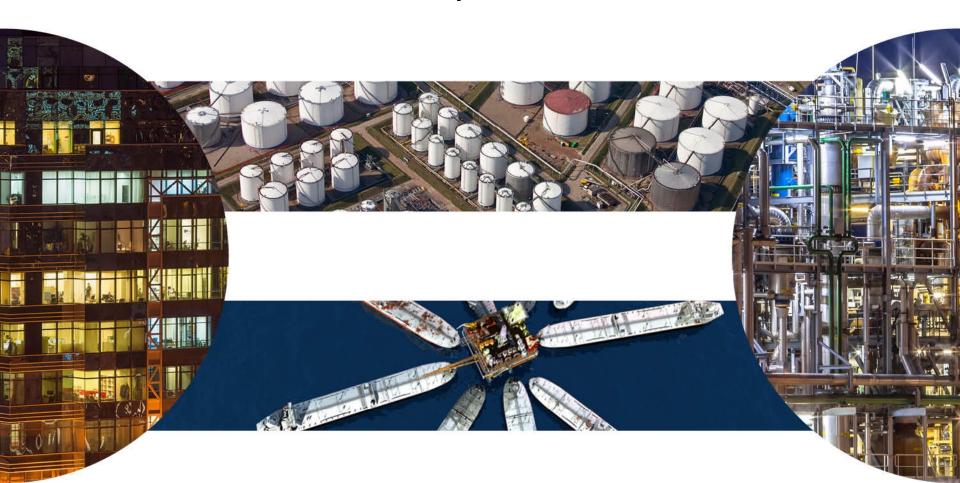


# Half year results 2016

Andrew Wood, CEO WorleyParsons



#### **Disclaimer**

The information in this presentation about the WorleyParsons Group and its activities is current as at 24 February 2016 and should be read in conjunction with the Company's Appendix 4D and Interim Financial Report for the half year ended 31 December 2015. It is in summary form and is not necessarily complete. The financial information contained in the Interim Financial Report for the half year ended 31 December 2015 has been reviewed, but not audited, by the Group's external auditors.

This presentation contains forward looking statements. These forward looking statements should not be relied upon as a representation or warranty, express or implied, as to future matters. Prospective financial information has been based on current expectations about future events and is, however, subject to risks, uncertainties, contingencies and assumptions that could cause actual results to differ materially from the expectations described in such prospective financial information. The WorleyParsons Group undertakes no obligation to update any forward looking statement to reflect events or circumstances after the date of the release of this presentation, subject to disclosure requirements applicable to the Group.

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#### Overview

#### **HY2016**

# Financial results

- Underlying result in line with expectations
- Statutory result impacted by overhead reduction charges
- No interim dividend

#### Delivering \$120 Million in savings

- \$120 million ongoing annualized overhead savings
  - Reducing overhead staffing levels
  - Consolidating floor space
  - Closure of 14 offices
  - Flattened the structure and simplified the way we work

# Further overhead reductions planned

- Information technology savings
- Portfolio optimization
- Reduction in property spend
- Further overhead reductions

#### Priorities for next 6 - 18 months

# Reduce internal costs

- Targeting a further \$180 million of ongoing annual overhead savings
- Maintain utilization > 85%
- Integrated team driving cost out program includes external advisors

# Improve customer productivity

- Deliver enhanced value for the customer through targeted offerings including:
  - Asset productivity improvement
  - Supply chain optimization
  - China sourcing and modularization
  - Accelerate work stream transition to Global Delivery Center

# Optimize the portfolio

- Grow offices with best near term opportunities
- Improve performance of offices below target financial metrics
- Sell selected non-core assets
- Close offices with lowest contribution and least prospects

# Strengthen the balance sheet

- Improve DSO towards industry average of 65 days
- Tighter invoicing and cash collection processes
- Lower capital expenditure
- Goal to reduce net debt to EBITDA ratio to between 1.5 to 2.0 times (gearing ratio below 30%)



#### **Key financials**

# Cost reduction initiatives supporting underlying margin

Statutory result	HY2016	HY2015	vs. HY2015
Total revenue (\$m)	4,189.4	4,418.9	(5%)
EBIT (\$m)	79.3	180.8	(56%)
Net Profit After Tax (\$m)	23.1	104.3	(78%)
Basic EPS (cps)	9.3	42.2	(78%)
Interim dividend (cps)	0.0	34.0	(100%)
Operating cash flow	44.1	78.0	(43%)
Underlying result	HY2016	HY2015	vs. HY2015
Aggregated revenue <sup>1</sup> (\$m)	3,167.6	3,613.7	(12%)
Underlying EBIT <sup>2</sup> (\$m)	150.2	180.8	(17%)
Underlying EBIT margin	4.7%	5.0%	(0.3pp)
Underlying Net Profit After Tax <sup>2</sup> (\$m)	73.9	104.3	(29%)
Underlying NPAT margin	2.3%	2.9%	(0.6pp)
Underlying basic EPS (cps)	29.9	42.2	(29%)
Underlying operating cash flow	82.1	84.0	(43%)

- Total revenue down 5% assisted by \$366 million FX uplift
- Aggregated revenue down 12%
- Statutory profit impacted by cost reduction charges
- Overhead savings supported underlying margins
- Positive operating cash flow

<sup>&</sup>lt;sup>2</sup>The underlying EBIT result excludes staff restructuring costs, onerous lease contracts, onerous engineering software licences, write-down of investment in equity accounted associates certain functional currency related foreign exchange gains and net gain on revaluation of investments previously accounted for as joint operations. The underlying NPAT result excludes the above items and the related tax effect.



<sup>&</sup>lt;sup>1</sup> Refer to slide 43 of the Supplementary slides for the definition of Aggregated revenue.

#### OneWay™ to Zero Harm

#### We aim for Zero Harm

► Our safety performance is among the best in the industry

 Employee Total Recordable Case Frequency Rate (TRCFR) for HY2016 was 0.11 (FY2015: 0.12)

 Achieved a 16% reduction in employee and managed contractors frequency rate

► The WorleyParsons Group continues to focus on the following priorities for FY2016:

- Road safety
- Contractor safety
- Well planned project startup
- Targeted field activity safety campaigns



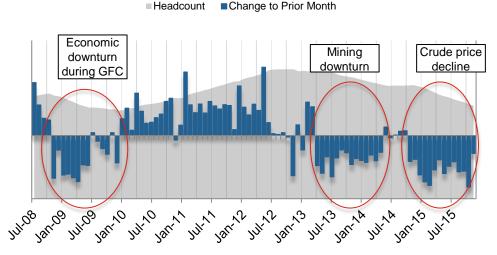


WorleyParsol

#### **Operational highlights**

#### **Continuing to adjust global headcount**

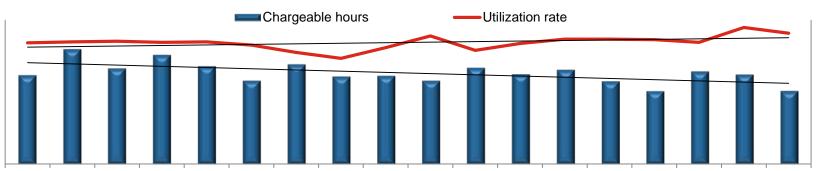




#### Local presence, global delivery



#### **Utilization trend**



Jul-14 Aug-14 Sep-14 Oct-14 Nov-14 Dec-14 Jan-15 Feb-15 Mar-15 Apr-15 May-15 Jun-15 Jul-15 Aug-15 Sep-15 Oct-15 Nov-15 Dec-15

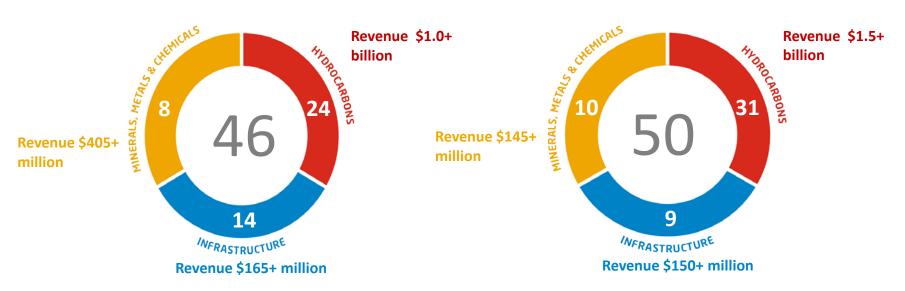


#### Significant awards<sup>1</sup>

# Similar significant awards flow

#### **HY2016 Significant awards**

#### **HY2015 Significant awards**



### \$1.6+ billion in significant awards \$1.8+ billion in significant awards

1. Significant awards represent contract awards of values that meet or exceed the individual sector anticipated EBIT earnings thresholds.



# **Sample significant awards**

#### **Awards continue to flow**

HYDROCARBONS	MINERALS, METALS & CHEMICALS	INFRASTRUCTURE
PTTGC PMC Phase 2, PTT Global Chemicals,	Wagerup Improve Contract Renewal, Alcoa	Design Engineering Services, Large Canadian Utility
Cheecham Terminal Expansion, Enbridge	Wesizwe - Bakubung Platinum Mine Ext FY16, Wesizwe Platinum Limited	Use Fuel Dry Storage Processing Building, Large Canadian Utility
Oil Sands Project, SK Engineering	Dugald River PMC Services, Process Plant & Infrastructure, MMG Limited	Steelhead LNG – Malahat LNG (Owner's Engineer), Steelhead Corp
Vysotsk LNG IPMT/ Engineering Services, Gazprombank	AST2 Plant – FEED, Nova Chemicals	PEMEX Produced Water Handling -
Tower gas plant module assembly, Veresen Midstream		Consulting and Pre-FEED Services, Global Water Development Partners
Tower gas plant construction, Veresen Midstream,		KAPONE IPP CCGT – Group Five Power (PTY) Ltd – Engineering Services, Group Five
Redwater RFSIII Project, Pembina Pipeline Corporation,		Sumitomo - 2X1000MW CFPP TJB Re Expansion Project, Indonesia - EPC's
NWR units 10 and 30 modules, Fluor		Engineer, Sumitomo Corporation
Fortis Lower Mainland Natural Gas System Upgrade EPCM, FortisBC		Environment Impact Assessments Various SEC's power plants, Saudi Electric Company
Richmond Modernization Project – Evaluation Phase, Chevron		,

#### Strategy update

## Realize our future – 5 strategic themes, 5 projects





- Continuing to build out Advisian capabilities
- ► Significant PMC contract win in EMEA with BAPCo
- ► Key renewal in the *Improve* Power O&M offering
- ► Local businesses delivering improved outcomes
- ► Transitioning work processes to the Global Delivery Center



# Half year results 2016

Tom Honan, GMD Finance, CFO

100MW KaXu parabolic trough solar thermal project



## **Statutory Statement of Financial Performance**

	31 Dec 2015 (\$m)	31 Dec 2014 (\$m)
REVENUE AND OTHER INCOME		
Professional services revenue	2,522.4	2,759.3
Procurement revenue	1,358.1	1,215.9
Construction and fabrication revenue	298.8	438.9
Interest income	3.2	3.3
Other income	6.9	1.5
Total revenue and other income	4,189.4	4,418.9
EXPENSES		
Professional services costs	(2,441.6)	(2,552.4)
Procurement costs	(1,347.8)	(1,214.3)
Construction and fabrication costs	(257.7)	(416.6)
Global support costs	(53.2)	(57.6)
Other costs	(4.5)	-
Borrowing costs	(35.8)	(29.4)
Total expenses	(4,140.6)	(4,270.3)
Share of net (loss)/profit of associates accounted for using the equity method	(2.1)	6.1
Profit before income tax expense	46.7	154.7
Income tax expense	(14.4)	(41.6)
Profit after income tax expense	32.3	113.1
PROFIT ATTRIBUTABLE TO MEMBERS OF WORLEYPARSONS LIMITED	23.1	104.3
PROFIT ATTRIBUTABLE TO NON- CONTROLLING INTERESTS	9.2	8.8





Working safely

EcoNomics 12

#### **Reconciliation of Statutory to Underlying NPAT result**

# Adjusted for non-trading items

	HY2016 (\$m)	HY2015 (\$m)
Statutory result	23.1	104.3
Additions (pre-tax)		
Redundancies	30.9	-
Onerous lease contracts	36.2	
Onerous engineering software licences	19.7	-
Sub-total additions	86.8	-
Subtractions (pre-tax)		
Accounting treatment of unusual FX gains	(15.9)	-
Sub-total subtractions	(15.9)	-
Tax effect of Additions and Subtractions	(20.1)	-
Underlying Net Profit After Tax1	73.9	104.3



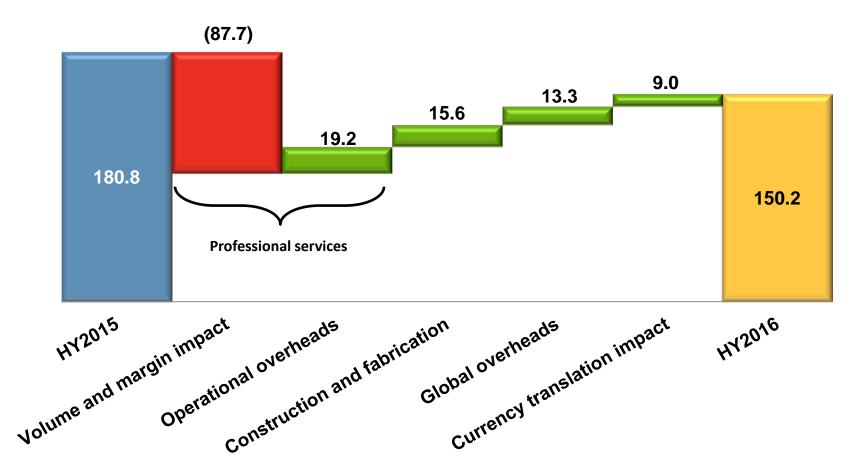
WorleyParsonsCord Fabrication Yard



<sup>1.</sup> The underlying EBIT result excludes staff restructuring costs, onerous lease contracts, onerous engineering software licences, write-down of investment in equity accounted associates certain functional currency related foreign exchange gains and net gain on revaluation of investments previously accounted for as joint operations. The underlying NPAT result excludes the above items and the related tax effect.

#### **Underlying Group EBIT evolution**

# Overhead savings benefit commenced – more to come





#### Segment result

# By business line

	HY2016	HY2015 Restated	vs. HY2015
Aggregated revenue (\$m)	3,167.6	3,613.7	(12%)
Services	1,876.7	2,230.7	(16%)
Major Project	677.0	712.4	(5%)
Improve	267.7	322.6	(17%)
Advisian	346.2	348.0	(1%)
Segment result (\$m)	214.6	255.6	(16%)
Services	113.8	157.3	(28%)
Major Project	55.9	40.8	37%
Improve	11.9	21.3	(44%)
Advisian	33.0	36.2	(9%)
Segment margin (%)	6.8%	7.1%	(0.3pp)
Services	6.1%	7.1%	(1.0pp)
Major Project	8.3%	5.7%	2.6pp
Improve	4.4%	6.6%	(2.2pp)
Advisian	9.5%	10.4%	(0.9pp)

- Services aggregated revenue declined across all regions. Segment result impacted primarily by Americas
- Major Projects segment result supported by improved performance of WorleyParsonsCord
- Improve result impacted by reduced customer spend
- 20% of Services aggregated revenue are Improve style contracts
- Full 6 month contribution from MTG assisted Advisian result

#### Segment result

# By sector

	HY2016	HY2015 Restated	vs. HY2015
Aggregated revenue (\$m)	3,167.6	3,613.7	(12%)
Hydrocarbons	2,282.0	2,696.9	(15%)
Professional services <sup>1</sup>	1,983.2	2,258.0	(12%)
Construction & Fabrication	298.8	438.9	(32%)
MM&C	373.5	447.4	(17%)
Infrastructure	512.1	469.4	9%
Segment result (\$m)	214.6	255.6	(16%)
Hydrocarbons	165.3	232.3	(29%)
Professional services	124.5	206.6	(40%)
Construction & Fabrication	40.8	25.7	59%
MM&C	19.2	25.8	(26%)
Infrastructure	30.1	(2.5)	
Segment margin (%)	6.8%	7.1%	(0.3pp)
Hydrocarbons	7.2%	8.6%	(1.4pp)
Professional services	6.3%	9.1%	(2.8pp)
Construction & Fabrication	13.7%	5.9%	7.8pp
MM&C	5.1%	5.8%	(0.7pp)
Infrastructure	5.9%	(0.5%)	6.4pp

- Hydrocarbons declined across all subsectors.
  - Upstream onshore, particularly unconventional oil & gas most resilient
  - WorleyParsonsCord performance offsetting decline in WorleyParsons Rosenberg
- Contribution from Chemicals continues to grow
- Turnaround in Infrastructure performance driven by focus on key subsectors and getting the right cost structure

**WorleyParsons** 

<sup>&</sup>lt;sup>1</sup> Professional services includes procurement revenue and other income.

#### Segment

# By region

	HY2016	HY2015 Restated	vs. HY2015
Aggregated revenue (\$m)	3,167.6	3,613.7	(12%)
APAC	716.9	863.9	(17%)
Americas	1,382.2	1,667.6	(17%)
EMEA	1,068.5	1,082.2	(1%)
Segment result (\$m)	214.6	255.6	(16%)
APAC	67.5	67.1	1%
Americas	91.9	115.1	(20%)
EMEA	55.2	73.4	(25%)
Segment margin (%)	6.8%	7.1%	(0.3pp)
APAC	9.4%	7.8%	1.6pp
Americas	6.6%	6.9%	(0.3pp)
EMEA	5.2%	6.8%	(1.6pp)

- APAC margin improved through overhead reductions in Services and turnaround in performance of an Improve contract
- Several major projects in Americas have reached or are reaching completion
- EMEA profitability impacted by WorleyParsons Rosenberg, completion of projects in the UK operations and completion of the Egina project in Nigeria





# Half year results 2016

# Capital management



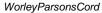
#### **Cash flow**

#### Positive cash flow

\$m	HY2016	HY2015
Underlying EBIT	150	181
Add: Depreciation and amortization	50	53
Less: Interest and tax paid	(71)	(104)
Less: Working capital/other	(85)	(52)
Net cash inflow from operating activities	44	78
Cash restructuring costs paid	38	6
Underlying operating cash flow	82	84

- Positive operating cash flow maintained in difficult trading conditions
- Modest working capital draw down
- Outlayed \$38 Million for overhead reduction costs









#### **Gearing metrics**

#### **Current balance sheet metrics**

	HY2016	FY2015
Gearing ratio <sup>1</sup> %	32.4%	28.0%
Facility utilization <sup>2</sup> %	63.4%	59.4%
Average cost of debt %	4.7%	4.7%
Average maturity (years)	3.1	3.5
Interest cover(times) <sup>3</sup>	5.9x	7.3x
Net Debt/EBITDA (times) <sup>3</sup>	2.5x	1.9x

- Comfortably within debt covenants
- Actions underway to strengthen balance sheet
- Gearing within target range
- No plans for equity raising



Canadian Oil Sands Installation



<sup>&</sup>lt;sup>1</sup> Net debt to net debt+equity

<sup>&</sup>lt;sup>2</sup> Loans, finance lease and overdrafts

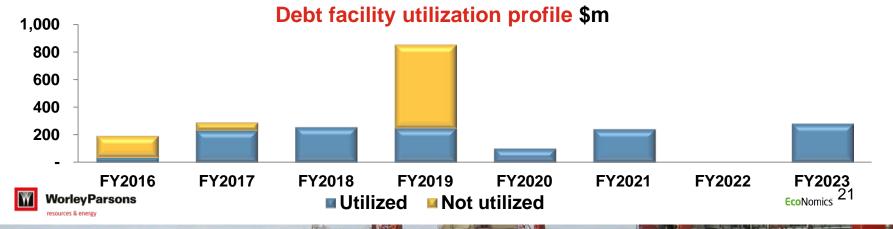
<sup>&</sup>lt;sup>3</sup> As defined for debt covenant calculations

#### Liquidity

# Liquidity and debt maturity profile

Liquidity summary \$m	HY2016	FY2015	vs. FY2015
Loan, finance lease & overdraft facilities	2,242	2,087	7%
Less: facilities utilized	(1,421)	(1,240)	15%
Available facilities	821	847	(3%)
Plus: cash	410	382	7%
Total liquidity	1,231	1,229	-
Bonding facilities	1,256	1,196	5%
Bonding facility utilization	54%	63%	(9pp)

- Liquidity available
- Increase in gross debt includes \$80 million due to the impact of foreign exchange
- Bonding facility utilization reduced due to completion of projects





# Improving financial performance

### Tom Honan

Lake Turkana Wind Farm



#### Overhead costs

#### Delivered \$120m annualized savings, targeting a further \$180m

#### **DELIVERED - \$120 million ongoing annualized savings**

- Eliminated overhead roles \$75 million
- Property \$35 million
- Engineering software licenses \$10 million
- ▶ One off costs of delivering savings \$87 million

#### SHORT TERM ACTIONS – Over the next 6 months

Further overhead reductions

#### MEDIUM TERM ACTIONS – Over the next 18 months

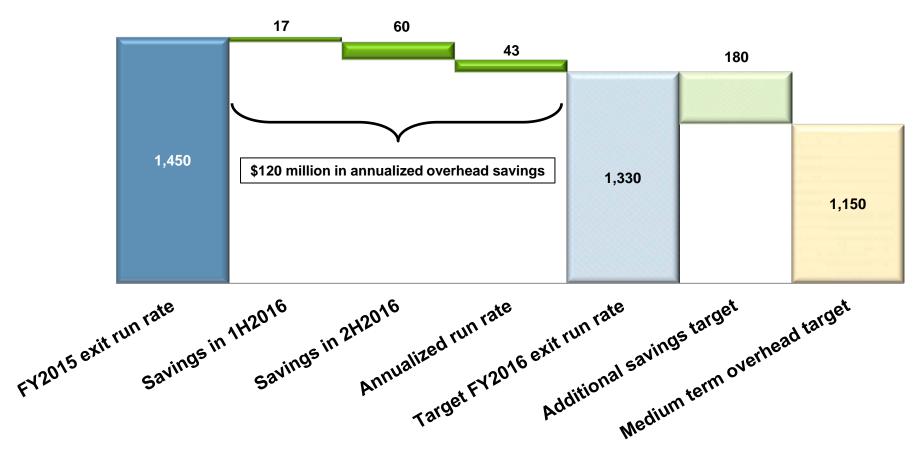
- Information technology savings
- Portfolio optimization
- Reduction in property spend
- Further overhead reductions



23

#### **Underlying overhead reduction**

# Targeting overhead reduction of \$300 million





#### Strengthening the balance sheet

#### SHORT TERM ACTIONS – Next 6 months

- Lower capital expenditure
- ► Tighter invoicing and cash collection processes
- No interim dividend paid

#### MEDIUM TERM ACTIONS – Next 18 months

- Continue work to improve invoicing and cash collection
- Sell selected non-core assets
- Aiming for \$300 million improvement in cash

#### **TARGETS**

- ▶ DSO in line with industry average of 65 days
- ► Net debt/EBITDA range of 1.5 2.0 times, gearing <30%
- Dividend capacity





# Half year results 2016

## Outlook

TANAP Pipeline.



#### Sector outlook

#### Mixed outlook

#### Hydrocarbons – Uncertain

- Low activity levels expected to continue through 2016
- Project delays making activity levels difficult to predict
- Actions taken and further overhead reductions expected to temper effect on earnings

#### Minerals, Metals & Chemicals – Mixed

- Miners remained focused on operational improvements
- Mined fertilizers continue to provide global opportunities
- Short to medium term investment plans for Chemical customers remains encouraging with good prospects across North America, Middle East and moderate growth expected in South East Asia

#### Infrastructure – Improving

- Opportunities emerging in economic infrastructure in ports, power, water and transport
- Conditions remain difficult in resource infrastructure



#### **Group FY2016 outlook**

While WorleyParsons anticipates trading conditions to remain challenging in the short term, making forecasting difficult, WorleyParsons expects FY2016:

- Aggregated revenue to be flat half on half
- Overhead reductions to support second half underlying earnings
- Underlying earnings biased to second half
- Balance sheet metrics to improve half on half



# Half year results 2016

Q&A

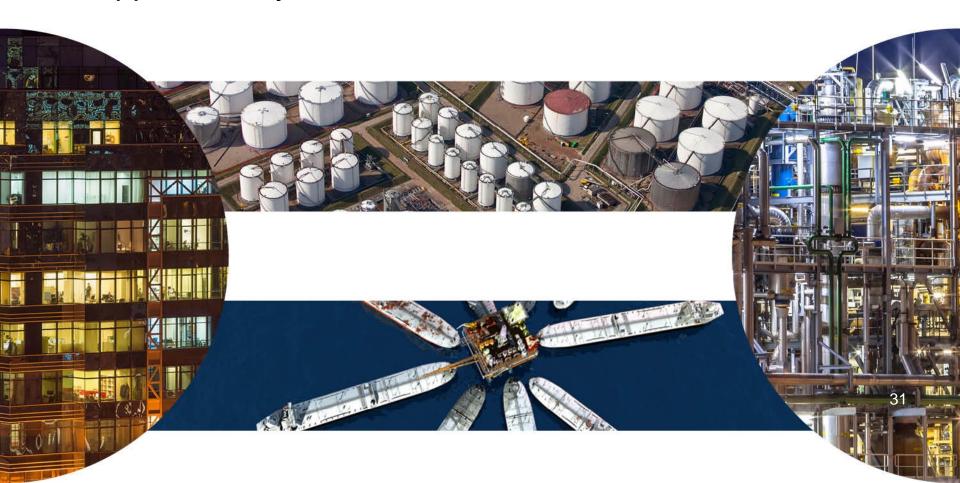






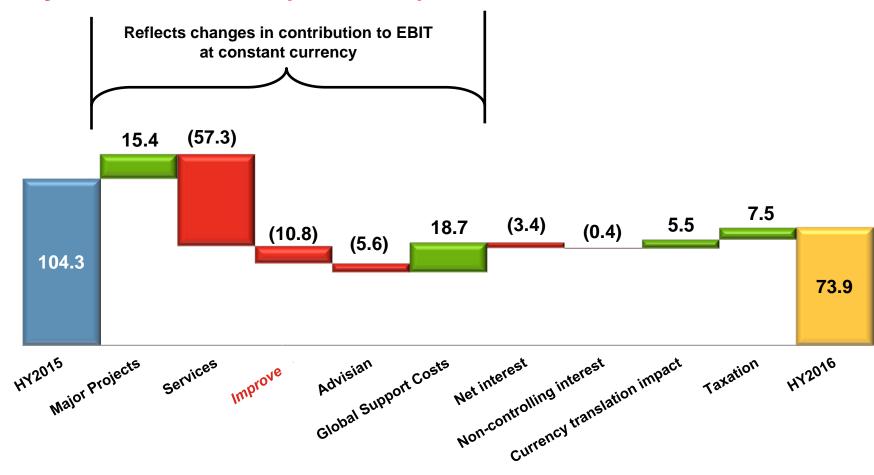
# Half year results 2016

Supplementary information



#### **Underlying NPAT (\$m)**

# By business line (restated)



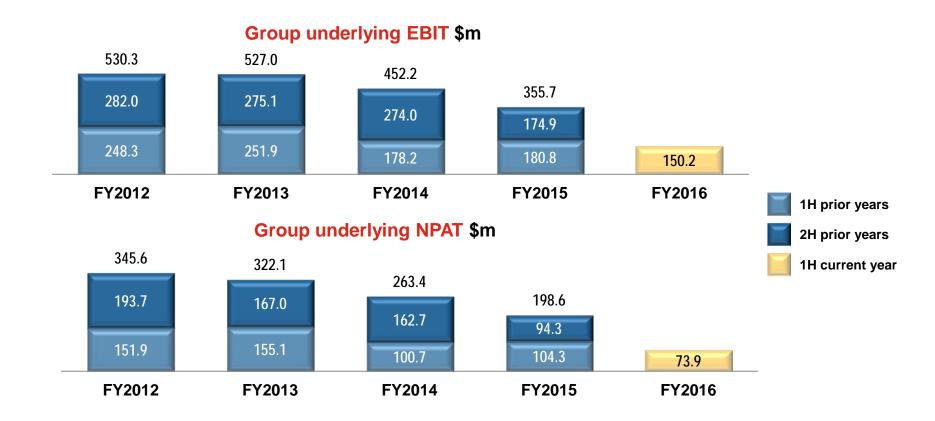


#### **Underlying NPAT (\$m)**

#### By sector (restated) Reflects changes in contribution to EBIT at constant currency (79.1)7.5 5.5 18.7 (3.4)(0.4)104.3 28.5 73.9 (7.7)Minerals, Metals & Chemicals Currency translation impact Non-controlling interest 442705 Global support costs Infrastructure Net interest Taxation 445016



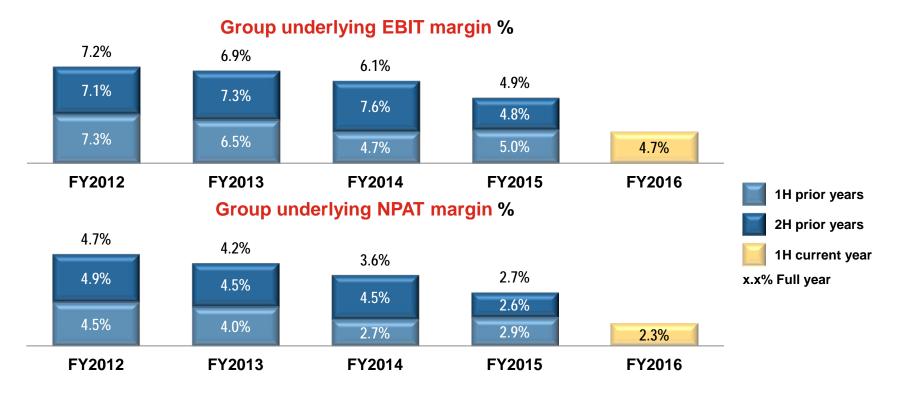
#### **Underlying earnings profile**





#### **Underlying margin profile**

# **Cost reductions support margins in difficult market**





#### **Services**

## Middle East operations continue to perform well

	HY2016	HY2015	vs. HY2015
Aggregated revenue \$m	1,876.7	2,230.7	(16%)
Professional services \$m	1,700.6	1,973.5	(14%)
Construction and fabrication \$m	38.7	104.1	(63%)
Procurement revenue with margin \$m	135.0	151.6	(11%)
Other income \$m	2.4	1.5	60%
Segment result \$m	113.8	157.3	(28%)
Segment margin %	6.1%	7.1%	(1.0pp)

- Revenue decline experienced across all regions
- Middle East continues to perform well
- Segment result and margin impacted primarily by performance in the Americas



## **Major Projects**

# WorleyParsonsCord performance continues to improve

	HY2016	HY2015	vs. HY2015
Aggregated revenue \$m	677.0	712.4	(5%)
Professional services \$m	403.4	360.4	12%
Construction and fabrication \$m	260.1	334.8	(22%)
Procurement revenue with margin \$m	13.5	17.2	(22%)
Segment result \$m	55.9	40.8	37%
Segment margin %	8.3%	5.7%	2.6.pp

Improved segment result and margin performance due primarily to WorleyParsonsCord



## *Improve*

# Market downturn affecting Canadian customers

	HY2016	HY2015	vs. HY2015
Aggregated revenue \$m	267.7	322.6	(17%)
Professional services \$m	267.2	321.8	(17%)
Procurement revenue with margin \$m	0.5	0.8	(38%)
Segment result \$m	11.9	21.3	(44%)
Segment margin %	4.4%	6.6%	(2.2pp)

- Customers continue to reduce spend
- Concessions to customers continue to impact margins in Canada



### **Advisian**

# Combined management and technical consulting

	HY2016	HY2015	vs. HY2015
Aggregated revenue \$m	346.2	348.0	(1%)
Professional services \$m	314.9	335.4	(6%)
Procurement revenue with margin \$m	31.3	12.6	(148%)
Segment result \$m	33.0	36.2	(9%)
Segment margin %	9.5%	10.4%	(0.9pp)

- Full 6 months contribution from MTG
- INTECSEA performance challenged under current market conditions



## **Hydrocarbons**

# **Upstream onshore is best performer**

	HY2016	HY2015	vs. HY2015
Aggregated revenue \$m	2,282.0	2,696.9	(15%)
Professional services \$m	1,845.0	2,118.8	(13%)
Construction and fabrication \$m	298.8	438.9	(32%)
Procurement revenue with margin \$m	136.8	138.9	(2%)
Other income \$m	1.4	0.3	367%
Segment result \$m	165.3	232.3	(29%)
Segment margin %	7.2%	8.6%	(1.4pp)

- Largest sub-sector, upstream onshore gross margin declined by only 8%
- Unconventional oil & gas sub-sector declined by only 2%
- Declines experienced across all sub-sectors
- Upstream offshore sub-sector including INTECSEA impacted by project delays and cancellations



## Minerals, Metals & Chemicals

# Strategy for growth of Chemicals gaining traction

	HY2016	HY2015	vs. HY2015
Aggregated revenue \$m	373.5	447.4	(17%)
Professional services \$m	368.8	441.5	(16%)
Procurement revenue with margin \$m	4.7	5.8	(19%)
Other income \$m		0.1	N/A
Segment result \$m	19.2	25.8	(26%)
Segment margin %	5.1%	5.8%	(0.7pp)

- Improved performance in Chemicals, specialist minerals and aluminium could not offset weakness in base metals, and bulk commodities
- Chemicals sub-sector now contributes more than 55% of gross margin



### Infrastructure

# **Turnaround in performance**

	HY2016	HY2015	vs. HY2015
Aggregated revenue \$m	512.1	469.4	9%
Professional services \$m	472.3	430.8	10%
Procurement revenue with margin \$m	38.8	37.5	3%
Other income \$m	1.0	1.1	(9%)
Segment result \$m	30.1	(2.5)	N/A
Segment margin %	5.9%	(0.5%)	6.4pp

- Improved performance across power and land transport sub-sectors
- Greatest improvement in Middle East
- Improved performance partially offset weakness in Hydrocarbons

### **Revenue reconciliation**

\$m	HY2016	HY2015	vs HY2015
Revenue and other income	4,189.4	4,418.9	(5%)
Less: Procurement revenue at nil margin	(1,186.3)	(1,057.3)	12%
Plus: Share of revenue from associates	172.2	255.4	(33%)
Less: Interest income	(3.2)	(3.3)	(3%)
Less: Net gain on revaluation	(4.5)	-	N/A
Aggregated revenue*	3,167.6	3,613.7	(12%)
Professional services	2,686.1	2,991.1	(10%)
Construction and fabrication	298.8	438.9	(32%)
Procurement revenue at margin	180.3	182.2	(1%)
Other income	2.4	1.5	60%

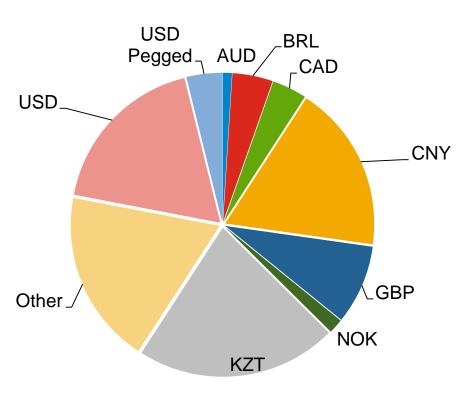
**WorleyParsons** 

<sup>\*</sup>Aggregated revenue is defined as statutory revenue and other income plus share of revenue from associates, less procurement revenue at nil margin, interest income and net gain on revaluation of investments previously accounted for as joint operations. The Directors of WorleyParsons Limited believe the disclosure of the share of revenue from associates provides additional information in relation to the financial performance of WorleyParsons Limited Group.

## Foreign Exchange

## Effects of different currencies offset each other

# Impact total EBIT

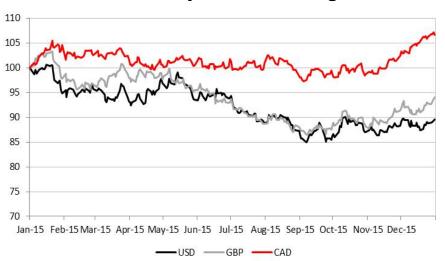


Currency	Average exchange rate movement	Spot exchange rate movement
BRL	24.34%	17.92%
CAD	(3.59%)	5.17%
CNY	(16.49%)	(2.33%)
EUR	(5.21%)	(3.98%)
GBP	(13.95%)	(0.92%)
NOK	3.78%	4.41%
SGD	(10.84%)	(2.16%)
USD	(18.94%)	(6.42%)
KZT	14.46%	65.89%

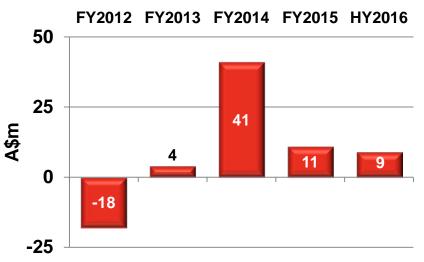


# **FX** translation impact

#### Movement in major currencies against AUD



#### **Group EBIT FX Translation impact**



Currency	AUD \$m NPAT translation impact of 1c $\Delta$
AUD:USD	0.1
AUD:GBP	0.3

-0.3

Currency	HY16	HY15	НҮ∆
AUD:USD	72.3	89.2	(19.0%)
AUD:GBP	47.1	54.7	(14.0%)
AUD:CAD	95.4	98.9	(3.5%)



**AUD:CAD** 

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## **Hydrocarbons Oil Majors Capital Investment**

# Still investing significant capital

#### Majors' Historical and Expected Capital Expenditure

					% Chai	nge
	2014A	2015E	2016E	2017E	2015-16	2014-17
Chevron	35,407	30,745	26,040	24,831	-15%	-30%
ExxonMobil	32,952	30,500	28,215	26,325	-7%	-20%
Shell	31,854	27,269	28,342	28,228	4%	-11%
Total	26,430	23,861	19,223	17,883	-19%	-32%
BP	22,892	19,503	17,463	16,963	-10%	-26%
Statoil	19,341	17,425	16,005	12,498	-8%	-35%
Eni	16,264	13,929	12,045	11,517	-14%	-29%
BG	8,510	6,214	5,996	6,018	-4%	-29%
Repsol	4,827	5,081	5,115	4,730	1%	-2%
Galp	1,462	1,446	1,436	1,381	-1%	-6%
All Majors	199,939	175,974	159,880	150,375	-9%	-25%

#### **Aggregate Capital Expenditure**



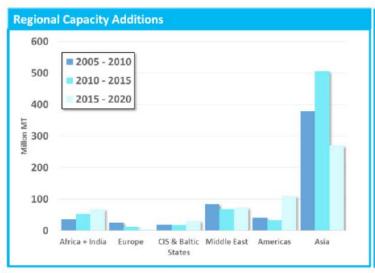


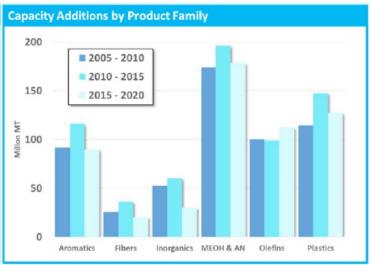
## **Global Chemical Industry Capital Investment**

# **Growth projected to 2020**

% Change Year-over-Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	Average 2021-25
Global Capacity	2.3	3.4	2.7	3.8	3.3	4.0	4.3	4.0	3.8	3.5
Global Capacity Utilization	83.6%	82.1%	82.2%	81.5%	81.5%	81.2%	80.7%	80.2%	79.7%	82.2%
Capital Spending (billion US\$)	\$401.1	\$426.9	\$439.2	\$450.0	\$470.3	\$500.0	\$536.5	\$573.8	\$608.0	n/a
% Change	9.2	6.4	2.9	2.5	4.5	6.3	7.3	7.0	6.0	n/a

Source: American Chemistry Council, Year-End 2015 Chemical Industry Situation and Outlook, December 2015







Source: HIS Chemical, Chemical Industry Capital Costs: A Global Spending Outlook/Special Report Prospects

## **Contractual acronyms**

CY Calendar year

**EDS Engineering and Design Services** E&P **Engineering and Procurement** 

**EPC** Engineering, Procurement and Construction

**EPCM** Engineering, Procurement and Construction Management

**ESA Engineering Services Agreement ESP Engineering Services Provider FEED** Front End Engineering Design

FEL Front End Loading

**GSA General Services Agreement** 

**GTL** Gas to Liquids

I&E Infrastructure & Environment

**IPMT** Integrated Project Management Team

**LNG** Liquefied Natural Gas

Minerals, Metals & Chemicals MM&C MSA Master Service Agreement O&M Operations and Maintenance

**PCM Procurement and Construction Management PMC** Project Management Consultant/Consultancy

