was less robust, with total revenue declining 22.5% to RM5.4 billion.

Meanwhile, SMEs registered a minor drop in revenue, easing 1.2% to RM6.2 billion in 2017.

## 2. Total profit before tax (PBT) declined further due to large asset impairments

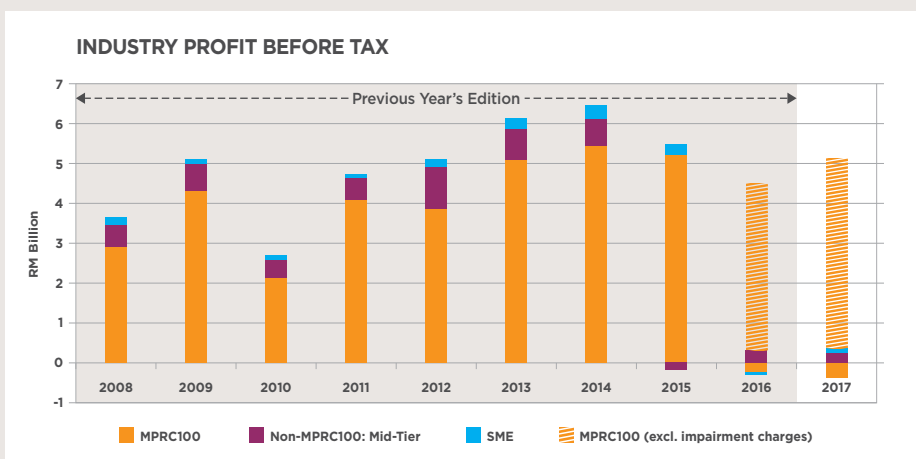


Figure 5



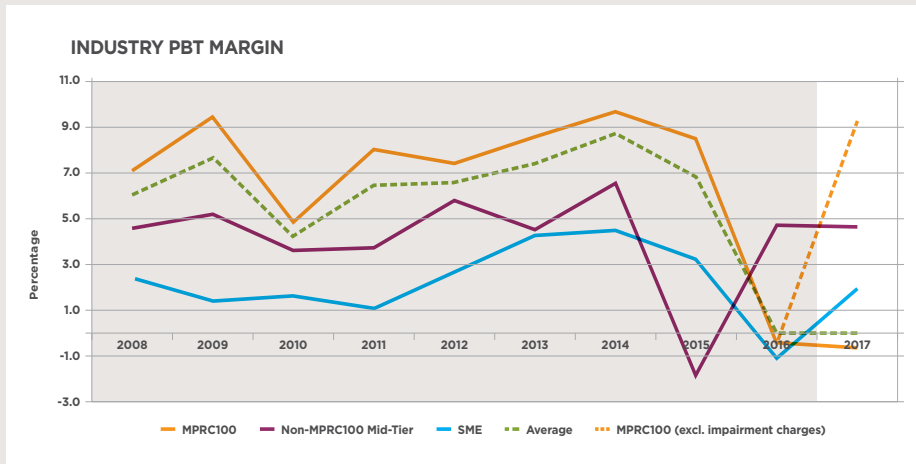


Figure 6

The sector saw further dips in total profit before tax (PBT) in 2017. Total PBT fell to RM9.4 million in 2017 (from RM18.1 million in 2016), with an average PBT margin of 0.01% (2016: 0.03%).

MPRC100 companies also posted a loss before tax of RM361.6 million with an average PBT margin of 0.6%, a continued downward trend compared to 2016 which recorded a RM239.3 million loss. The decline is mainly attributed by the asset impairment charges undertaken by capital-intensive companies such as MISC Berhad, Sapura Energy Berhad, Serba Dinamik Berhad, Nam Cheong Dockyard Sdn Bhd and Velesto Berhad which amounted to almost RM5.4 billion. Without these charges, the total PBT and average PBT margin for MPRC100 players would have been positive at RM5 billion and 9.5%, respectively.

As for non-MPRC100 Mid-Tier companies and SME players, both groups recorded positive PBTs of RM249.8 million and RM121.2 million respectively.

### 3. Total fixed assets (TFA) decrease as adjustment takes place

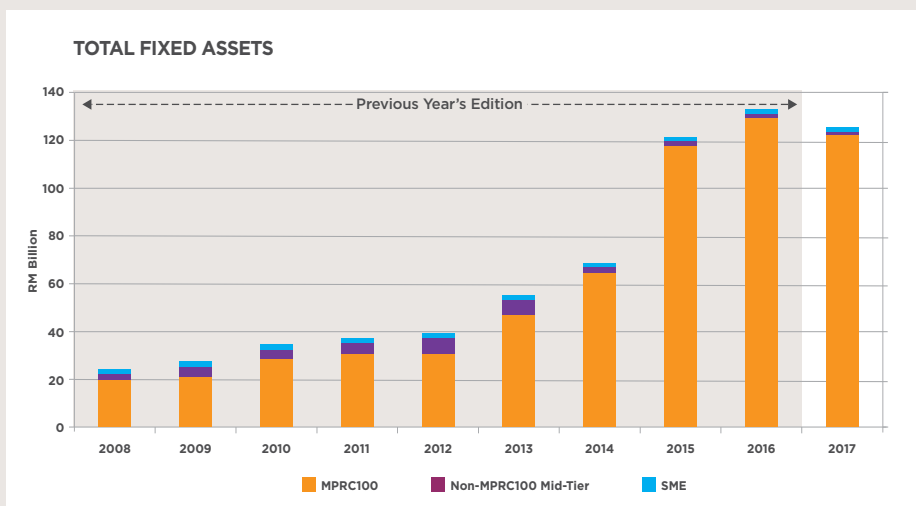


Figure 7

Asset acquisitions declined in 2017, after several years of fixed asset acquisition. TFA in 2017 fell by 5.7% to RM125.1 billion (vs RM132.7 billion in 2016).

The top 100 players in MPRC100 continue to hold the largest portion of TFA at 97.6% or RM122.2 billion in comparison to non-MPRC100 Mid-Tier and SMEs that own RM1.3 billion and RM1.6 billion of assets respectively.

# COMPARISON WITH TOP REGIONAL PLAYERS

We analysed the top listed OGSE companies in Southeast Asia based on their respective revenues in calendar year (CY) 2017 to see how Malaysian OGSE companies measure up against regional peers. The list below shows that the top 10 Malaysian OGSE companies have emerged as top earners in the region, having registered an average revenue growth of 12%. This is in sharp contrast to other regional players, which showed an average revenue decline of 14%.

No.	Company Name	Country	CY2016 (USD mil)	CY2017 (RM mil)	Revenue Growth (%)
1	KEPPEL CORP LTD	SG	4,894.7	4,391.9	-10%
2	MISC BERHAD	MY	2,318.0	2,449.7	6%
3	SAPURA ENERGY BERHAD	MY	2,580.2	1,861.6	-28%
4	SEMBCORP MARINE LTD	SG	2,569.3	1,762.2	-31%
5	DIALOG GROUP BERHAD	MY	614.5	825.5	34%
6	SERBA DINAMIK HOLDINGS BERHAD	MY	527.6	662.4	26%
7	WAH SEONG CORPORATION BERHAD	MY	308.3	606.4	97%
8	BUMI ARMADA BERHAD	MY	344.3	584.5	70%
9	THORESEEN THAI AGENCIES PLC	TH	387.4	422.5	9%
10	PETROVIETNAM TECHNICAL SERVICES CORP.	VN	835.3	387.4	-54%
11	ELNUSA PT	ID	272.2	350.0	29%
12	MUHIBBAH ENGINEERING (M) BHD.	MY	466.8	339.8	-27%
13	KNM GROUP BERHAD	MY	398.2	338.1	-15%
14	PETROVIETNAM CONSTRUCTION JSC	VN	416.9	260.0	-38%
15	PETROSEA TBK PT	ID	209.4	250.0	19%
16	PACC OFFSHORE SERVICES HOLDINGS	SG	183.1	192.2	5%
17	DAYANG ENTERPRISE HOLDINGS BERHAD	MY	163.3	169.1	4%
18	PETROVIETNAM DRILLING AND WELL SERVICES CORP	VN	240.0	167.4	-30%
19	SCOMI ENERGY SERVICES BERHAD	MY	292.6	160.7	-45%
20	FALCON ENERGY GROUP LTD	SG	220.5	135.7	-38%

Figure 8

Source: Company Annual Reports &amp; MPRC Analysis

Oil-producing countries such as Malaysia, Thailand and Indonesia are sheltered by strong domestic activities while Singaporean and Vietnamese companies continue to be affected by industry headwinds.

From the list above, 10 Malaysian players are shown in the top-20 in contrast to three companies from Vietnam, two from Indonesia, one from Thailand and four from Singapore. (Two Singaporean companies Ezra Holdings Ltd and Ezion Holdings Ltd from Singapore are no longer in the list as their full CY2017 financial data information are not available).

## OUTLOOK



Volatility of the oil price is expected to persist in 2019. However, global oil and gas development activities are expected to increase in the coming years, with operators aiming to move forward to develop new offshore fields, particularly those located in deep waters. This development brings about significant opportunities for OGSE companies, in particular subsea, drilling, and maintenance, repair and overhaul (MRO) players.

On the domestic front, activities are expected to pick up in 2019, as seen in the PETRONAS Activity Outlook Report for 2019-2021. The report projects a rise in some segments of upstream oil and gas, such as drilling rigs and supporting services, as well as base activities in maintenance for both onshore and offshore facilities. Malaysia also has a considerable number of assets that have been operating beyond 40 years. This presents interesting growth opportunities for OGSE players in the year ahead.

In addition, we anticipate that more OGSE companies will look for opportunities to diversify into the downstream sector mainly in the MRO segment with the completion of PETRONAS' Pengerang Integrated Complex (PIC) in southern Johor.

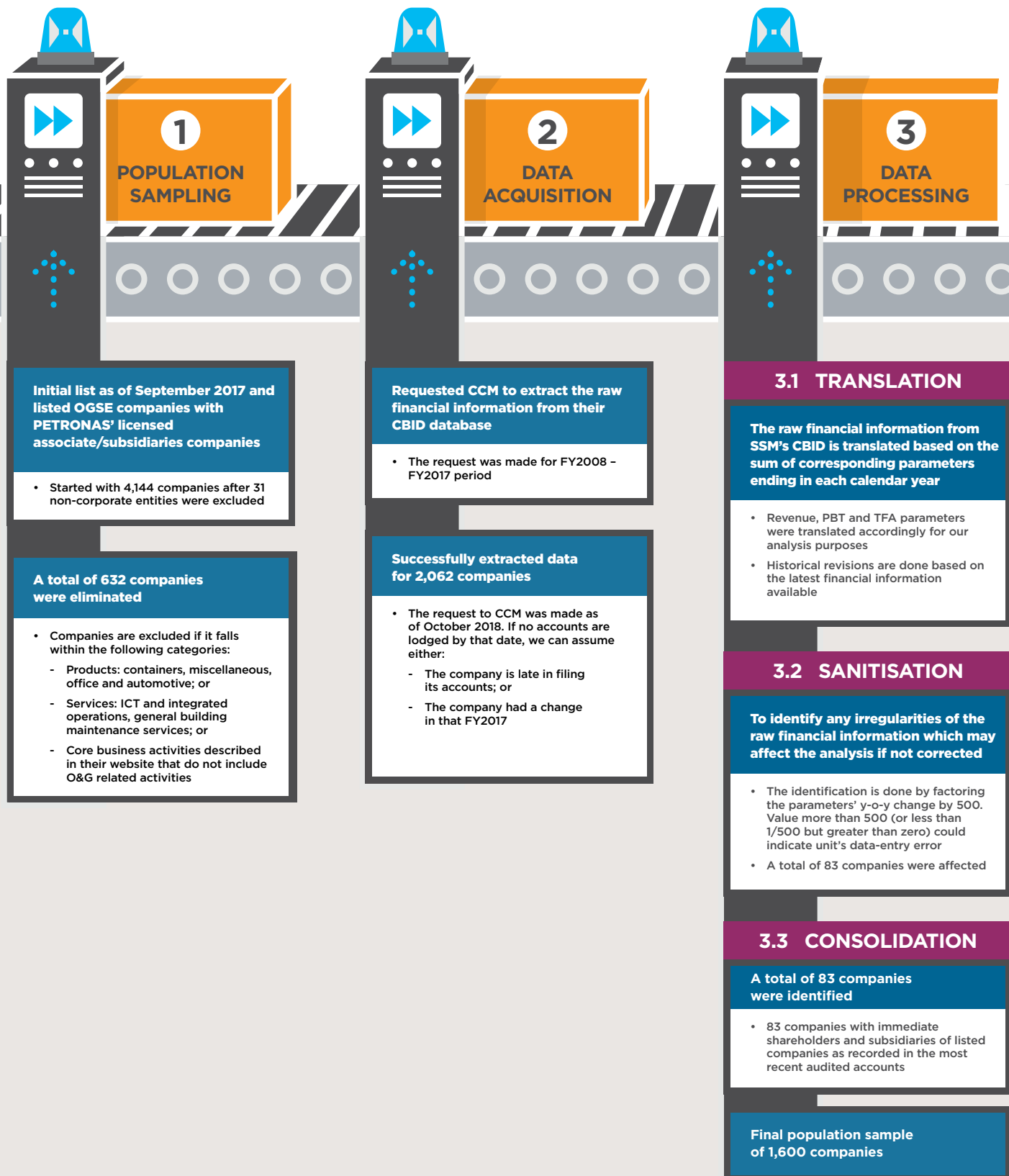
Whilst activities on the domestic front are set to pick up in 2019, the impetus for OGSE companies to venture abroad for jobs remains, driven by the need to be globally competitive in the long term. In recent years, local companies that have carved their niche in the domestic markets have went on to secure contracts in Angola, Mexico and Kazakhstan, among others. In the global landscape, oil majors are working towards higher efficiency through new technologies or processes. Thus, it is imperative for OGSE companies in Malaysia to advance technology development and stay ahead of the game.

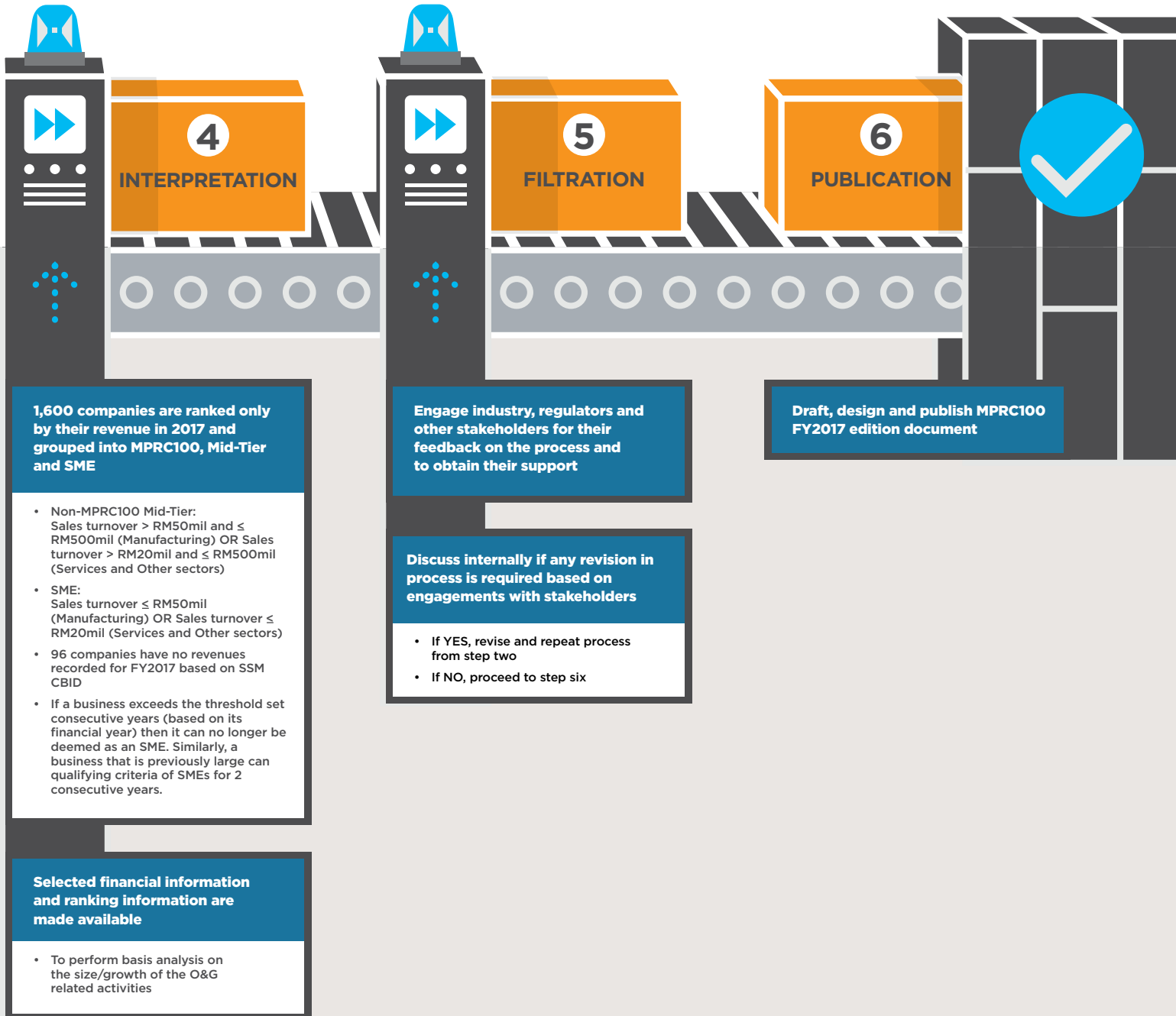
We also anticipate 2019 to be an exciting year with ongoing developments on the management of hydrocarbon resources in the country. Regardless of the outcome, it is important for local OGSE players to remain focused on raising their capabilities to tap into new opportunities.



# METHODOLOGY

MPRC100 FY2017





## MPRC REGISTRATION

# WANT YOUR COMPANY TO BE FEATURED IN THE NEXT EDITION OF MPRC'S MALAYSIA OGSE CATALOGUE

Follow the simple step-by-step guide below:



### STEP ONE

Download the Malaysia OGSE Catalogue form and MPRC Industry Data Gathering form

\* Both forms are downloadable via MPRC's official website at [www.mprc.gov.my](http://www.mprc.gov.my)



### STEP TWO

Fill in and complete both forms

\* Please read the instructions when completing the forms



### STEP THREE

Send it back to us

\* Please send ALL the completed forms to: [ogse.industry@mprc.gov.my](mailto:ogse.industry@mprc.gov.my)

**The Malaysia Oil and Gas Services and Equipment (OGSE) Catalogue 2017 summarises the background and project experiences of Malaysian OGSE companies.**

Additionally, this catalogue aims to map the capabilities of Malaysian OGSE companies to complement the 13 major segments of the oil & gas value chain in a user-friendly matrix. Contact details which include office addresses, telephone and fax numbers, email addresses and the person-in-charge are provided for each company showcased in the catalogue.

The catalogue can be used as a reference point for international oil companies, national oil companies, and contractors, and its primary purpose is to promote the capabilities of Malaysia oil and gas sector in international markets.

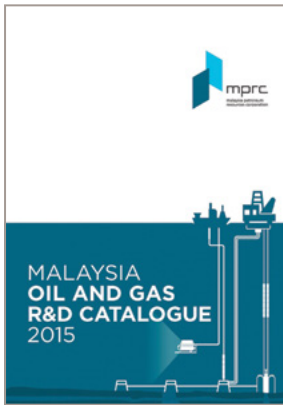
**Note:**

A company is defined as a Malaysian OGSE company if:

- It is a Malaysian registered legal entity
- A substantial proportion of its revenue is generated from the oil and gas sector

Malaysia Petroleum Resources Corporation reserves the right to determine the suitability of Malaysian OGSE companies that will be featured in this publication. Malaysia Petroleum Resources Corporation also reserves the right to amend, modify and/or eliminate any of the Malaysia OGSE company profiles at its sole discretion, with or without prior notice.

# OTHER MPRC PUBLICATIONS



## MALAYSIA OIL AND GAS R&D CATALOGUE

The Malaysia Oil & Gas R&D Catalogue is a compilation of R&D capabilities to support innovation and technology development for the oil and gas industry.



## 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 Institutions that are relevant to the OGSE sector.



## MALAYSIA OGSE CATALOGUE

The Malaysia Oil & Gas Services and Equipment (OGSE) Catalogue 2017 summarises the background and project experiences of Malaysian OGSE companies. Additionally, this catalogue maps the capabilities of Malaysian OGSE companies in 13 major segments of the oil & gas value chain via a user-friendly matrix. Office addresses, telephone numbers, fax numbers as well contact persons and email addresses are provided for each individual company.



## DOING BUSINESS IN SOUTHEAST ASIA: GUIDE FOR MALAYSIAN OGSE 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.



## 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.

These printed publications are available for download at [www.mprc.gov.my/publication](http://www.mprc.gov.my/publication)

# GLOSSARY

<b>CAPEX</b>	Capital Expenditure
<b>CCM</b>	Companies Commission of Malaysia
<b>CBID</b>	Corporate and Business Information Data
<b>EIA</b>	US Energy Information Administration
<b>FPSO</b>	Floating Production Storage and Offloading
<b>FSO</b>	Floating, Storage and Offloading
<b>FY</b>	Financial Year
<b>ICT</b>	Information and Communication Technology
<b>HSE</b>	Health, Safety and Environment
<b>HVAC</b>	Heating, Ventilation and Air Conditioning
<b>LNG</b>	Liquefied Natural Gas
<b>MATRADE</b>	Malaysia External Trade Development Corporation
<b>MEA</b>	Ministry of Economic Affairs
<b>MED</b>	Ministry of Entrepreneur Development
<b>MIDA</b>	Malaysia Industrial Development Agency
<b>MPRC</b>	Malaysia Petroleum Resources Corporation
<b>MRO</b>	Maintenance, Repair and Overhaul
<b>OGSE</b>	Oil & Gas Services and Equipment
<b>PBT</b>	Profit Before Tax
<b>PIC</b>	Pengerang Integrated Complex
<b>PIPC</b>	Pengerang Integrated Petroleum Complex
<b>R&amp;D</b>	Research and Development
<b>SME</b>	Small and Medium-sized Enterprise
<b>TFA</b>	Total Fixed Assets



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