BURNING BRIGHTER, BURNING GREENER

Accenture capabilities for global gas and LNG organizations
PILLARS OF SUCCESS

Although LNG companies may follow different paths to profitable growth, there are common pillars of success in a world marked by rapid change.

SAFE OPERATIONS AT LOW COST
• Are you taking advantage of digital technologies to enhance safety?
• Does your company save money by going beyond operational protocols?

PREDICTABLE CONSTRUCTION
• Are you confident that your LNG facility will be built on-time and within budget?
• Do you have a full overview of the construction operation?

OPTIMIZED VALUE CHAIN
• Do you have the full picture of the operational and commercial implications of decisions your teams are making today?

CERTAINTY OF SUPPLY
• Are you set up to quickly adapt to market changes that impact your gas sources?
• Are you confident in your ability to quickly pivot and retain profitability?

A SUITABLE COMMERCIAL MODEL
• Does your commercial model align to your objectives, risk tolerance and capabilities?
• Are you prepared for unique challenges each model brings?

GAS EXPANDS

Global demand for natural gas and liquefied natural gas (LNG) is booming. Business leaders are ramping up investments in facility expansions and in new operations and trading.

Each LNG project and industry participant faces a unique journey. Common concerns are adherence to project schedules, risk management and cost overruns.

While some tasks can be managed adequately with internal resources, experienced talent is needed to help fill the critical gaps that hold up operational readiness and potentially delay millions in revenues.

Accenture assists natural gas and LNG companies in:

• Building more predictably
• Operating safely while keeping costs low
• Helping to assure certainty of supply
• Supporting optimization across the end-to-end value chain

Our project team works together with your people to make swift progress in pursuit of your long-term business objectives, helping your business grow and sustain momentum.
# VALUE CHAIN FOR INTEGRATED GLOBAL GAS AND LNG

Satisfying the world’s LNG demand requires excelling across a wide range of activities.

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*For integrated global gas companies, activities also include asset acquisition, well construction and delivery, production operations, partner agreements/PSA/royalty management, etc.*

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"BURNING BRIGHTER, BURNING GREENER"
OUR GLOBAL LNG EXPERIENCE

Throughout the world, Accenture has helped the largest LNG clients.

North America
- Implemented suite of core business applications to fully support the client’s LNG operations.
- Designed and developed a comprehensive set of target state business processes, procedures, KPIs, dashboards, Project Management methodology, IT capabilities and functional requirements for a greenfield liquefaction terminal. Facilitated business simulations to enable testing of enterprise readiness.
- Designed and developed a comprehensive set of target state commercial business processes and procedures. Facilitated business simulations to enable testing of enterprise readiness.
- Conducted a detailed benchmarking exercise of the company’s selling, general and administrative expenses (SG&A) and IT security.
- Designed and developed a comprehensive set of target state commercial business processes and procedures. Conducted an IT capabilities assessment and defined functional requirements for the client’s commercial system. Facilitated business simulations to enable testing of enterprise readiness.

Europe
- Conducted a detailed review of the company’s trading lifecycle processes to offer a “to-be process” recommendation.
- Implemented complete import annual delivery plan (ADP), inventory management and reload annual delivery plan (ADP) solution for the LNG import terminal.
- Supported development of integrated LNG production and export solution.
- Implemented energy trade and risk management (ETRM) to support global LNG and natural gas trading portfolio for a major utility.
- Facilitated the definition of transfer price to enable portfolio structuring of crude oil, natural gas and LNG.

Russia
- Designed and developed a detailed trading operating model and implementation roadmap for brownfield LNG re-gasification facility.

Central Asia / Middle East
- Supported development of complete gas and LNG accounting solution for upstream and the plant, with complex joint venture accounting (JVA) at the process train-level.
- Implemented annual delivery plan (ADP), inventory management and regasification solution covering long-term, near-term planning and actualization.
- Implemented complete inventory management, unload and reload annual delivery plan (ADP) solution for an LNG import terminal.
- Conducted a detailed assessment of the company’s capabilities to deliver a strategic roadmap for the development of LNG physical trading hub.
- Supported development of complete gas and LNG accounting solution for upstream and the plant.

West Africa
- Supported development of complete gas and LNG accounting solution for upstream and the plant.
- Implemented integrated gas production, terminating and export solution for LNG volumes with coverage of LNG sale and purchase agreements (SPA).
- Supported development of complete gas and LNG accounting solution for upstream and the plant.
- Implemented end-to-end SAP solution, including core business functions such as production and cargo management.
- Developed a comprehensive set of end-to-end business processes to enable the operations of the world’s largest floating LNG facility.
- Implemented and deployed end-to-end LNG and gas management solution for the plant.

South East Asia
- Implemented annual delivery plan (ADP), inventory management and regasification solution covering long-term, near-term planning and actualization.
- Implemented complete inventory management, unload and reload annual delivery plan (ADP) solution for an LNG import terminal.
- Conducted a detailed assessment of the company’s capabilities to deliver a strategic roadmap for the development of LNG physical trading hub.
- Supported development of complete gas and LNG accounting solution for upstream and the plant.
- Conducted a detailed review of the company’s trading lifecycle processes to offer a “to-be process” recommendation.
- Supported the development of complete gas and LNG accounting solution for upstream and the plant.

India
- Designed and developed a comprehensive set of target state commercial business processes and procedures. Facilitated business simulations to enable testing of enterprise readiness.
- Conducted a detailed benchmarking exercise of the company’s selling, general and administrative expenses (SG&A) and IT security.
- Conducted a detailed review of the company’s trading lifecycle processes to offer a “to-be process” recommendation.
- Supported the development of complete gas and LNG accounting solution for upstream and the plant.
- Implemented and deployed end-to-end LNG and gas management solution for the plant.

Australia
- Implemented energy trade and risk management (ETRM) to support global LNG and natural gas trading portfolio for a major utility.
- Designed and developed a comprehensive set of target state commercial business processes and procedures. Conducted an IT capabilities assessment and defined functional requirements for the client’s commercial system. Facilitated business simulations to enable testing of enterprise readiness.
- Facilitated the definition of transfer price to enable portfolio structuring of crude oil, natural gas and LNG.
- Implemented and deployed end-to-end LNG and gas management solution covering plant balancing, cargo planning, scheduling and cargo document generation.
- Implemented upstream gas management solution and LNG export solution, with energy trade and risk management (ETRM) and application integration.
- Supported the development of complete gas and LNG accounting solution for upstream and the plant.
- Conducted a strategic review to develop a plant operations strategy for the company. Also, worked with the company on a digital transformation journey to deliver digital plant capabilities focusing on the core plant operations.

South East Asia
- Conducted a strategic review to develop a plant operations strategy for the company. Also, worked with the company on a digital transformation journey to deliver digital plant capabilities focusing on the core plant operations.
THE ACCENTURE DIFFERENCE

01. Extensive global team with experience working in key local markets
02. Ability to deliver value across the end-to-end value chains of natural-gas companies
03. Ongoing relationships with innovative vendors and major suppliers
04. One-stop shop from pre-FID to ongoing operations

Our leaders are widely recognized for their deep industry insights.
We have published many pieces of thought leadership on gas and LNG topics in the past three years.

2018
Greening the gas in the grid, by Melissa Stark – June 20th, 2018
Searching for cleaner fuel alternatives in the transport sector, by Brett Mossman and Amit Kumar – July 20, 2018

2017
Digital transformation and innovation in oil and gas sector, by Andrew Smart, Julie Adams and Bobby James – 2017
Reflections from IP week: Shaping the gas landscape, by Melissa Stark – March 02, 2017
The biggest trend in gas today, by Julie Adams – May 17, 2017
Why is it harder to grow natural gas demand than supply, by Melissa Stark – September 07, 2017

2016
Gas Grows Up, by Melissa Stark, Melany Vargas and Accenture Research – 2016
New LNG demand landscape: are the producers ready?, by Melissa Stark – January 20, 2016
Gas grows up: Cautiously optimistic?, by Melissa Stark – February 17, 2016
To expand global LNG demand, think small, by Melissa Stark – June 22, 2016
Buyers stand taller and reshape the global LNG market, by Melissa Stark – October 03, 2016
Russian gas comes out fighting with strong support from the industry, by Melissa Stark – October 18, 2016
# CONTACTS

## North America

**Brett Mossman**  
Managing Director – Resources operating group, North America  
brett.c.mossman@accenture.com  
Houston, USA

**Haavard Oestensen**  
Managing Director – Resources operating group, North America  
haavard.oestensen@accenture.com  
Houston, USA

## Europe

**Melissa Stark**  
Managing Director – Resources operating group, United Kingdom and Ireland  
melissa.stark@accenture.com  
London, UK

**Ogan Kose**  
Managing Director – Accenture Strategy, Trading and Risk Management  
ogan.kose@accenture.com  
London, UK

## Asia Pacific

**Nicholas Heyes**  
Managing Director – Resources operating group, Asia Pacific  
nicholas.heyes@accenture.com  
Brisbane, Australia

**Brian Sterner**  
Managing Director – Resources operating group, Asia Pacific  
brian.r.sterner@accenture.com  
Brisbane, Australia
About Accenture

Accenture is a leading global professional services company, providing a broad range of services and solutions in strategy, consulting, digital, technology and operations. Combining unmatched experience and specialized skills across more than 40 industries and all business functions—underpinned by the world’s largest delivery network—Accenture works at the intersection of business and technology to help clients improve their performance and create sustainable value for their stakeholders. With more than 449,000 people serving clients in more than 120 countries, Accenture drives innovation to improve the way the world works and lives. Visit us at www.accenture.com.