Dear Colleagues,

We are already well into 2018 with an exciting start to the year.

In this issue, our National Day involvement is one of the main highlights. I was privileged to join the crowds in Bandar to celebrate Brunei’s National Day. Our staff contingent consisting of BSP and BSM did us proud by participating in the field parade with great enthusiasm and energy. Well done to all who volunteered to take part! I was particularly proud to see firsthand our staff, including our retirees, demonstrate their commitment, energy and enthusiasm whilst participating in the march, as they have done so, year after year. We joined the celebrations across the operations, onshore and offshore, demonstrating great patriotism. The level of dedication and great teamwork that day, are exactly the strengths we can leverage to drive Brunei Shell Petroleum Company to be Fit for the Future.

For us to be so much a part of the National Day celebrations really emphasizes BSP’s contribution towards Brunei’s progress, our partnership for the past 89 years and our aspiration to Fuel Brunei’s Future for generations to come. Together we will be able to “Menjayanak Wawasan Negara”.

Safety is BSP’s number one priority. In the first Quarter of 2018, BSP conducted a number of Safety Townhalls, which we call Goal Zero Townhalls, to emphasise and focus on our fundamental goal of zero harm to People, the Environment and our Assets. These townhalls are a great platform to share learnings and keep safety at the forefront of our minds. Let’s keep up the great work. More importantly let’s keep talking and find out how to learn without having to hurt anyone. Safety is important for those on our hydrocarbon assets but also for people in the office who might think that their environment is safe. To those in the office, take a walk around your workplace and look at your housekeeping, think about the hazards, PAUSE and ask questions: what could happen? and what is missing that could make my workplace safer?

With regard to our Fit for Future strategy, BSP held a series of engagements to ensure a common understanding of the strategy across all levels of the organization. What is key is ownership and that leaders and their teams continue the conversation. This is especially true as each individual in the organization can champion the “I AM BSP” mindset, the company’s DNA to underpin Fit for the Future.

As Ramadhan is approaching, I would like to take this opportunity to send our well wishes to all Muslim staff and their friends and family celebrating or observing the Holy Month of Ramadhan. During this holy month, specific attention needs to be paid to the welfare of everyone offshore and onshore. I truly respect our colleagues working in the field while observing the fast and those who are on duty running our operations. I wholeheartedly thank and salute you all.

I hope you enjoy this issue of Salam, and that it does justice to the good work being done by the talented people of BSP. I truly believe that we have the capability and the talent to make a difference in the lives of many. Let’s continue to make history and pave the way for the future!

Thank you.

Dr Ceri M. Powell
Managing Director, BSP
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CELEBRATION

BSP AND BSM STAFF MARCH WITH PRIDE IN THE 34TH NATIONAL DAY CELEBRATION
More than 140 BSP and BSM staff took part in this year’s grand parade to march in the annual procession to mark the 34th National Day of Negara Brunei Darussalam on Saturday 24th February 2018.

The event involved over 30,000 participants from all corners of the Sultanate including thousands of students and representatives from 138 multi-sectoral, societies and government agencies in Brunei. BSP and BSM contingent, as always, were represented by the regular participants who never missed to be a part of this memorable occasion, with the addition of new joiners and nine BSP retirees for the first time. This year obviously was different from the rest of the years as BSP and BSM contingent was proudly led by the first female Managing Director of BSP, Dr. Ceri M. Powell.

“Menjyakan Wawasan Negara” (“Accomplishing the National Vision”) is the theme for this year’s National Day where it emphasizes on the importance of every citizen and sector (both private and government) in their role to make the Wawasan Brunei 2035 a success. BSP and BSM likewise have demonstrated the ongoing partnership with the Brunei government for the past 89 years towards our mission of being a sustainable company in Fuelling Brunei’s Future.

The event highlights included His Majesty standing at attention acknowledging the parade contingent, recital of the oath by 34 selected individuals, the utterance of three “takbir” of “Allahu Akhbar” and dance performances by participants comprising of youth from several educational institutions. The event concluded with the national anthem “Allah Peliharakan Sultan”. As His Majesty the Sultan and members of the Royal family departed the area, the field performers gave a final patriotic salute with “Daulat Tuanku” to showcase their spirit, love and respect to Brunei’s Monarch, its tradition and heritage.
BSP CELEBRATES NATIONAL DAY OFFSHORE

Champion 7 staff and business partners reciting the oath

Champion 7 Crew A with East Asset Manager (Paul van den Hemel) celebrating National Day with pride
As the country celebrates the 34th National Day celebration nationwide, the event was officially celebrated by offshore residents on Champion 7, the largest and most complex offshore structure field first discovered back in the 1970s and is currently producing 84,000 barrels of oil per day.

This yearly event has become a tradition for BSP’s offshore platforms not only at Champion 7 but also at Ampa and Fairley which is normally organized every year by the respective Welfare Committee members.

The event kicked off with a brief speech by the East Asset Manager, Mr Paul van den Hemel in a morning townhall who then later joined the Champion 7 personnel to launch the National Day celebration.

In his speech, Mr Paul van den Hemel stated that National day has since been celebrated on the 23rd February after Brunei gained independence in 1984 by thousands of people that work offshore in Champion 7. As such it is important for those to be proud as part of “I am BSP”, a team that safely delivers oil and gas everyday towards Fuelling Brunei’s Future for a promising wealthy and bright future for generations to come.

The event was followed by a strong contingent of 6 female staff out of the 10 based at the platform who marched in at an open area as flag bearers carrying the Brunei national flag with pride.

The flag raising was accompanied by a choral rendition of the Brunei national anthem by both staff and business partners who stood together and recited to the oath read by Haji Mohd Hafiyah Bin Haji Abdul Manaf.

The event concluded with the recitation of prayers and Doa Selamat by one of the Installation Service supervisors on the platform, Mohammad Nor Haadiy Bin Jofri.
NATIONAL DAY THROUGH THE YEARS

1985

1991

1992

1997
THE YEARS

1998

2004

2005

2006

2008
CELEBRATION

NATIONAL DAY THROUGH THE YEARS

2009

2010

2011

2012

2013
THE YEARS

2014

2016

2015

2017
National Day Celebration this year marks the 18th time Hj Rosli Abu Bakar walks in front of the Royal Dais at Taman Haji Sir Muda Omar Ali Saifuddien. As with previous years, he stands in formation with the Brunei Shell Petroleum group – with a slight difference. He belongs to a special coterie of nine, all of whom are retired BSP personnel.

“My last day was five months ago,” says the 56-year-old who had joined the Company in January 1989 as a Junior Technician and took on several roles before finally capping his career as a Construction Manager on site.

Today, clad in uniform and moving as one, the group’s presence pay respect to the sovereign and represent their own rally that beats in tandem with the nation’s vision. The partnership between Royal Dutch Shell Plc and the Government of His Majesty the Sultan and Yang Di-Pertuan of Brunei Darussalam has spanned over 88 years. Then till now, BSP works hand in hand with the Government to meet the country’s energy needs and provide a stable contribution towards the country’s revenue.

As with many who have walked down the halls and corridors of BSP, Hj Rosli sees the part he played in some of the Company’s, and the nation’s, development. That is a feeling that is not transferable, shared among those men and women who have laboured to realize a vision, who, upon seeing it come to being, go under a moment of wonder and pride of having had a hand in it.

“From KB to Muara, I can say I was there in different constructs along the coast. When I go on Jalan Tengah from the Head Office, I see SCOT, SAV Anduki, I was there. Pass by the Offices, and further on to Muara, the new OCTG PTAS, STL office upgrades, I was there…,” says Hj Rosli.
Another retiree joining in the march past event is Hj Abu Bakar Hj Abdullah, 61, who is better known as Ji Burn. It’s a familiar nickname and no wonder – he has been an engineer and trainer throughout much of his 41 years with BSP and committee member for both sports and social happenings.

Hj Bakar remembers the time he was involved with the commissioning of Champion 7 offshore complex. Every day, he would return onshore at 6 pm and be ready for the helicopter ride to take him back offshore at 5 am. His recollection of safety standards attests to how BSP constantly improves upon that aspect. As of August 2017, BSP recorded 38 million annual exposure hours without harm to staff and contracts.

“Along the way, I had good managers and colleagues who would suggest how I could level up. There were challenges, like the time we had a new system, MAIS, and I was confronted with new technology. Then, there was SAP, a whole new system that we had to be trained for, and I had to train others as well. I wanted to learn, though. Always ready to.”

This sentiment speaks to the Company’s values and requisite for high standards of performance and ethical behaviour. To fulfill its vision of being a competitive oil and gas company by 2020, ‘Fit for the Future’ has been introduced to empower a culture of adaptability within the organization, for it to adjust well for changes in the internal and the external landscapes moving into 2020 and beyond. Whilst technology is a key driver for efficiency, BSP looks to its people for innovation and serving with honesty, integrity, respect for people and excellence.

The retirees have their ways to adjust to life after BSP, being involved with the community and keeping healthy. Though he has been retired for a year and a half, Hj Bakar keeps close links with the BSP family, often assisting with socials, even being the focal point for bus trips from Seria to Bandar for the National Day events. “It’s funny how that happened,” he says, smiling.
Yaakob bin Haji Mahmod who is the Production Lead on Champion 7 (EOP/11) role is to look after the day to day production of oil in North South Cluster as well as holding an important role of authorizing for Permit to Work (PTW) which has currently changed to Permit Vision. Similar to everyone who works offshore, their biggest challenge would be their time away from family. “However, remembering and focusing on the fact that I am here for my family and nation, this challenge can be overcome,” he shares.

“I am really proud to be fueling Brunei’s future. When I was younger I never dreamt of working in the oil and gas industry and I only really understood what BSP did when I was much older. It really is satisfying to know that we are helping to contribute to the country’s economy and leaving a legacy for the future generations. I would like to wish everyone a Happy National Day. Enjoy the celebrations, stay safe on the road and give thanks to His Majesty the Sultan and the country for blessing us with a comfortable life, which will hopefully continue for future generations to come.”

Najaa Halbi who is the East Planning Manager (EPM) looks after the long-term strategic plan for the East Asset to ensure that BSP maximizes their value, which then integrates into business planning in the medium term and Integrated Activity Planning (IAP) in the shorter term. “The best part of this role is being welcomed into the East Leadership Team where I get exposed to new challenges and opportunities while being able to work outside my comfort zone. I also get a talented group of Bruneians in the EPM team (made up of 100% locals),” she shared.

“I am extremely proud to be involved in fueling Brunei’s future. When I was younger I never dreamt of working in the oil and gas industry and I only really understood what BSP did when I was much older. It really is satisfying to know that we are helping to contribute to the country’s economy and leaving a legacy for the future generations. I would like to wish everyone a Happy National Day. Enjoy the celebrations, stay safe on the road and give thanks to His Majesty the Sultan and the country for blessing us with a comfortable life, which will hopefully continue for future generations to come.”

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“I am really proud to be fueling Brunei’s future for Brunei is dependent on oil and gas for its economy. Therefore, as the people in the frontlines of the company, it is a challenging honor to do what we do to ensure we keep fueling Brunei’s future for many generations to come. Additionally, Brunei’s electricity are fueled by BSP and we have to do our best to ensure that Brunei always have their power,” says Yaakob.

“National Day is an important day for Brunei. It would not be a peaceful and such a great place to live if not for this day, to celebrate independence of Brunei Darussalam. I am proud to be Bruneian and to serve a great country”

On Champion 7, flag raising ceremonies are held while signing the National Anthem, doa selamats and reciting the National pledge.

“We should be appreciative and proud to be Bruneians. We should not take things for granted and always strive to improve the country for our future generations to come”.
Haji Mohd Khairul Azmi bin Abu Bakar (WOP/1) otherwise known as GK is the AMPA Offshore Installation Manager (OIM). He has worked with BSP for 7 years and currently takes care of the welfare and safety of the people on AMPA platforms and ensures hydrocarbons are produced safely and efficiently aligning with BSP’s mission of ‘BSP… Fuelling Brunei’s Future’.

His biggest challenge of working offshore is being away from his beloved family for a period of two weeks, the complexity of the offshore platform system and managing the People on Board platform.

“Despite all that, I am SUPER proud to be working with BSP. WHY? We work to safely produce oil and gas everyday and this directly contributes to wealth and revenue of my beloved country. By this we can ensure our future generations can have a bright of even a brighter future,” says GK.

When asked what does Brunei National Day mean to him, he responded, ‘It is all about us, Bruneian, having the capabilities and capacities to develop our beloved country, Brunei Darussalam, to have a bright and exciting future for our future generations.”

Similar to most offshore platforms, religious activities are conducted in conjunction with National Day such as carrying out Hajat prayers on the eve of the occasion and convening together the next day to celebrate independence by demonstrating their pride to be Bruneian.

“To my family, selamat menyambut hari kebangsaan and thank you for your relentless support and care. To the people of Brunei, Selamat Menyambut Hari Kebangsaan and let’s work together to develop Negara Tercinta Kitani, Negara Brunei Darussalam”.

Nurul Hazirah who is an instrument technician for three years under Brudesh Engineering Management shared that her core role is a C&A technician for AMPA Crew A and is currently assigned as a WPE C&A. Being one of the two female staff in AMPA Crew A, she shares that time pressure to finish the work task is the most challenging but shares that everything she does is for the benefit of the future of Brunei. “I am very proud to be one of the frontline team to deliver the sustainability of AMPA production”.

“Brunei National Day means ‘freedom’, a celebration of another year of safe and secure environment to work, live, study and play in under the rule of our beloved Sultan. Selamat Hari Kebangsaan Negaraku Brunei Darussalam! May Allah always protect our beautiful and peaceful country. Amin.”
Hamzah Rahman who has worked for 12 years with the organization, is currently the Wells Capability Lead where he manages the strategic direction of BSP Wells, staff recruitment, development and succession planning. He also manages the interface with key internal and external stakeholders.

“The national day theme always put strong emphasis on Brunei Wawasan 2035. To me, it is the time to reflect on how the country is performing and what I do as a BSP staff to contribute to the Wawasan. As a proud Bruneian and ambassador of Brunei Wawasan 2035, all of us need to perform at our best. Majority want to be good but not the best. Satisfied with mediocrity, it is safe but not willing to go the extra mile because it is risky. Creating a paradigm shift of continuously raising the standard is necessary for the ever-evolving environment. We need to challenge the status quo, step out of the comfort zone and instill the need for change if we want to be one of the top nations. Developing these attributes create a sense of purpose, a sense of urgency and a sense of responsibility.”

Haji Ishak bin Haji Jalil has been working with BSP for 34 years and currently holds the role of Field Operation Monitoring (EOP/11) at Champion 7 whereby he monitor field stations of CPWEST and BIMSS Cluster, North and South cluster as well as ensuring HHP, HP, LP wells and water injections are producing. He also reports any abnormal alarms, tripped alarms to FOS for rectification and action. Furthermore, he coordinates to Complex Control room operators prior to c/in and u/up wells, flare control and gas export to Brunei LNG and oil export to SCOT.

“My biggest challenge of working offshore is to ensure oil and gas production are stable and on target in line with HSE. I feel extremely proud to be one of many who have devoted their time and efforts to the oil and gas industry. Brunei has stood alone and built itself without external disturbance and advancing the nation with MIB concept. As a proud local, I will continue to support the governments’ vision towards the development of the country’s future. Let’s join together and celebrate National Day to boost our sense of belonging to the country for the sake of peace and stability for the next generation and the nation.”

Mohammad Aiman who has been working with the organization for three years as an offshore occupational health nurse at Champion 7 ensures the health of platform residents, provide health education and awareness, health screenings and carrying medical surveillance. He feels that his biggest challenge is being the only medic on the platform with no doctors as first decision of any medical case would fall on his shoulders.

“Brunei National Day means freedom and independence and I would like to tell the people back home to be proud of who you are and our country,” he shared.
SAMBUTAN ULANG TAHUN HARI KEBANGSAAN NEGARA BRUNEI DARUSSALAM KE-34

BSP... Fuelling Brunei’s Future
Safety is the highest priority in BSP and this was reflected in the first Goal Zero Town Hall of 2018 with the theme “Safety First”. The town hall was held on 18th January 2018 at the Cendrawasih Ballroom at the Brunei Shell Recreational Club and was attended by over 300 BSP employees, business partners and subcontractors.

The town hall was facilitated by Farida Talib, Commercial Director, and Dr Hjh Siti Haziah Hj Abidin, Head of HSSE and Crisis Management. Together, Farida and Dr Hjh Siti Haziah engaged the attendees in a dialogue to reflect on BSP’s safety performance in 2017 and the common cause of injuries in 2017, which was found to be poor housekeeping in offices and work sites. Through this dialogue, attendees discussed ways in which housekeeping could be improved, such as keeping the worksite neat and orderly, maintaining floors to be free of slip and trip hazards, removal of waste materials, proper signage and maintenance of equipment and tools.

Farida and Dr Hjh Siti Haziah also highlighted that between 2017 and 2016, there was a 24% reduction in the number of injuries - a significant step change in improving the company’s safety performance.
GOAL ZERO HEROES

Congratulations to two of our business partners from Panaga Health Centre who were honored by EVP of Upstream Joint Ventures, Sami Iskander with the Goal Zero Hero awards via the Goal Zero Hero recognition program.

It was just like any other day and most if encountering a similar situation, might walk away and consider it as normal.

However, when Maziah Zambri and Noor Fitriah Md Daud noticed one of their colleague was not being himself, they showed care.

Both ladies chose to stop by to check on their colleague’s condition. Apparently, he was unwell. Maziah and Fitriah advised him that he should rest and ensure that he does not lock the doors while they continued with their daily routine. After a few minutes, still having the uneasy feeling, the two decided to return to check on him.

Upon reaching his office, they discovered that the door was locked. Failing to get a response from him, they rushed for help. It was when the door was finally forced open that they discovered their colleague had collapsed.

Maziah and Fitriah saved their colleagues’ life that day. They are safety heroes.

All staff and business partners should adopt the culture of care.

Dr Ahmad Fakhri on the other hand also felt extremely proud for this outstanding achievement of his two staff being selected by UPN. He also stated that everyone has a role to play be it from the higher management level right down to the business partners. It is therefore important that everyone knows that little things can make a huge difference.
A NEW initiative called the Business Awards Start-Up Funding Scheme has been launched for participants of the LiveWIRE Brunei Business Awards.

Brunei Shell Petroleum Company Sdn Bhd (BSP) via LiveWIRE Brunei in collaboration with Bank Islam Brunei Darussalam (BIBD) launched the new initiative to support the country’s continuous effort to diversify economically active participation of small and medium enterprises (SMEs) in Brunei Darussalam, according to a press release.

The Business Awards Start-Up Funding Scheme is specifically for Bruneians participating in the LiveWIRE Brunei Business Awards in the following areas: Category A (Business Plan) – Livewire Programme Participants; and Category B (Enterprise) – LiveWIRE Business Start-Up (six months to three years in business).

The launch was announced by Managing Director of BSP, Dr Ceri M Powell, while delivering a speech at the 11th LiveWIRE Business Awards 2017-2018 presentation ceremony.

“In our continuous effort to support development of SMEs and micro SMEs in Brunei, BSP via LiveWIRE Brunei is today launching the Business Awards Start-Up Funding Scheme for Bruneians participating in this LiveWIRE Brunei Business Awards,” she said.

She explained that the Business Awards Start-Up Funding Scheme is an interest free grant ranging from BND5,000 to a maximum of BND50,000, payable within 36 months, with flexible terms of repayment.

“The finalists from the categories will be considered for the Business Awards Start-Up Funding Scheme,” she said. “The award will be based on the feasibility and the future potential of the business for Category A, and sustainability, good governance and growth potential for Category B.

“The intent of this is to further accelerate your businesses, to make them more sustainable and give you a way to secure capital to jump start the early phase of your business ideas,” highlighted the BSP Managing Director.

The Business Awards Council comprising a panel of judges from BSP, BIBD and LiveWIRE officials has been set up to establish the authority body for both the effective selection of finalists and winners of the funding scheme.

Chairperson of LiveWIRE Brunei and Head of Supply Chain Management, BSP, Hajah Rosita binti Haji Hassan, spoke on the new funding scheme in an interview with the Bulletin.

“So with that exciting announcement, I would like to say congratulations to all of the participants,” she added. “We wish you all of the best in your exciting entrepreneurial future in Brunei and beyond.”

She confirmed that the scheme is aimed at helping finalists further with their development. “They will go through business pitching sessions soon in the coming weeks, and we expect to award this business startup funding in June this year.

“It’s not just funding that we will provide,” she said. “We will also be providing them business mentors throughout the three-year programme so we will continue to monitor how they manage their business and especially we want to see how they grow their business.”

She added that the funding scheme will be a continuous programme, with the first batch or cohort being finalists of this year’s LiveWIRE Business Awards.
DO YOU THINK SOMETHING MIGHT BE UNETHICAL?

SPEAK UP

Call the LAPOR voicemail: 3377600.
All reports and identities are kept confidential.
Or you may even remain anonymous.

You can also raise your concerns with your Line Manager, Ethics & Compliance Manager (LGL/EC), Business Integrity Officer (FAU/5 & FAU/51)

You can also contact Shell’s Global helpline:
Dial Brunei AT&T Direct Access: 800 - 1111 then 800-961-4117, or submit online at: shell.alertline.eu/gcs/welcome

“I know that speaking up is safe because I have confidence that appropriate action will be taken and our leaders will do the right thing. It’s not worth carrying that burden on our shoulders if we see something unethical and don’t speak up.

If staff are afraid, we are fortunate to have various channels that we can use to raise concerns and protect our identity, and can even choose to do so anonymously.”

STEPHANIE KOH
MAINTENANCE SUPERVISOR
(FOR SCOT & BGO)
The oil and gas industry is no different from many other industries that are constantly in a state of change, and being impacted by the continuous flow of new and innovative technologies. Brunei Shell Petroleum Company Sdn Bhd (BSP) are very much part and parcel of these changes. But what good would it be when you can’t share the knowledge and how it would benefit the nation in terms of developing talent and ensuring highly skilled individuals who can contribute to the country.

BSP has been known to support the wider community with its Social Investment (SI) programmes which is designed and aligned to the objectives of Wawasan 2035 – to accomplish well-educated highly skilled individuals while also driving the development and growth of Brunei Darussalam of which would further provide high quality of life to the people and achieve dynamic and sustainable economy. BSP makes their social investment initiatives beneficial to society and sustainable beyond company’s involvement. The company is committed to supporting the community through various themes, one of which education has always been given the biggest priority.

One of the most notable projects that BSP had supported was the recently launched ‘Hands-On-Training (HOT) Mini Plant’ located at Jefri Bolkiah School of Engineering, Institute of Brunei Technical Education (IBTE) whereby HNTEC and NTEC level students will be ‘Industry Ready’ once graduated. This is a multi-company contribution which also included BSP, Brunei LNG, TOTAL E&P Borneo B.V., Brunei Methanol Company, Hengyi Industries and Mitsubishi Corporation.

On the forefront, BSP supports IBTE’s efforts to expand and strengthen its engineering capability by sharing expertise and resources. It offers long-term benefits to the country by catering to the oil & gas
industry. BSP is extremely proud to be part of the success in supporting IBTE’s objectives of having first class training equipment that is up-to-date and relevant to the industry and in turn to produce graduates who are highly skilled, job-ready and aligned to the industry requirements and standards,” said Yap Kong Fah, Deputy Managing Director and Technical Director, BSP.

BSP and IBTE have a long partnership of over 50 years of collaborating in areas of technical education and capacity building. Over the years BSP and Jefri Bolkiah Engineering Campus has collaborated through contributing training equipment, capacity building programmes and technical advice on the oil & gas industry.

Another Social Investment initiative that BSP had undertaken to support vocational and technical training also included supporting the Government through the Energy and Industry Department (EID) for the upgrade and improvement of the facilities allocated for the Pusat Pembangunan Kapasiti (Centre for Capacity Building) – a multi-program skills training centre managed by EID. Program delivery is done by Registered Training Organizations (RTOs) based on approved syllabus adapted from international training or leading industry institutions.

BSP believes that by investing in Brunei’s youth, the company is ultimately investing in the country’s future by providing and supporting training and skills development as it plays a vital role in the organisation that these youth will potentially work for and also to the overall national economic growth.
PEOPLE & COUNTRY

38 million annual exposure manhours

310,000 barrels of oil equivalent per day produced

60% Brunei GDP from Oil & Gas
90% Oil & Gas export revenues from BSP

100% Domestic Power Supplied by BSP

Leader in Technology with 60+ NEW technologies in deployment

89 years of In Country Value

Supporting Local Business Development

Human Capacity Building

Giving back to the community

BSP... FUELLING BRUNEI’S FUTURE

BSP’s mission is to Fuel Brunei’s Future, delivering the wealth of Brunei for decades past and decades to come. BSP aspires to be the most valuable company to Brunei today and in the future, operating their oil and gas assets safely, reliably and responsibly while sustainably generating revenue and growing Bruneian businesses and capabilities.

At the very core of the business is effective brownfield delivery, safely producing oil and gas. To ensure profitable longevity, BSP is also focused on innovative growth, looking at ways to grow the business in terms of reserves and also commercially.

BSP is also looking at future opportunities and how to integrate renewables and energy efficiency into their operations to be a real part of the energy transition supporting Brunei. BSP Fit for the Future; to fuel Brunei for generations to come.
RUDE oil is one of the better and most actively traded commodities in the world. It is a very active market and is very well known to investors around the world. There is usually no shortage of news to cause the price of oil to move from day to day.

This presents many good trading opportunities, whether you focus on day trading futures or are a longer-term trader or investor.

The price of crude oil affects the price of many other assets including stocks, bonds, currencies and other commodities. This is because crude oil remains a major source of energy for the world. The trade of oil and gas in Brunei Darussalam is a significant contributor towards the country’s revenue. This is why Brunei Shell Petroleum Company Sdn Bhd (BSP) has a dedicated commercial team to focus on the sales and marketing of BSP’s crude oil while also ensuring the company gets the maximum value for their crude oil and best in class customer service.

BSP customers are mostly end user refineries and integrated trading-refining companies. Around 95 per cent of BSP’s total crude production helps fulfil the energy demands of most of the countries across the Asia-Pacific region. BSP has close relationships with many of their customers, some of which go back for more than 40 years, to ensure the market is well acquainted with BSP and their products.
“In today’s volatile market, crude trading is based mainly on customer relationships, and we take a lot of pride in ours; the success of which is apparent from the fact that some of our customers are with us for more than a few decades now,” said Hajah Farida binti Dato Seri Paduka Haji Talib, Commercial Director of BSP.

“To be customers’ first choice, we need to provide excellent services such as timely delivery of oil and consistent quality, which we fully understand and aspire to deliver day in and day out,” she said.

The company understands the importance of their crude oil and the role it plays in business continuity and satisfying the energy requirement of the customers’ market. Once a delivery window is confirmed, people from all departments collaborate within BSP to ensure the required customer service. Seria Crude Oil Terminal (SCOT), the lifeline for Brunei Crude Exports, works 24 hours seven days a week to ensure timely delivery of Brunei crudes. Along with operational efficiency, BSP also ensures that all assets are well maintained for consistent quality of service to their customer.

Brunei has been a net oil exporter for many years and BSP markets two grades – Champion and Seria Light Export Blend. Champion is sweet (low Sulphur) heavy crude whereas Seria Light Export Blend (SLEB) is light sweet crude.

SLEB is the company’s flagship crude blend that is well known in the regional crude trading market due to its quality. Generally, BSP crudes are rich in gasoline and middle distillates contents, and therefore are preferred across the region by refineries.

Asia continues to lead the world as it houses most of the higher gross domestic product (GDP) growth rate
This means energy demand in the Asia-Pacific region will be increasing. Moreover, the majority of the new refineries and refinery expansion projects in the next five years are also in Asia, particularly in India and China, which will drive up the demand of crude oil in this region.

There is also focus on low emission levels and more countries, as well as regulators, are becoming stringent on Sulphur level fuels, especially with International Maritime Organisation (IMO) cap on Sulphur level at 0.5 per cent. This is expected to be implemented in 2020 and will increase the demand of low Sulphur crude oil.
This outlook is very positive for Brunei Darussalam. Increasing energy demand in the Asia-Pacific region, combined with expansion in refining capacities alongside the new regulations on Sulphur levels, are good signs for the demand of low Sulphur crude from Brunei Darussalam. BSP being strategically located and possessing good quality sweet crude are all geared up to fulfil this increasing regional demand.

Ashraf Esa, a Senior Scheduler who has been with the BSP Oil Trading Team since 2011, shares his experience.

His current roles and responsibilities varies, from planning and scheduling cargo loadings for BSP and third party sales and liaising with SCOT and BSP Marine Operations on the crude oil loadings while taking into account oil production and SCOT availability.

He also analyses production and current stocks, and shipping schedules in order to make on-the-spot decisions on changing cargo size and/or loading sequences. Furthermore, he negotiates the cargo loading data range and cargo availability with customers, ensuring a smooth loading schedule through constant interface with customers, production, marine and operation staff.

“My progression in the crude oil trading department is well defined, structured and straight forward. At first, I was the trading market analyst before moving on to the oil operations role. I am looking forward to another progression which will take me to the oil trader role. This progression is typical in any oil trading outfit and I am quite happy that BSP adopts the standard progression as well,” Ashraf said.

He shared his experience with the rise and fall of crude oil prices over the past 10 years of which crude oil rose in 2008 with record prices of about USD140 billion barrels per day (/bbl) to USD30/bbl in 2016.

This had impacted BSP’s and the country’s overall revenue during that period of time, however, BSP currently sees the rise of crude oil prices to USD70/bbl and has carried out many initiatives to ensure they remain competitive.

“I am very proud to work for BSP’s oil trading department, knowing that BSP is contributing to more than 60 per cent of Brunei Darussalam’s GDP. My advice for anyone who is considering a future at BSP, show that you are willing to work hard, have innovative ideas and work well with others. Teamwork and collaboration are very important at BSP,” said Ashraf.
Last Quarter, BSP celebrated the Quality Day event – a day to promote the importance and awareness of Quality, with the theme for this year’s event – ‘Quality Every Day.’ This event is commemorated annually to raise awareness on how Goal Zero, project affordability, production promises, and bottom line cash flow are enabled by everyone’s quality, operational excellence and continuous improvement mindset.

Asset Engineering Project Quality (AEQ/1) and Technical Wells Engineering Quality (TWB/3) jointly organized the event. The opening ceremony was officially kicked off by BSP Asset Director, Malcom Mayes. Malcolm, in his opening speech emphasized the importance of quality in our day-to-day operation and how bad quality will have negative impact to the business performance.

The event continued with presentations from Head of Quality and Commissioning Start-Up (AEQ), Voon Oi

By Saiful Bakri (AEQ/11)
Presentation by Head of Quality and Commissioning Start-Up (AEQ), Voon Oi Mee and Wells Business Support Manager (TWB), Haji Osmera. The presentation covered the importance of Quality Day and going back-to-basics by providing the awareness of what is quality and why quality is vital in our business and operations. Several pictures on good and bad practices of quality also shared with the audience to give an overview on what we are seeing in our current practice.

This was then followed by the poster and sample tour, which gave an opportunity to our business partners in both Engineering and Wells community to showcase their quality practices. BSP’s quality departments (AEQ/1 and TWB/3) also took part in this poster session to share with the audience the latest developments in quality in BSP.
Following the poster and sample tour, presentations by four of our Business Partners focusing on how they have conveyed the quality awareness and implemented Quality Management System (QMS) in their respective areas.

The event was officially closed by the closing remarks from BSP Commercial Director of BSP, Farida Talib. Farida used an example of Quality Observation Card (QOC) which is similar to HSE PAKAT during her speech to explain to the audience that quality performance is everybody’s business and should be in hearts and minds of people in their daily activities. She encouraged everybody to expand the quality interface with other departments in BSP to ensure we embed quality mindset in our deliverables.

BSP’s Asset Engineering Projects Manager (AEP), David Hughes, was given the honor to present the appreciation certificates, awards and prizes to our winners. Prior to that, David took the opportunity in his speech to further strengthen the top level management commitment to quality and recognized the achievement of people in delivering quality and should not go unnoticed. This is demonstrated by taking this Quality Day opportunity to present the winner of Q2 2017 Shell Quality Recognition award. The award winner was selected by Shell based on the best quality initiative for
both individual and company categories. Damit Worley Parsons Engineering (DWE) won the company category award for their Technical Peer Review practice to improve the quality of their deliverables.

Last but not least, the Quality Day celebration this year concluded another success story in BSP. It was a very interesting and fruitful day for both BSP and our Business Partners as this event strengthened the working relationships of both BSP Engineering and Wells team and also with our Business Partners. Several best practices and learnings were captured that will be useful for our continuous improvement journey in quality. Kudos to the organizing committee for this successful event and everyone involved in making this happens. See you again at the next Quality Day 2018!
ENVIRONMENTAL CONSERVATION AT HORNBILL DAY CELEBRATION

A Hornbill Day celebration was held at the residence of Dr Ceri Powell, Managing Director of Brunei Shell Petroleum Company (BSP) Sdn Bhd in Panaga, Seria.

The Hornbill Day saw Panaga Natural History Society (PNHS), and Panaga Photographic Society (PPS), with the support of BSP, organising events and activities leading up to the celebration held at the venue, which included a photography competition, a series of
ENVIRONMENTAL CONSERVATION HIGHLIGHTED AT HORNBILL DAY CELEBRATION

- **Title: Oriental Pied Hornbill (male)**
  2nd prize. Category 1 - Hornbills of Brunei
  Photo ID 1-23-2
  Photographer Marloes Stigborg

- **Title: A baby Agamid Lizard (Calotes Versicolor) peeping through “Simpur” leaf**
  1st prize. Category 2 - Wildlife of Brunei
  Photo ID 2-36-1
  Photographer Alishahrin Hj Mumin

- **Title: Blue-throated bee-eater (Merops viridis)**
  2nd prize. Category 2 - Wildlife of Brunei
  Photo ID 2-1-1
  Photographer Dr. Ravinarayana C S

activities held at local schools, as well as the opportunity to sponsor and build a Hornbill nest box.

Attending the event as the guest of honour was Dr Haji Abdul Manaf bin Haji Metussin, Permanent Secretary at the Ministry of Primary Resources and Tourism.

Also present at the event were Shari bin Haji Hussin, Acting Director of Forestry; Mardani bin Haji Mahadi, Acting Head of Wildlife Division; Hans Dole, Honorary Chairman of PNHS; senior government officials, BSP leaders, principals, teachers, Brunei Biodiversity and Natural History Society (BruWILD) members, and winners of the photography competition.

The event began with the recitation of Surah Al-Fatihah, and Doa Selamat; followed by a welcoming speech by Dr Ceri Powell, where she expressed her gratitude to be able to host a wonderful and momentous occasion.

Dr Haji Abdul Manaf bin Haji Metussin, Permanent Secretary at the Ministry of Primary Resources and
Tourism and Dr Ceri Powell, Managing Director of BSP, handing over a prize to a winner. – PHOTOS: DANIEL LIM

Some of the photos showcased at the event Dr Haji Abdul Manaf and Dr Ceri Powell with other guests at the event.

“We have the pleasure to not only showcase the photographs taken by the contestants in the photography competition, but also award the top two photographs for each of the category, which include Hornbills in Brunei, Wildlife in Brunei, and Landscape in Brunei,” she explained.

She noted that BSP is always committed to protecting the environment, and help the world move towards a lower carbon future. “Our core value of honesty, integrity, and respect for people underpin our decision, and actions.”

She also said that BSP will continue to support and organise events to further promote environmental conservation and increase environmental consciousness in Brunei, to benefit the future generation.

Her speech was followed by the announcement of the winners of the photographic competition, where the guest of honour handed prizes to the winners, accompanied by the Managing Director of BSP.

More than 300 photos were received in the competition.
In the Hornbills in Brunei category, Tina Graham won first place, followed by Marloes Stigborg, Alishahrin bin Haji Mumin, and Dr Ravinarayana CS, were placed first and second in the Wildlife in Brunei category.

The Landscape in Brunei Category saw Pengiran Sulaiman bin Pengiran Anom being placed first with his photo submission, followed by Pengiran Haji Sulaiman bin Pengiran Md Salleh.

The photos will be exhibited throughout Brunei, with the aim of celebrating Brunei’s wildlife.

Hans Dole delivered a keynote presentation following the announcement of the winners, where he explained the history as well as the characteristics and aspects of the hornbills found in Brunei.

A Hornbill Nest Box was also officiated by Dr Haji Abdul Manaf in a ribbon cutting ceremony, which will allow the PNHS Hornbill Nest Box conservation work to house future generations of hornbills.
BSP, BIBD AND BAIDURI LAUNCH

Brunei Shell Petroleum Company Sdn Bhd (BSP) held a signing ceremony and launch for the BSP Credit Facility Program with Bank Islam Brunei Darussalam (BIBD) and Baiduri Bank today (12th February 2018) at Indera Keyangan Ballroom, Empire Hotel and Country Club.

Present to witness the ceremony was the Deputy Minister of Energy and Industry at the Prime Ministers Office, Yang Mulia Dato Paduka Awang Haji Matsatejo bin Sokiaw who attended as Guest of Honor. Also present were Mr Mubashar Khokhar, (Managing Director and Chief Executive Officer of BIBD), Mr Ti Eng Hui (Deputy CEO of Baiduri Bank), senior government officials, bank representatives, BSP leaders and over 100 companies registered as BSP vendors.

The event started with welcoming remarks by Dr Ceri M. Powell, Managing Director of BSP who expressed her appreciation towards this proud initiative by BSP in collaboration with BIBD and Baiduri Bank. The event was followed by a speech by Mr Rob Van Velden, Finance Director of BSP who shared details of the credit facility program with the audience.

- Rob van Velden, BSP Finance Director (FD) giving his welcoming speech

- Dato Paduka Awah Haji Matsatejo, Dr Ceri M. Powell and other senior leaders from the government, BSJV, BIBD and Baiduri
The agreement, in the form of a Statement of Joint Commitment, formalises the mutual interaction and strengthens the relationship between BSP and the banks (BIBD and Baiduri Bank). In the statement, BSP, BIBD and Baiduri Bank are committed to contribute to the growth of Brunei’s economy in line with the long-term objectives of the Government of His Majesty the Sultan and Yang Di-Pertuan of Brunei Darussalam under Wawasan 2035 whereby they jointly undertake to facilitate financing to local businesses under the terms of the BSP Credit Facility Program.

The program will operate for the benefit of the current and future local contractors of BSP who meet the Program’s criteria, allowing them fast track service in reviewing and taking a decision on their respective credit applications.

The agreement was signed by Dr Ceri M. Powell (Managing Director of BSP), Mr Mobashar Khokhar (Managing Director and Chief Executive Officer of BIBD), and Mr Ti Eng Hui (Deputy CEO of Baiduri Bank) and witnessed by the Guest of Honor.

The event was concluded with a tour of the booths by the Supply Chain Management team from BSP, BIBD and Baiduri Bank.

Since 2011, BSP has been proactively committed to develop local businesses within Brunei Darussalam and enhance their capabilities, capacity and skills through setting high performance standards and maximizing opportunities available to such vendors with a view to making the local industry more competitive.
EXPLORING THE OPPORTUNITY

In late 2016, it was identified that key electrical and instrumentation (E&I) packages across Brunei LNG (BLNG) and Brunei Shell Petroleum (BSP) were approaching their respective contract end dates within a similar time frame. This prompted further investigation within the teams into the potential of a joint sourcing effort to place the next generation agreements.

Despite discrete differences in the work environments and scope of service required for each organisation, the opportunity available through effective collaboration between BLNG & BSP was quickly recognized, resulting in the execution of joint strategy, tender and negotiation activities for the Provision of Electrical & Instrumentation Maintenance Services.

OPPORTUNITY FRAMING

The following tactics were adopted by the team with the objective to maximize value delivery and uncover cost savings prospects to BSJV; particularly BSP and BLNG.

- Standardisation through alignment in performance frameworks & commercial structures.
- Leverage the combined demand profile to generate enhanced account attractiveness during tender; and, generate greater commercial leverage during negotiations.
- Award of separate contracts (one for BSP, one for BLNG) with a Contract Holder from each organisation to ensure a more intimate supplier relationship with each organisation and more focused post-award contract management (PACM).

“Teaming up with BSP improved the attractiveness of the contract for Zainal Daud. Building on / Coming over already strong relationships, it allowed all parties to close win-win agreements”.

- Patrice Girard
  BLNG Managing Director
KEY CHALLENGES

Stakeholder Management

The number one challenge in executing a joint strategy was stakeholder management. Effectively managing business needs of two organisations and the inputs two contract management teams required significant effort. This was further compounded by changes in key resources (due to retirement) and unavailability of resources due to unplanned operational outages during the sourcing process.

Breaking the Mold

Initially, there were reservations on the risk of a joint strategy not fully addressing the individual business needs of each organisation, and the initial assumption that a joint strategy would automatically default to a single contract award supporting both organisations. The team were able to draw upon lessons learnt from previous joint efforts to ensure the risks realised previously, were mitigated effectively in this instance.

Anti-competition

The largest portion of Brunei’s GDP is attributed to the oil and gas sector and collectively, BSP & BLNG hold the lions share of market demand. To ensure the integrity of the sourcing process was maintained, it was imperative that the team where fully aware of boundary limits associated with sharing commercially sensitive information (CSI), maintained a robust and fair tender evaluation process, but also maintaining absolute transparency with the market from the very start.

Nevertheless, the team managed to effectively address these initial concerns by delivering a fit for purpose solution which meets the needs of both organisations. In doing so, demonstrating that collaborative effort can deliver a successful outcome and paving the way for the launch of the BSP / BLNG Synergy Campaign (launched in October 2017).
CELEBRATING SUCCESS

Following the successful completion of a joint competitive tendering and negotiation process, both Brunei LNG and BSP contracts were awarded to a local contractor and thereby enabling the team to achieve significant commercial savings of approximately BND $2 million across BSJV (BND $1.3 million – BLNG Share).

“Working with BSP shows a good partnership among BSJV. Similar opportunities can be explored further on other avenues beyond. Looking forward for more value creation in the future”.

- Zalani Lalim
BLNG Engineering Manager

WHERE ARE WE NOW…

8th of November 2017 marked a momentous day for BLNG as it held a contract signing ceremony for Provision of Electrical & Instrumentation Maintenance Services with Zainal Daud Sdn Bhd.

The successful signing of the 5-year Agreement was a further testament of Brunei LNG’s commitment in strengthening the already cordial partnership fostered between the two organizations.

WELL DONE TO EVERYONE INVOLVED
BSP’s 12 Life Saving Rules

- Work with a valid work permit when required
- Conduct gas tests when required
- Verify isolation before work begins and use the specified life protecting equipment
- Obtain authorisation before entering a confined space
- Obtain authorisation before overriding or disabling safety critical equipment
- Protect yourself against a fall when working at height
- Do not walk under a suspended load
- Do not smoke outside designated smoking areas
- No alcohol or drugs while working or driving
- While driving, do not use your phone and do not exceed speed limits
- Wear your seat belt
- Follow a prescribed journey management plan

If you choose NOT TO COMPLY
You choose NOT TO WORK with BSP

YOU AND I WILL GO HOME SAFELY
Haji Mohd Johari Mohd Daud, Media and Heavy Vehicle Services Supervisor (middle) highlighted his proudest moment to be achieving his team (STL32) unity of all staff and understanding what is meant by providing “Heavy Fleet Vehicles” support, working cohesively, maximizing and optimizing its vehicle resources how best to fulfil and cater for its customers. “On behalf of STL32 team, we are proud to be part of the organization that provides services, support and contributes to the wealth and economic stability of our beloved country.”

Ibrahim Zaini who works as a contractor cleaning N-Block, BSP Headquarters shared that he leads the group of cleaners for the block and is proud and happy to work for BSP because they had taught him the importance of safety.
Ganesh Subramanian, a Front End Engineer under the Asset Engineering Front End (AEF) shared that his proudest moment is collaborating with teams outside AEF and BSP to create value for BSP on the projects within his portfolio and demonstrating future CAPEX savings of greater than BND$ 250M. He further shared how proud he is to work for BSP because we continuously strive to deliver value in every step of our business.

Md Kamal Hauzar bin Haji Sulaiman, a security personnel working with Daimon Security shared his proudest moment in 2017 is being part of the permanent security team at BSP headquarters and being given a certificate for best security services. “BSP is a very challenging company where most of the staff are friendly, kind, honest and supportive. Being around these good people makes me proud to work for the company.”
Lili Ab Rahman, Warehouse Materials Team Lead who manages BSP’s warehouse co-workers and well-being shared “I’m proud to work for BSP because it is the culture of transparency, respect and continuous development. I am happy in terms of safety at the workplace where we apply it everywhere.”

Masturah Mohd Dali, Warehouse Materials Team Lead shared being part of the warehouse and logistics team, who always know to cooperate and compromise for other team members. “I’m proud to work for BSP because the people I work with are amazing, helpful, motivated and benefits are great too! It’s fantastic to work for an employer who always promotes and develops its own people”.

Khairunissa @ Nikkie Mansor, a graduate development trainee under the Geomatics department is proud to be able to develop herself as a professional and better version of herself in 2017 by completing projects with no HSSE issues. When asking her why she is proud to work for BSP, she replies “The organization itself provides a good example to other companies on prioritizing safety in our everyday life, contributing to the Nation’s economic welfare and being a good representation of Brunei globally.”
Haziq Azari, People Scheduler at BSP said “My proudest moment of the year was for our team to unexpectedly win the Line in the Sand Awards – Fit for the Future in Quarter 2 of which we had efficiently improved 10% of helicopter seat utilization with cost avoidance estimated at B$1 million for the year. I am proud to work for BSP because I feel grateful being able to contribute to my country and the future of our younger generations.

Nick Mennie, Contract Delivery Lead with the Facilities Rejuvenation shared that his proudest moments of 2017 was the signing of the Facilities Rejuvenation Contract with Amec Foster Wheeler in February whereby it was the culmination of 3 years work across the BSP organization with extensive engagements with shareholders. “The end of one journey and the start of another! Watching with Amec Foster Wheeler organization grow from 0 to 200+ personnel in 10 months is a great achievement”, he said.

Amal Sharifizah Amin, a Communications Advisor (Internal) under the Communications and External Affairs team shared that her proudest moment of the year is volunteering at Shell’s Make the Future Singapore, getting to meet and connect with Shell professionals of diverse backgrounds and skill pool outside of Brunei. “it was inspiring to work with staff and students with dreams and passion. I truly am proud to work for BSP because the company promotes skill-building and hands-on/learning on the job which I am truly grateful for as I now work in the field I am passionate about, a Communication advisor with Finance, as my primary skill pool.”