



# 2018 Oil & Gas Roundtable

Introduction to Ranking Opportunities by  
SWOT Priority

Damir Horvat

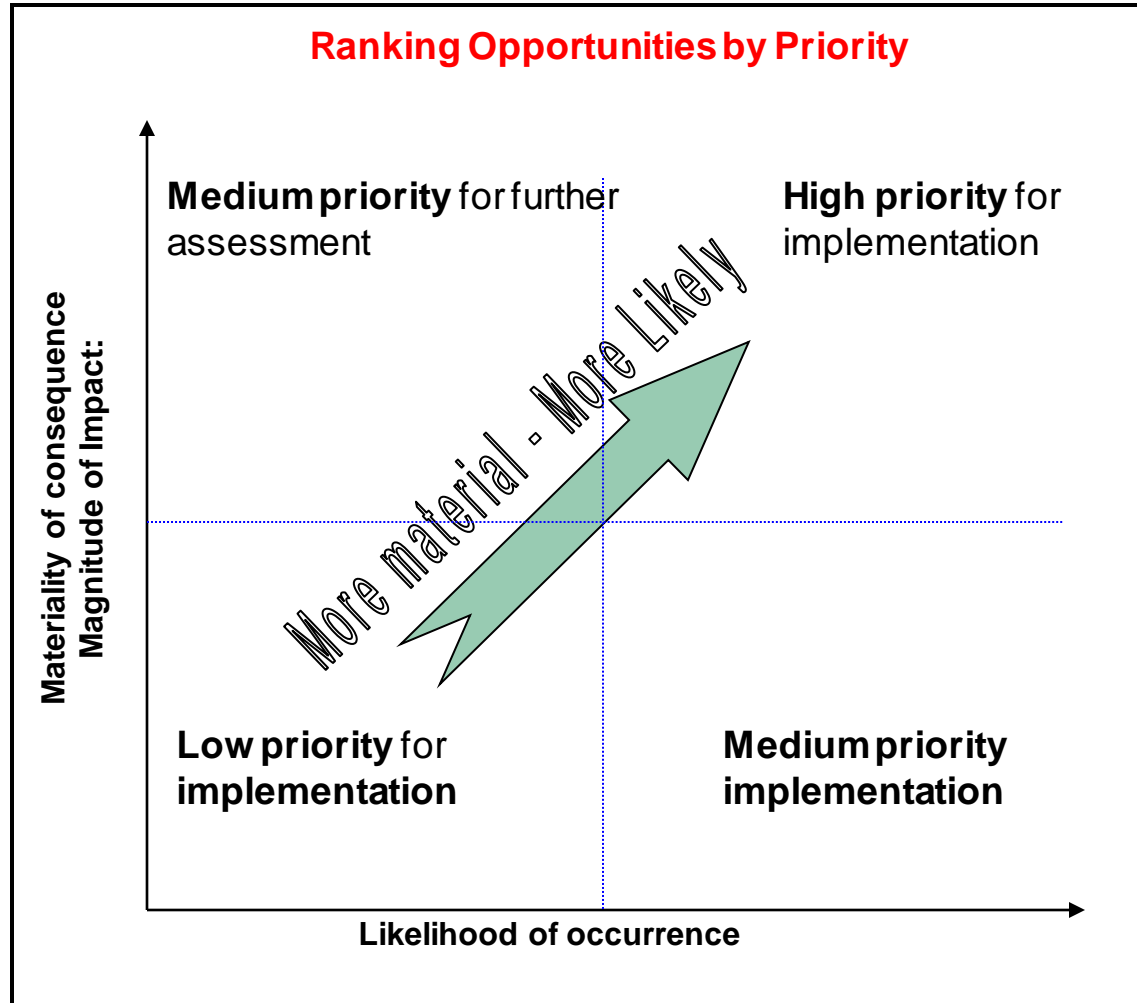
Adelaide Oval – William Magarey Room

23<sup>rd</sup> November 2018





# SWOT and Rank by Priority



## SWOT Analysis

<h3>S</h3> <h4>Strengths</h4> <ul style="list-style-type: none"><li>• Capabilities</li><li>• Competitive advantages</li><li>• Resources, assets and people</li><li>• Experience, knowledge and data</li><li>• Financial reserves, returns</li><li>• Marketing, reach</li><li>• Innovative aspects</li><li>• Location, geographical</li><li>• Price, value and quality</li><li>• Processes, systems, it, communications</li><li>• Advantages of proposition</li></ul>	<h3>W</h3> <h4>Weaknesses</h4> <ul style="list-style-type: none"><li>• Lack of capabilities</li><li>• Gap in competitive strengths</li><li>• Reputation, presence and reach</li><li>• Timescales, deadlines and pressures</li><li>• Financials</li><li>• Cash flow, cash drain</li><li>• Continuity, supply chain</li><li>• Effects on core activities</li><li>• Reliability of data, plan and project</li><li>• Management cover &amp; succession</li></ul>
<h3>O</h3> <h4>Opportunities</h4> <ul style="list-style-type: none"><li>• Market developments</li><li>• Industry or life style trends</li><li>• Innovation and technology development</li><li>• Global influences</li><li>• Market dimensions, horizontal, vertical</li><li>• Target markets</li><li>• Geographical import, export</li><li>• Major contracts, tactics and surprises</li><li>• Business/product development</li></ul>	<h3>T</h3> <h4>Threats</h4> <ul style="list-style-type: none"><li>• Political and economical effects</li><li>• legislative effects</li><li>• environmental effects</li><li>• Competitive intentions</li><li>• Market demand</li><li>• Innovation in technologies, services and ideas</li><li>• New contracts and partners</li><li>• Loss of resources</li><li>• Obstacles to be faced</li><li>• Poor management strategies</li><li>• Economic condition home, abroad</li></ul>

# Priorities to foster sustainable, profitable projects - Feedback from Roundtable Roadmap for Oil & Gas

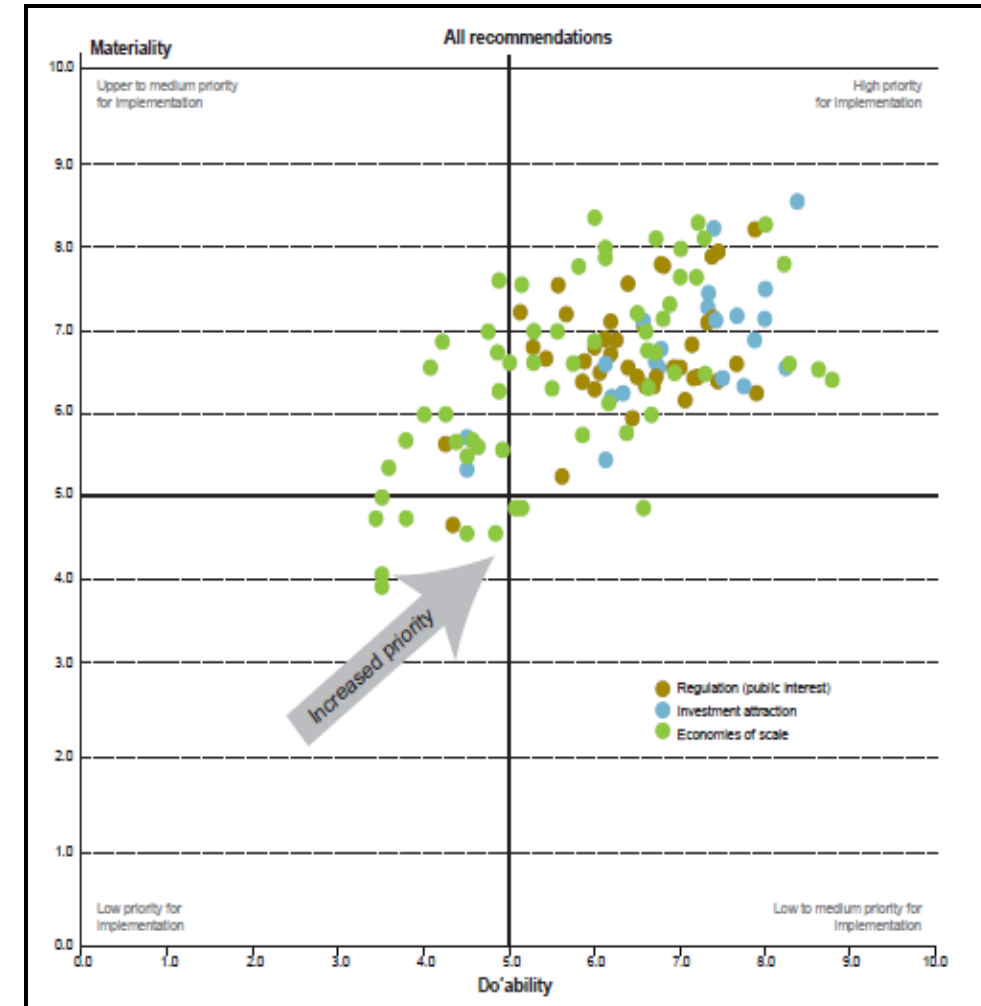


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## □ Top priorities:

- ✓ Legal frameworks provide certainty and simultaneously meet community and investor/stakeholder expectations for outcomes
  - ✓ Trustworthy, people implement and regulate projects
  - ✓ Environmental sustainability
  - ✓ Manage supply-chain risks (people and facilities)
  - ✓ Bolster understanding of risks, risk management and rewards
- Since 4Q14: Increasing productivity is essential



# Membership of the Roundtable for Oil & Gas

## □ Membership Numbers

Total number of representatives to the Roundtable:	>2,250
Total organisational members:	>1,150
Companies including 9 media organisations:	918
Peak representative bodies for industries/NGOs:	28
Government agencies:	121
Universities / research institutions:	51
Individuals (many are consultants):	40

# Breakout discussion to renew Roundtable opportunity list



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## □ Renewed Working Groups

**#1** Legislation/Regulation

**#2** Water

**#3** Infrastructure

**#4** Service sector and supply chain

**#5** Productivity (*e.g. operations, completions, decommissioning and rehab, EOR, Standards, predictive analytics*)

**#6** Knowledge management

**#7** Other issues

# Breakout discussion to review Roundtable action items & feedback from each Working Group



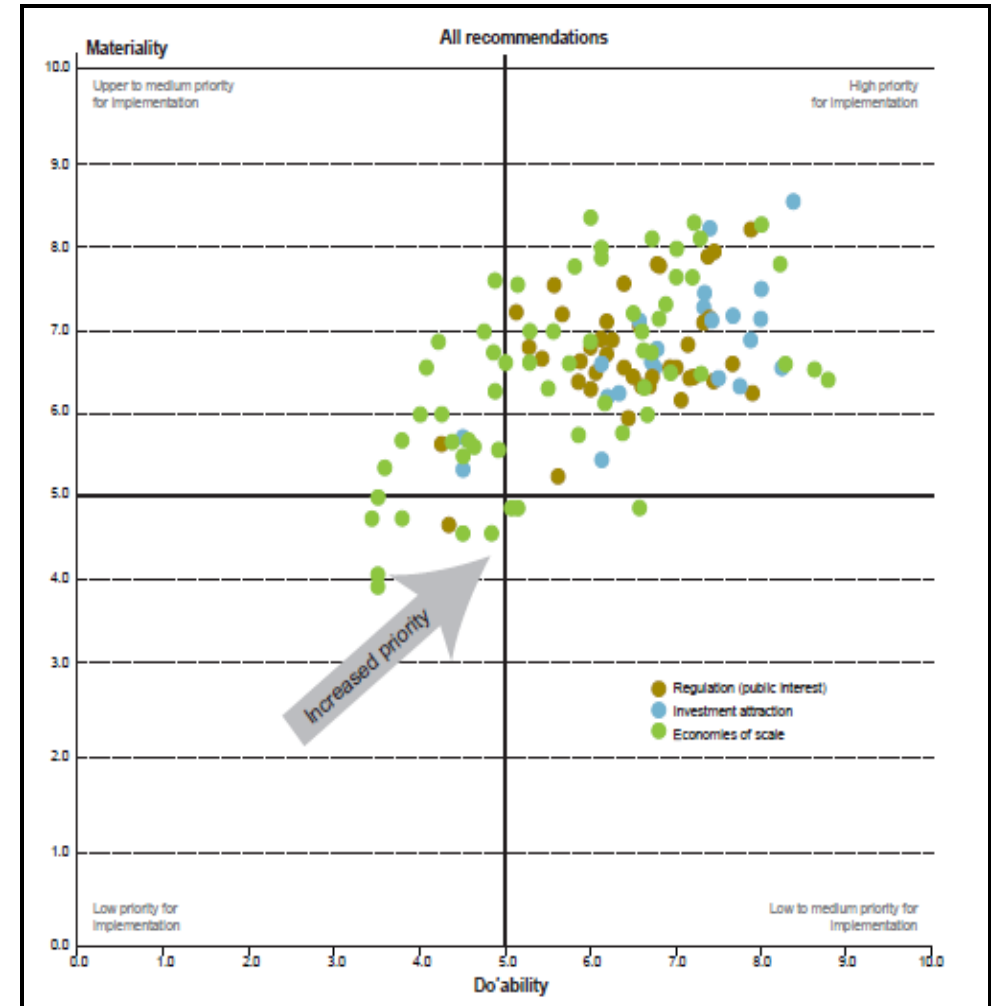
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## □ What opportunities exist?



- 2:45pm – 3:55pm Breakout discussion into Working Groups to rank opportunities by priority – with an opportunity to change tables at 3.25pm.
- Tables arranged for key topic areas
- Each table to have Leader/Convener and Scribe
- 4:15pm – 4:35pm Feedback from Roundtable for key opportunities.





# Closing remarks & where-to-from here

- ❑ Thank you for sharing
- ❑ The opportunities developed today and previously will be listed for ranking by Roundtable.
- ❑ Consolidated spreadsheet with all opportunities to be circulated to Roundtable members in 2019 for ranking
- ❑ Ranked opportunities will guide Working Group actions



# Contacts

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