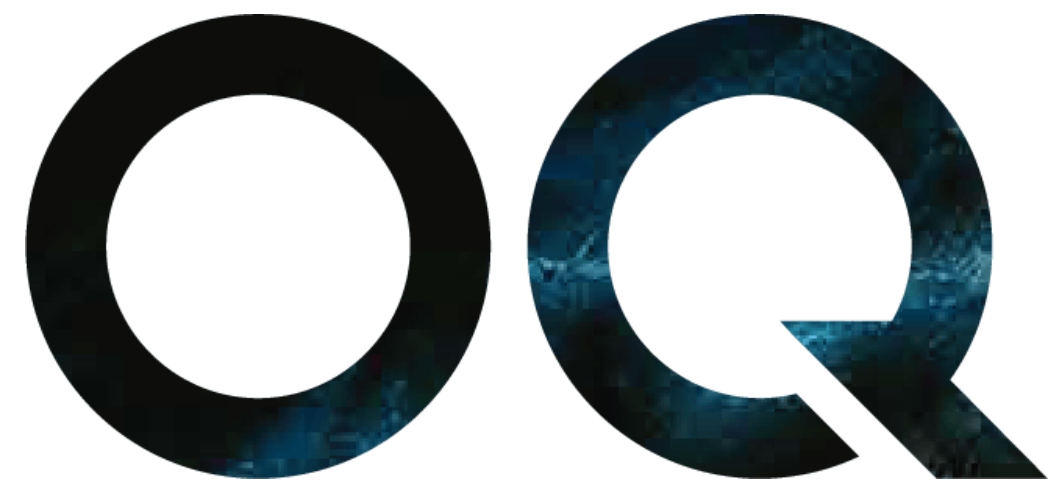


OQ8 ICV Performance

Sep 2021



> oq.com | [@thisisoq](https://twitter.com/thisisoq)     



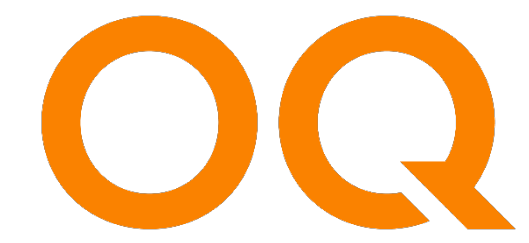
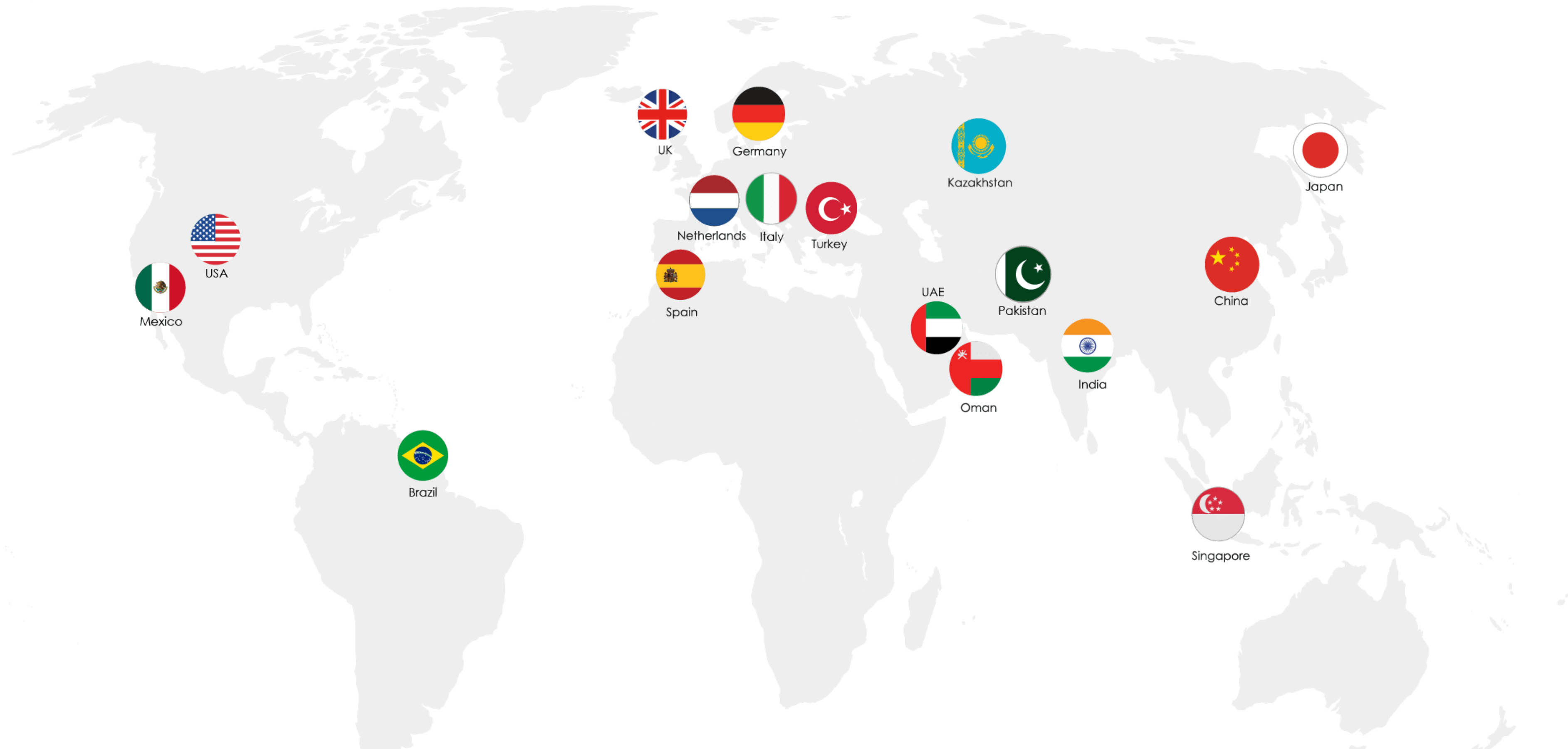


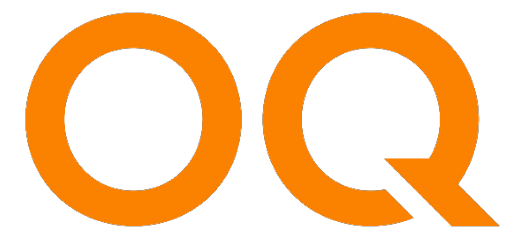
Table of content

About OQ	3
OQ Journey since 1982	4
Integrated Assets	5
OQ8 (Duqm Refinery)	6
Setting ICV KPIs	7
OQ8 ICV Overall - Contribution	8
Workforce on site (Duqm Refinery)	9
Local Sourcing of Goods & Services	10

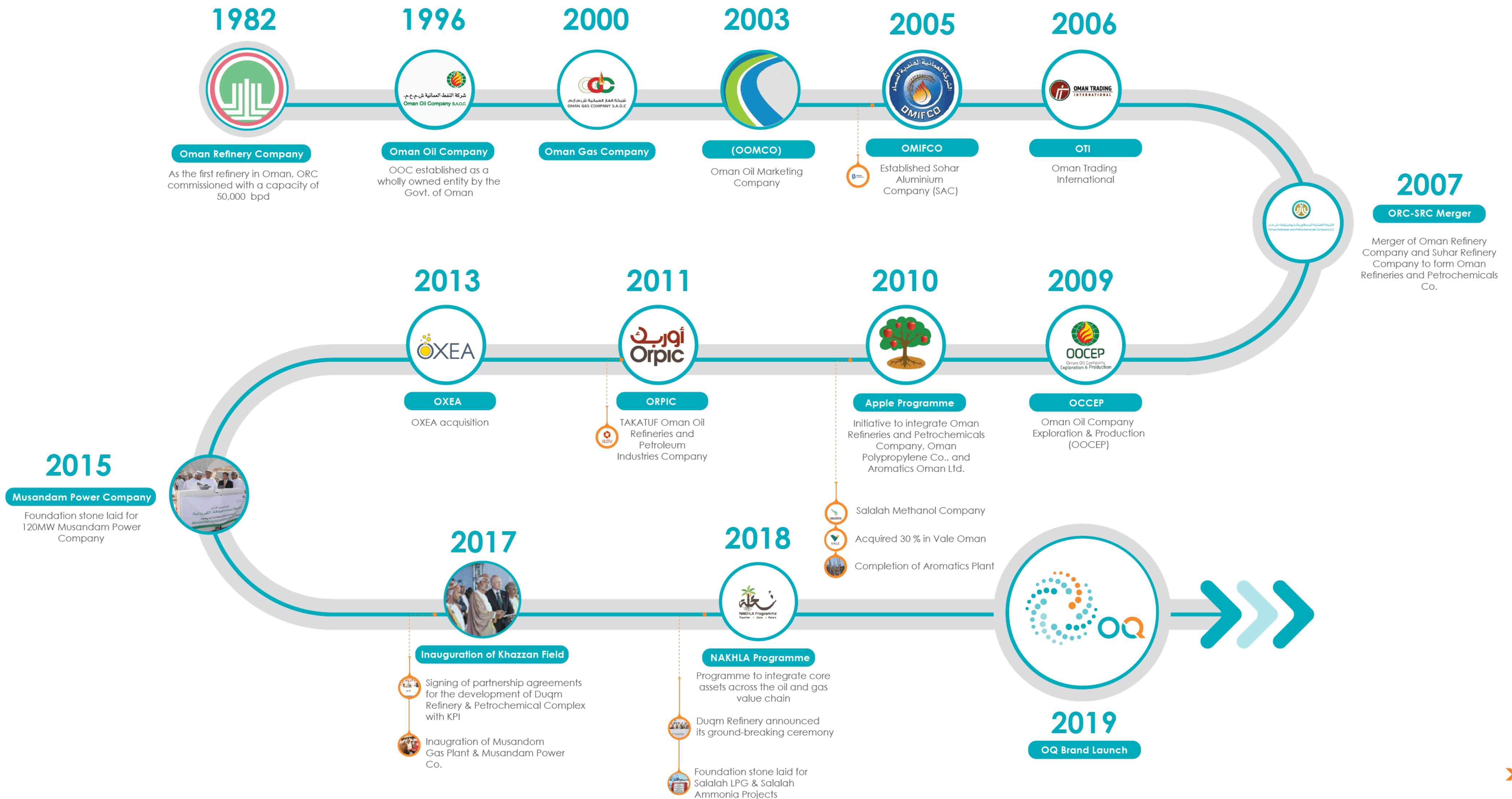
OQ | About OQ

OQ is a **GLOBAL INTEGRATED ENERGY COMPANY** with roots in Oman – operating in 17 countries around the world and covering the entire value chain from exploration and production to marketing and distribution of end-user products. Our fuels and chemicals are sold in over 60 countries worldwide, making us a **key player in the energy sector**.





OQ Journey since 1982



OQ | Integrated Assets

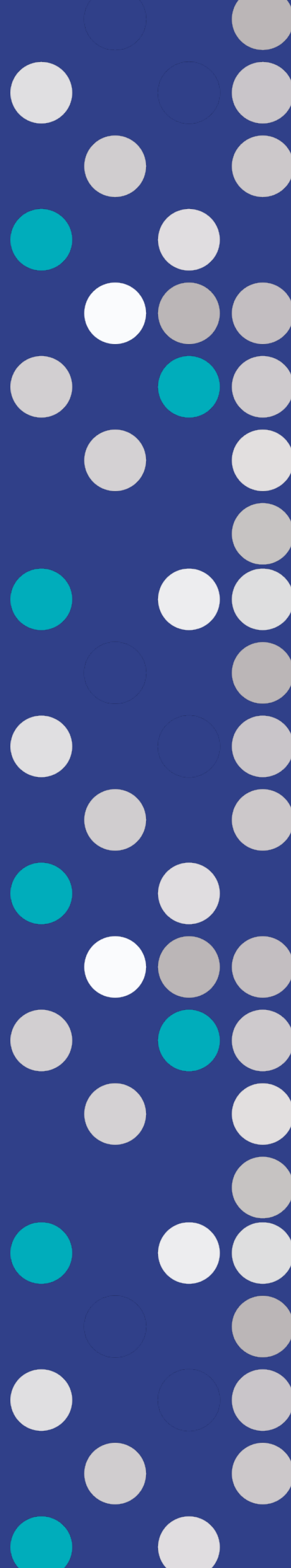
Creating a **vertically integrated energy company**, across the entire value chain



9 assets prioritized, OOC and 8 Subsidiaries for integration based on potential for unlocking value and ease of integration

Account for 80% of EBITDA and headcount

OQ8



OQ8 (Duqm Refinery)



Brief

Duqm Refinery Project is located in the Special Economic Zone Authority of Duqm (SEZAD), 600 km south of Muscat on the Arabian Sea coast of Sultanate of Oman. Once the refinery is completed, it will have the capacity to process around 230,000 barrels of crude oil per day. **Diesel, jet fuel, naphtha LPG, Sulphur and Petcoke are to be its primary products.**



Investment

USD 8.3 Bn



Shareholding

50%



Debt & Equity

USD 4.6/3.7 Bn



Capacity

230,000 barrels of crude per day



Partners

Kuwait Petroleum Europe B.V (KPE)



Employment

142 Employees



Products

Diesel - Jet fuel
Naphtha - LPG



Location

Duqm



Completion date

2022



Setting ICV KPIs

- Referring to ICV performance for the previous projects
- Referring to market capabilities studies in Oil & Gas sector
- Conduct a workshop/ brainstorm sessions with project team to understand the scope & identify ICV opportunities
- Setting minimum requirements as ICV KPI's for the project
- Conduct roadshows to raise awareness of the local market about project requirement/opportunities



QQ8 ICV Overall - Contribution



Package 1

Processing units

Package 2

Utilities and offsite

Package 3.A

Storage and export facilities

Package 3.B

Crude oil storage facilities in Ras Markaz

Package 3.C

80 KM Pipeline connecting crude tanks in Ras Markaz with the Refinery

Package Cost

\$ 2.79
Billion USD

\$ 2.08
Billion USD

\$ 882.95
Million USD

Contracts



ICV Values

Million USD

Million USD

Million USD



SMEs 10%

\$ 279

\$ 208

\$ 88.92



Local sources of goods and services 20%

\$ 558

\$ 416

\$ 176.59



Training

\$ 20.78

\$ 20.78

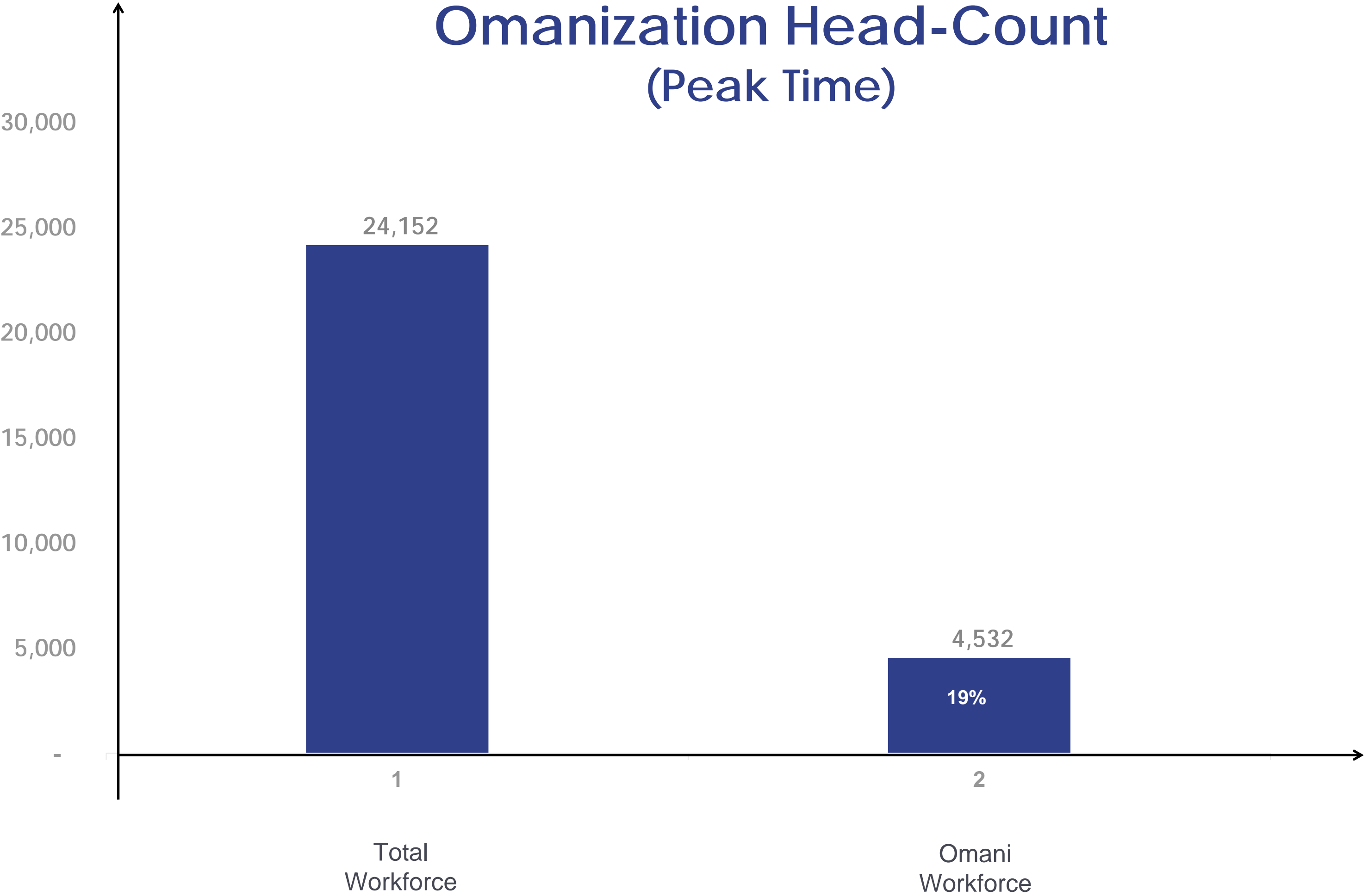
\$ 2.82



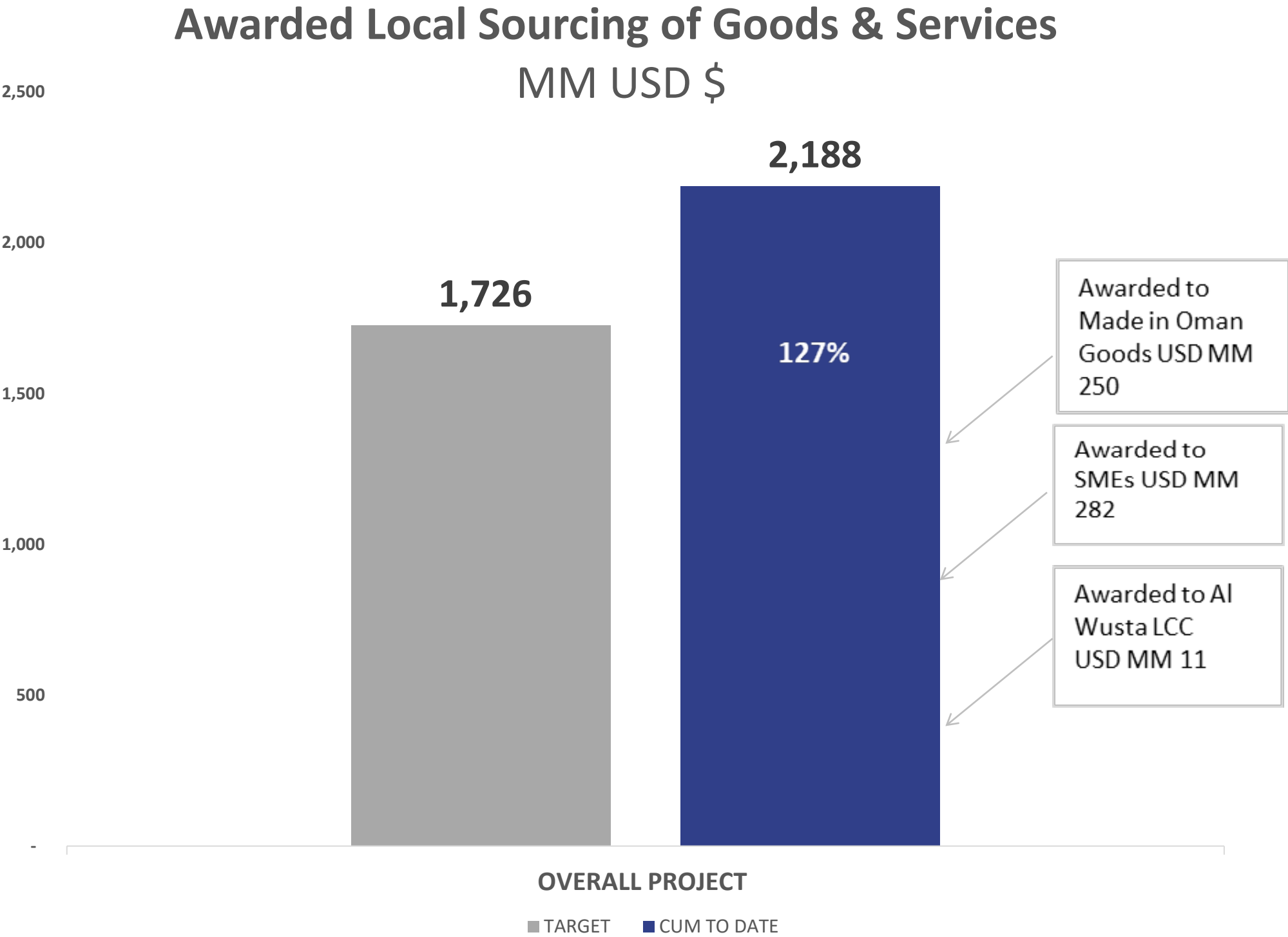
Omanisation 10% Senior Management - Professional - Supervisory - Skilled



Workforce on site (Duqm Refinery)



Local Sourcing of Goods & Services



Made in Oman Goods (Examples)	Local Sourcing of Services (Examples)
Fiber Optic Cables	MEI Package
LV Cables	EPC Building Works of Package 1 & 3
Pipes & fittings in glassfiber material	Civil & UG piping construction work for package 4
MV/LV Cables	Supply of Plate, Nozzles and Structures for Tanks
RTR Piping	Engineering, procurement and Construction of Tank Works (Package TP3)

QQ8 ICV initiative programs

- Training for Development
- Training for Employment
- Scholarship programs



Total Investment:
\$48,882,185



Training for Development program – Selection process

PMC
Institute
Targeted Candidate
Training Duration
Type of Certificate

Discipline

Training for Development

Takatuf Oman
TPO
High Diploma
18 months
NVQ level 2 & IVQ level 3

Operator, Instrument & Control Technician, Mechanical Technician & Electrical Technician



Training for Employment program – Selection process

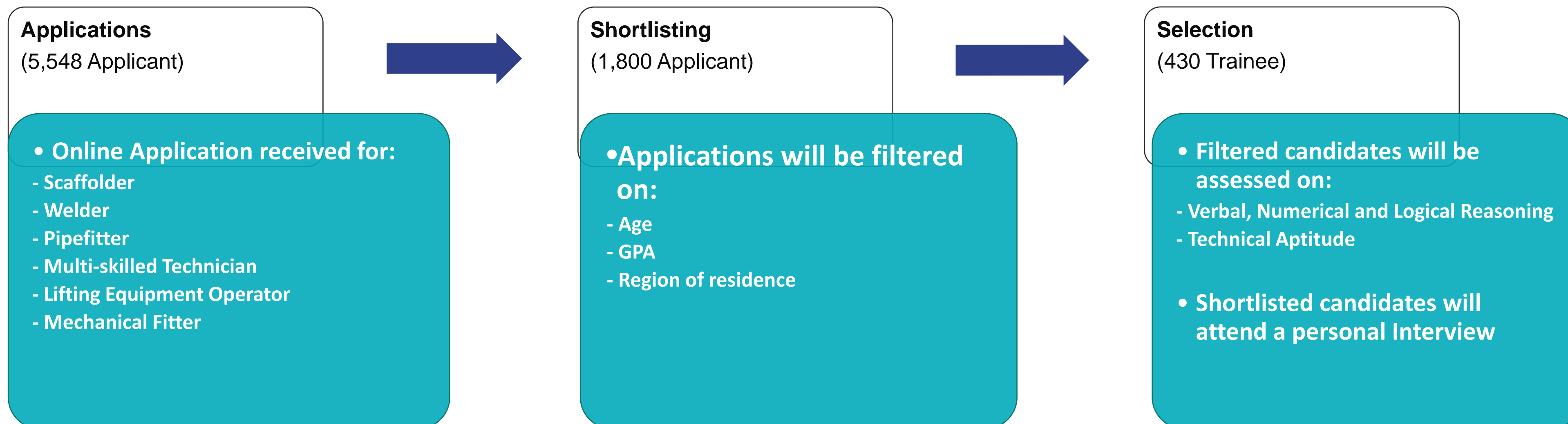
PMC
Institutes
Targeted Candidate
Training Duration
Type of Certificate

Training for Employment

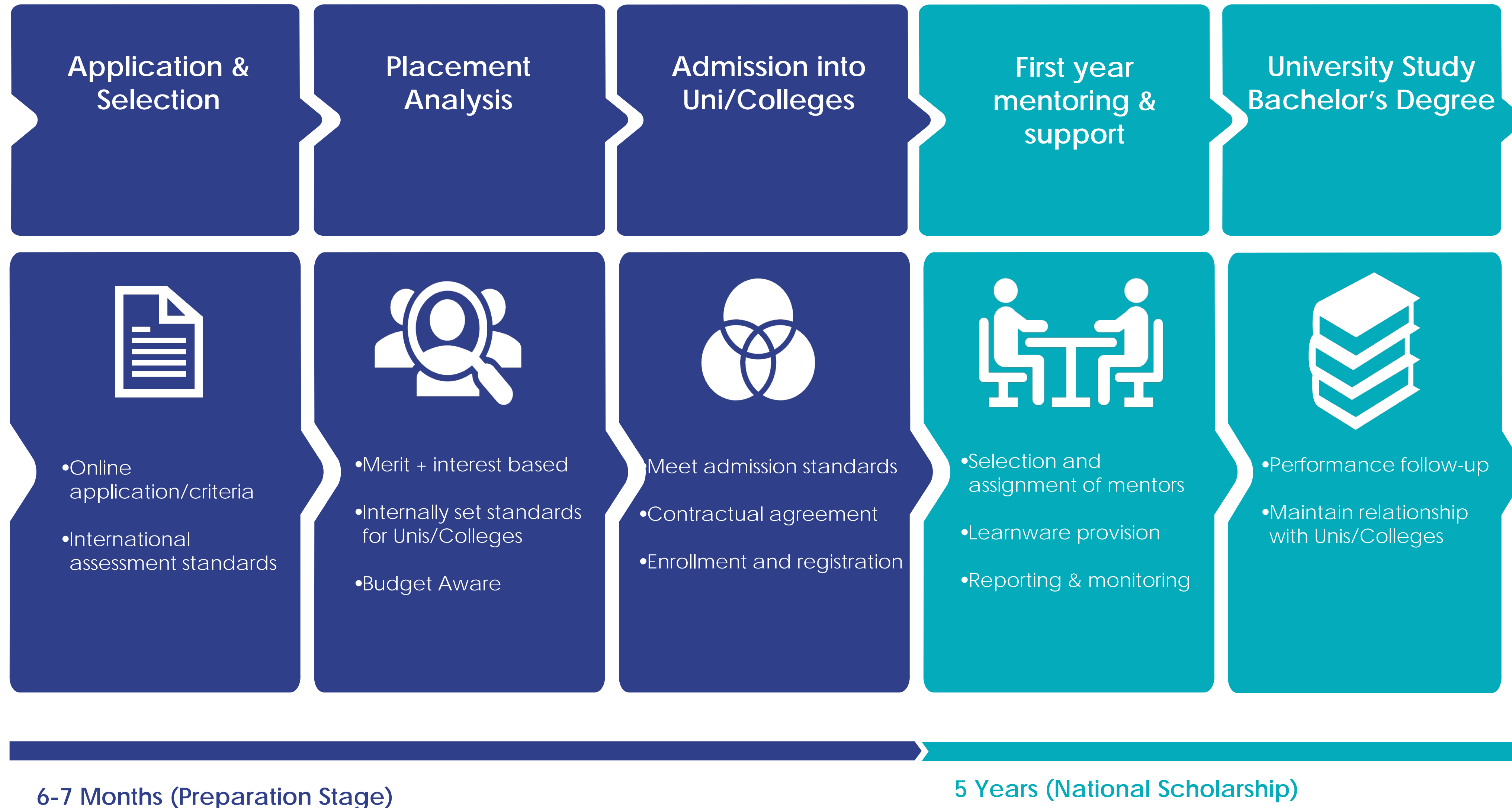
Takatuf Oman
NTI, EITI
General Diploma (Grade 12)
18 months
NVQ level 2

Discipline

Welder/Fabricator, Pipefitter, Lifting Equipment operator, Rigging, slinging, Industrial Electrician, Mechanical Fitter & Scaffolder



Takatuf Scholarship program – Selection process



Scholarship program

Local Scholarship

- Total Applicants - 752
- Short listed / accepted - 104

International Scholarship

- Total Applicants - 710
- Short listed / accepted - 10



Thank you