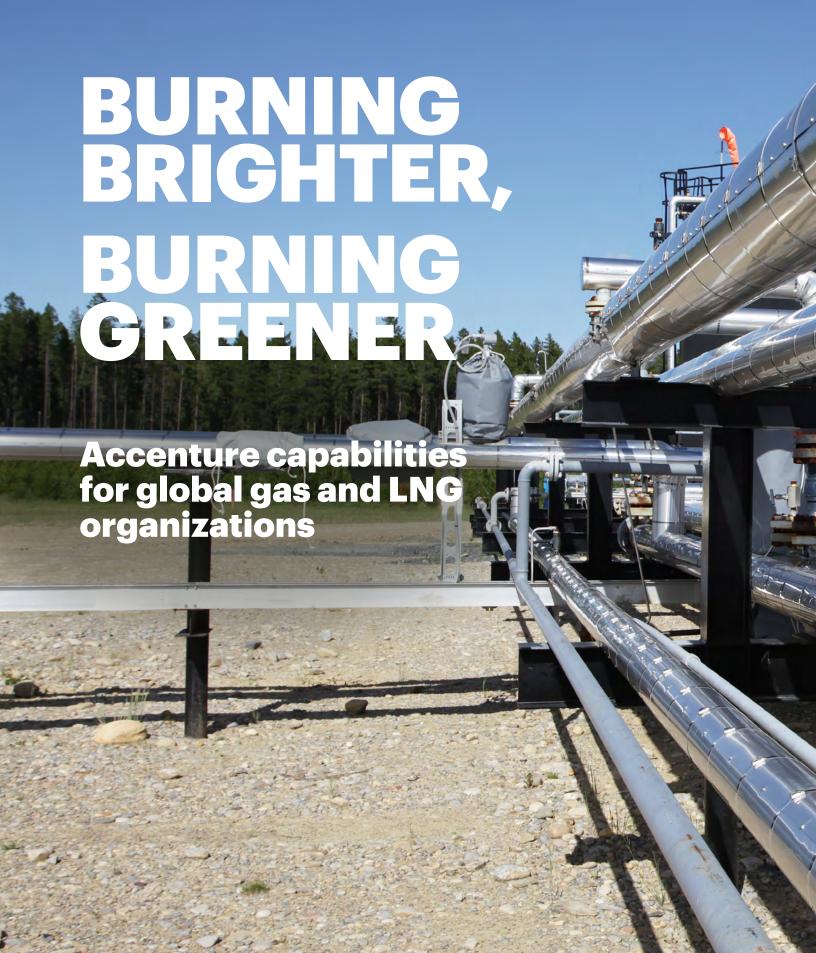
accenture



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.

Upstream	1
facilities/	Pipelines*

Liquefaction and Shipping

Trading & Marketing (Optimization)

Regasification

Transmission Pipelines

Supply forecasting

Gas procurement or production operations (conventional)

Natural gas trading and risk management

Supply monitoring and optimization

Inventory management, facility balancing and cargo scheduling

Hydrocarbon accounting

By-product management

Loading operations

Integrated activity planning

Facility maintenance

Portfolio Annual Delivery Plan (ADP) management

Long / mid / spot, MSPA and confirmations

Vessel management, boil-off and ex-ship delivery

Portfolio optimization and analytics

Inventory management and cargo unload scheduling

Hydrocarbon accounting

TUA / 3rd party access rights

Integrated activity planning

Facility maintenance

Demand forecasting

Send-out gas scheduling

Transportation to end-users

Intelligent pipeline operations

Transportation logistics optimization

Enterprise functions and talent

ACCENTURE INTEGRATED SERVICES

From Pre-Final Investment Decision (Pre-FID) to post-FID and into ongoing operations, Accenture offers solutions and services throughout the end-to-end value chain.

Pre-FID

Strategic business and technology imperatives

Baseline technology capabilities

Organization strategy

Procurement strategy and design of business process services

IT / technology roadmaps

Cybersecurity

Trading and risk management approach (when applicable)

Post-FID preparation

Post-FID

Operating model, business processes and standard operating procedures

IT requirements, architecture, tools

Vendor management

Procurement—business process services (construction)

Systems implementation and integration

Project management

Trading and risk management (for entities taking market positions)

Business simulations

Digital plant implementation (e.g., predictive asset management, advanced analytics, artificial intelligence and other game-changing technologies)

Operations

Application outsourcing and support

Strategic outsourcing of corporate functions (e.g. IT, HR, Finance)

Optimization and continuous improvement

Managed services

Zero-based business

Analytics

Worker safety

Digital transformation for new technologies

Cybersecurity health checks

Digital plant operations

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

OUR GLOBAL LNG EXPERIENCE

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



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.