

Welcoming Address
Mr Ken Marnoch
Managing Director, Brunei Shell Petroleum Company Sendirian Berhad
at the Vendor Forum 2012
13 November 2012, Bridex International Convention Centre

‘Job Creation: Local Content Development’

Yang Berhormat Pehin Datu Singamanteri Colonel (Rtd) Dato Seri Setia (Dr) Haji Mohammad Yasmin bin Haji Umar, Minister of Energy at the Prime Minister’s Office, our guest of honour.

Your Excellencies, Permanent Secretaries, Deputy Permanent Secretaries, Board members of Brunei Shell Joint Venture Companies, ladies and gentlemen,

Selamat Pagi and welcome to the Vendor Forum 2012.

I would like to thank everyone for your commitment to be here today. I would also like to thank Yang Berhormat Pehin Yasmin for attending this year after his strong messages at last year’s Vendor Forum on the importance of Local Business Development, Business Integrity and Safety.

Last year, Yang Berhormat Pehin Yasmin expressed his expectations for the contribution of the oil and gas industry to the development of Brunei and his frustration at the gap between where we are with 80 years of history versus where we need to be to support the future.

My message was that in the areas of Business Integrity, Safety and Local Business Development society measures us by our failures and by the lowest standards that we tolerate and accept.

Over the last 12 months the consultation on the Regulations that underpin the Workplace Health and Safety Order, the consultation on the Energy White Paper and the publication of the LBD Directives have further clarified Brunei’s expectations and Brunei’s rules for our industry.

I am very proud to be part of Brunei’s oil and gas industry and I also recognise that Yang Berhormat Pehin Yasmin is correct to challenge us to avoid complacency and to make the right

contribution to Brunei. The Brunei Shell Joint Venture companies are aligned with and support the EDPMO initiatives – Safety, Integrity, Development of Local Capacity, Capability, Jobs and Enterprise are foundation stones in the success of our industry as well as in the development of Brunei Darussalam towards His Majesty's Wawasan 2035 vision.

This forum focuses on the What – What are the opportunities to do business with the Brunei Shell Joint Venture companies and What standards are expected from the companies we do business with; and the forum focuses on the How - How do you pursue those opportunities, How must our industry operate with respect to safety, business integrity, local jobs creation, local business development and How will we work together to ensure the efficiency, effectiveness and productivity that is required to support an even stronger future.

Are you clear how you ensure your safety and integrity standards are visibly where they should be every day across all your operations? Are you creating REAL Bruneian jobs, REAL Bruneian companies and REAL Bruneian enterprise? The Brunei Shell Joint Venture companies are clear on what it takes to get our support and partnership. Please use this Brunei Shell forum to ensure you are clear too.

All across Brunei's oil and gas industry we must do the right thing and find ways to proactively and systematically make the right impact – there simply is no other acceptable option.

Thank you for listening

Terima Kasih

END