IS LLP YOUR DIGITAL PLATFORM
“When digital transformation is done right, it’s like a caterpillar turning into a butterfly, but when done wrong, all you have is a really fast caterpillar.”

George Westerman
What’s On Your Companies Digital Roadmap?
LLP Digitalization Trend - Customer Feedback

- Supply Chain Visibility
- Transport Optimization
- Business Intelligence and Data Analytics
- Mobile Technology
- Internet Of Things
- Robotic Process Automation / Machine Learning
- Warehouse Robotics / Autonomous Vehicles
- BlockChain
- Augmented & Virtual Reality
- Drones

Legend:
- High importance
- Medium importance
- Low importance
Getting At The Digital Needs of Our Customers

Business

Leveraging Technology to Create Customer Value
Intelligent solutions for the digital airline

Connect the Airplane
Empower and Enable the Workforce

Enhance Operational efficiency
Optimize Aviation Infrastructure

Fleet and Maintenance Solutions
Platforms • Analytics • Mobile • Connectivity
Measuring Continuous Improvement…
Measuring Continuous Improvement...
# RPA - LLP Pilots

## Region | Customer | Status | Description | Potential Savings
--- | --- | --- | --- | ---
MLEMEA | Retail | Pilot Live | Carrier appointment booking with Amazon DC’s. | 1.5 – 4.5hrs week
NorAm | Auto | Pilot Live | Screen-scrape tracking events from external carrier websites & enter them into OTM. | 0.25 - 0.5 FTE
MLEMEA | Consumer | Under Development | Screen-scrape container events from external freight forwarder websites & enter them into the local TMS. | 1 - 2 FTE
MLEMEA | LSHC | Under Development | Update the customer SAP system with confirmed delivery information. | 0.25 - 0.5 FTE
Global | Auto | Under Development | Extract carrier invoice details from OTM and update the mandatory customer freight audit spreadsheet with the required information. | TBC
UK | Energy | Kick-off | Screen-scrape tracking events from external carrier websites & enter them into OTM. | 0.25 - 0.5 FTE
UK | Auto | Kick-off | Generate the vehicle aging profile report for carriers & distribute it via email. | 0.25 - 0.5 FTE
LATAM | Tech | Pending Requirements | Currently under review with LLP LATAM. | TBC

## Retail Pilot
- 6 x Faster.
- 100% Accuracy - No human errors.
- Can operate 24*7*365
- Error & data validations are built-in.
- Improved employee satisfaction - removes monotonous and mundane tasks.
- Full audit and logging of all tasks.
- Minimum 1.5 hours saving per planner each week.
Combining Digital Execution Is Key…
Case Study - Bahwan DHL LLP - Oman
Bahwan DHL’s Value Proposition

Bahwan DHL offers a unique combination of management capabilities and first hand logistics executional expertise

Our unique competitive positioning provide...

... unmatched benefits to your business

- Management expertise combined with logistics know-how tailored to energy sector
- Methodology and tools developed based on experience
- Oil & Energy is a key focus sector with projects successfully completed across the Globe
- Concrete recommendations that can be implemented, with any provider of choice

Logistics Providers

Specialized Logistics Consultancies

Management Consultancies

Supply Chain execution & expertise

Management consulting expertise
World Leading Capabilities Brought Together

• World leader in outcome based business modeling, IP led business transformation and solution acceleration
• >2,400 Associates across
• … 20 countries and 4 continents
• … covering multiple industry verticals
• ~1,000+ global clients
• Focused on mobile, analytics and cloud technology solutions.
… allows us to leverage technology leader expertise.

• is the largest global provider of end-2-end logistics solutions
• Present in 220 countries and territories
• … with over 285,000 employees
• … and a fleet of 80,000 vehicles
… with strong footprint in the Middle East:
• 4,000-strong team across 16 countries
• … over 16,000 vehicles owned and operated
• … 2 air hubs and 4 major road hubs
… allows us to harness logistics best practices from around the globe.
LLP Operations in Oman

- Promotion of Safety and Quality across all operations
- Lowest transport costs
- Management of 3PL contractors and expansion of In Country Value / Local Content
- Control and prioritization of all logistics activities
- Knowledge Transfer and Innovation

LLP Objectives

Sohar
Duqm
Salalah
Fahud
Muscat
Nimr
Cargo Consolidation Centre
Port / Airport
Operational base
Control Tower
Main cargo routes

2018 CSI Energy Conference | 1st November 2018
LLP Scope

- Rig Moves
- Cargo Consolidation
- Cargo Haulage
- Yard Management
- Water Haulage
- Specialized Vehicle/Asset Hire
- Personal Effects
- Waste Transport
- International Freight

- 4,500+ Rig Moves conducted
- 1,000+ Cargo Assets managed
- 51 million km covered/year
- 3/4m tonnes cargo carried/year
- 3 million m² of managed yard space
- $110m Saving's through Logistics optimisation

SaaS Integrated systems

2018 CSI Energy Conference | 1st November 2018
Our Supply Chain IT Solutions
# Rig Moves

<table>
<thead>
<tr>
<th># Rig Moves</th>
<th>Performance</th>
</tr>
</thead>
<tbody>
<tr>
<td>402 2012</td>
<td>99.69% 2012</td>
</tr>
<tr>
<td>435 2013</td>
<td>99.96% 2013</td>
</tr>
<tr>
<td>442 2014</td>
<td>99.84% 2014</td>
</tr>
<tr>
<td>502 2015</td>
<td>99.98% 2015</td>
</tr>
<tr>
<td>572 2016</td>
<td>100.00% 2016</td>
</tr>
<tr>
<td>581 2017</td>
<td>100.00% 2017</td>
</tr>
</tbody>
</table>

Rig move focus areas

- HSE compliance
- Rig move performance
- Digitalization
- E2E Rig Move Lean Programme

E2E Lean Rig Move Programme

2018 CSI Energy Conference | 1st November 2018
Data Analytics – Rig-Up Rig-Down Optimisation

End to End Scope (Release to Spud)

Rig Release

Spot (All EOS)

Spud

- Rig Move = Rig Release to all EOS to allow Spud
- Rig Move = Rig Release to all EOS to allow Spud
- Rigging Up
- Location Clearance

Rig Down = Rig release to First Essential Rig Load
Moved

Rig Move = Rig release to all EOS to allow Spud

Rig Up = All EOS on site to allow Spud

Savings against PDO RD Baseline

March losses Rig Down: -110hrs

Savings against PDO RM Baseline

March losses Rig Move: -11.5hrs

2018 CSI Energy Conference | 1st November 2018
Cargo Haulage and In Country Value (ICV)

- **# of trips (00s)**
  - 2012: 340
  - 2013: 367
  - 2014: 388
  - 2015: 407
  - 2016: 736
  - 2017: 810

- **Tonnes moved**
  - 2012: 505
  - 2013: 578
  - 2014: 597
  - 2015: 650
  - 2016: 740
  - 2017: 760

- **Cargo haulage focus areas**
  - HSE compliance
  - Cargo haulage performance
  - Digitalization
  - ICV/Local content

- **Management of 420 Omani Truck Owners (OTOs)**
- Spend on OTOs and Local Community Contractors (LCCs)
- Spend on services from local contractors
- 33% growth in OTO and LCC spend since 2011

$1b
Service Expansion - Waste, Prep & Packaging
Supply Chain Optimization

Solution
- BE undertook a supply chain study with an objective to fully understand PDO’s “As is” and to develop a future model to support PDO’s long term logistics strategy.

Value delivered to PDO
- 20% cost saving
- Simplified supply chain
- Reduction in HSSE exposure
- Alignment to rail and port projects
- 0.5m km further opportunity reduction
- Further opportunity to optimize inventory

Result

Key Statistics
- 750,000 Tons of Cargo
- 79,000 Material Codes
- 19,000 Inbound Trips
- 18,500 Outbound Trips
- 500 Destination Points
- 5 In Field Warehouses
Current and Future Initiatives and Innovation

Quick Wins

- 1. Freight Exchange
- 2. IFF
- 3. WTT
- 4. Superlink
- 5. OBM
- 6. Dunnage
- 7. Crane saving
- 8. Biometrics
- 9. E2E Rig Moves
- 10. Majan
- 11. Asset Tagging
- 12. Asset Disposal
- 13. Bussing
- 14. Driver Training
- 15. CT Upgrade
- 16. CSS

Major Projects

- 1. Freight Exchange
- 2. IFF
- 3. WTT
- 4. Superlink
- 5. OBM
- 6. Dunnage
- 7. Crane saving
- 8. Biometrics
- 9. E2E Rig Moves
- 10. Majan
- 11. Asset Tagging
- 12. Asset Disposal
- 13. Bussing
- 14. Driver Training
- 15. CT Upgrade
- 16. CSS
- 17. WMS
- 18. CSCM
- 19. Asset Sharing
- 20. CueTrans

Fill Ins

- 1. Freight Exchange
- 2. IFF
- 3. WTT
- 4. Superlink
- 5. OBM
- 6. Dunnage
- 7. Crane saving
- 8. Biometrics
- 9. E2E Rig Moves
- 10. Majan
- 11. Asset Tagging
- 12. Asset Disposal
- 13. Bussing
- 14. Driver Training
- 15. CT Upgrade
- 16. CSS

Hard slogs

- 1. Freight Exchange
- 2. IFF
- 3. WTT
- 4. Superlink
- 5. OBM
- 6. Dunnage
- 7. Crane saving
- 8. Biometrics
- 9. E2E Rig Moves
- 10. Majan
- 11. Asset Tagging
- 12. Asset Disposal
- 13. Bussing
- 14. Driver Training
- 15. CT Upgrade
- 16. CSS

Project name

- Freight Exchange - maximise backloads
- International Freight Forwarding
- Waste Transport Tender
- Superlink / 60 ft trailers
- OBM to OCC
- Dunnage
- Crane saving project
- Biometrics trial - driver safety
- Lean Rig Move Project
- Majan Process 3
- Majan Process 4
- Majan Deliveries and Inspection
- Asset Tagging
- Asset Disposal
- Bussing Solution
- Driver Training
- Control Tower Upgrade
- Rig move customer satisfaction survey
- Cargo haulage customer satisfaction survey
- PDO customer satisfaction survey
- Personal Effects customer satisfaction survey
- Warehouse Management System (WMS)
- CSM Change Management Program - WH and T
- Asset Sharing System
- CueTrans E2E

Low Impact

Low Effort

High Impact

High Effort

2018 CSI Energy Conference | 1st November 2018
International Freight Forwarding

Freight Unbundling

Large spend on international freight

DDP

IFF Control Tower

FOB

Ex Works

2018 CSI Energy Conference | 1st November 2018
International Freight Forwarding – Case Study
HSE Innovation

Drivers begin their shifts rested and alert.

Drowsiness peaks 2 hours into the shift – corresponds with field test findings and research.

First break helps restore driver alertness.

Drowsiness peaks 7 hours into the shift.

Second break helps restore driver alertness.

Drowsiness builds for drivers doing the full 12 shift.

---

Independent research found 50% of HGV sleep related accidents happened within 4 hours of the start of the shift – before the first break.
Digital Freight Platform

Phase 1
- PDO Logistics
  - Requirements
  - Consolidate

Phase 2
- Cargo requirements across Oil and Gas industry
- Collaborative O&G Model

Phase 3
- Multiple industry collaborative model
- Oil & Gas
- Retail
- Constr.
- Others

Multi Sector / Industry Platform

Shahn Exchange

2018 CSI Energy Conference | 1st November 2018
Your Digital Roadmap

- Digital Partners Are Key
- Execution Creates Seamless Solutions
- Innovation Enhances Process
LOGISTICS IS AN ESSENTIAL PART OF EVERYDAY LIFE
THANK YOU!