



New Global

Horizons & Opportunities

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JCCP - January 2010



Sultanate of Oman

Oman is a country in southwest Asia on the southeast coast of the Arabian Peninsula. It borders the United Arab Emirates on the northwest, Saudi Arabia on the west and Yemen on the southwest. The coast is formed by the Arabian Sea on the southeast and the Gulf of Oman on the northeast. Muscat is the capital of Oman.





History...



1996
Oman Oil Company



2010
Programme Apple

أوربك
Orpic

2013
Acquisition of OXIA

أوربك
Orpic
شركة النفط العمانية ش.م.ع.م.
Oman Oil Company S.A.O.C.

2019
OO

1982

Oman Refinery Company


شركة النفط العمانية ش.م.ع.م.
Oman Oil Company S.A.O.C.

2007

Oman Refinery & Suhar Refinery Merger
ORC-SRC



2011

Orpic

 OXEA

2018

Orpic & Oman Oil Company





Programme NAKHLA...



The **NAKHLA Programme** was launched in December 2018. The name was inspired by the **Date Palm tree**, with the roots representing **upstream operations**, the **stem depicting the midstream**, and **downstream** coming with a variety of **falling fruits**.



The Nakhla integration Programme was created to grow value together as a Group working towards a brighter future.

IN 100 Days

- Our big aspirations, Our 2030 promises, Growth Roadmap 1.0
- Business Model
- Governance Structure
- Integration Roadmap
- Integration Implementation



Achieved milestones...



100-day targets achieved ahead of schedule

Integrated leadership team, governance model, aspirations, business structure



Integrated management team & structure

ILT comprising 9 roles

Assets organized in Upstream-Downstream value chain and served by four functions: Commercial, F&S, P&C, P&T



OO 2030 strategy & aspirations set

An integrated energy company delivering sustainability and business excellence, the Omani way

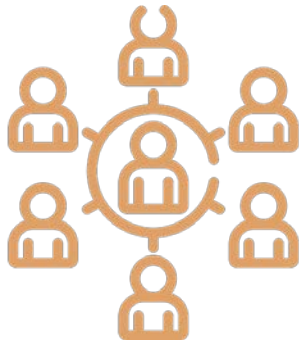


New brand launched

Rebranding of physical assets (e.g. Muscat office) and digital assets (e.g. OO.com email) in progress



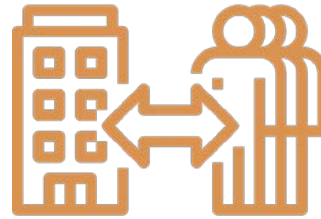
OO Significant Progress



5,000 employees engaged on the integration

600+ engagements conducted

200 employees provided a role in the integration management office



1,300+ employees moved to one location in **90** days

All Muscat-based employees moved to a new office

Open layout office to increase collaboration, amenities include fitness center, enhanced security e.g. facial recognition



Cash and non-cash benefits harmonized

Policies and guidelines for implementation being developed



Quick-Wins



- Achieved initial target of \$100 M in March 2019, increased 2019 target to \$250 M
- Value created equivalent to NPV of \$700M+



Quick Wins 118

\$ 297,000,000+ (Millions)

78

Quick Wins Announced 

1000+
People
Involved

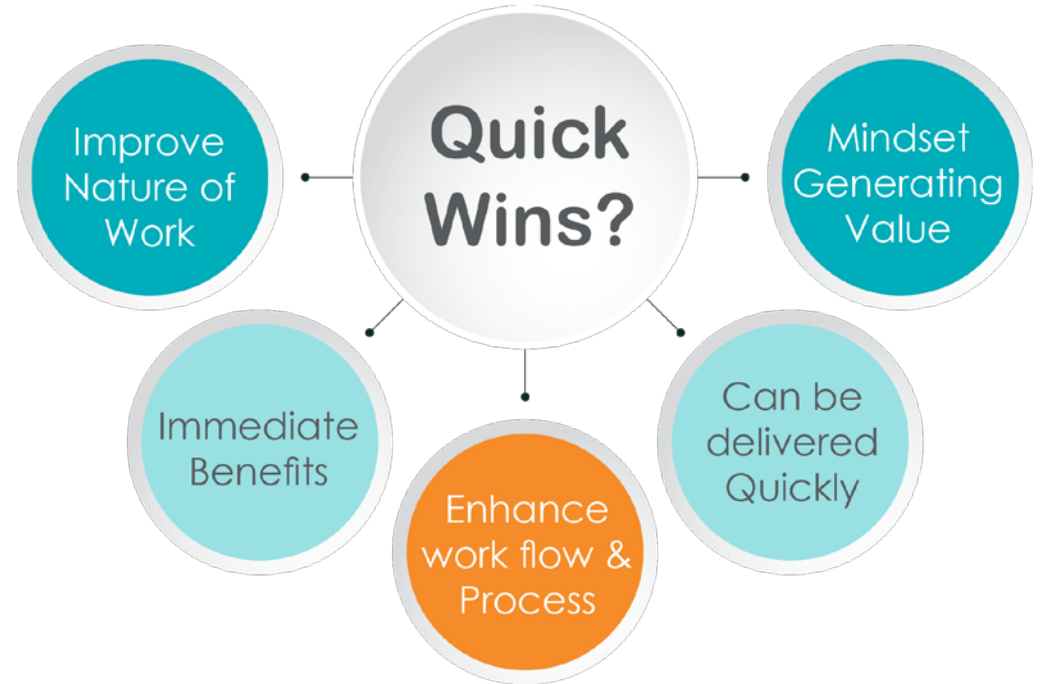
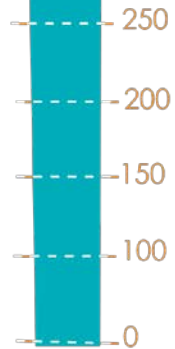


156+
Millions
Saved



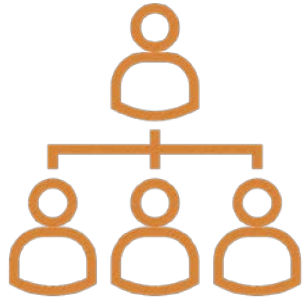
846+
Ideas
Received 

100+
Engagements
Conducted 





OO Continuing...

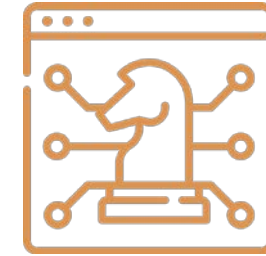


F&S ,Commercial, People & Culture, blueprinting completed
Staffing to be completed



One ERP assessment completed

Core modules for majority of the organisation to be deployed by April and for the rest of the organisation by September



Developed OO digital strategy

Strategy includes operating model and organisation structure, assessment of technology readiness, identification of use cases



Our Brand Name

The letter marks of 'O' and 'Q' are locked step-in-step to represent this new synergy.



The letter O represents:

Oil, opportunity, and Oman;
OOC, Orpic, OXEA, OGC, OTI
and OOCEP

The letter Q represents:

It represents the ability to 'Question' the present and create a better future, calling to challenge the norm. It is also inspired by the 'Quest' to pursue a new and exciting vision towards a prosperous future.

It also represents 'Quality.'



Our Aspirations

An Integrated energy company delivering Sustainability & Business Excellence, the Omani way

Talent

- Our PEOPLE thrive globally
- Oman is proud of the TALENT we grow



Hydrocarbon

- Manage **1 million barrels** of oil equivalent per day
- Add at least **USD 25 of value per barrel** in our downstream businesses



Customers



Nation

- Facilitate **International & Local private participation** in the oil and gas sector
- Double our GDP contribution to **20 Bn USD**



Financials

- **Minimum of USD 1 Bn dividend** declared per year as of 2029 onwards
- Increase value of shareholder funds from **USD 8 Bn contribution to USD 30 Bn market capitalization**





Brand Personality

Care

Share

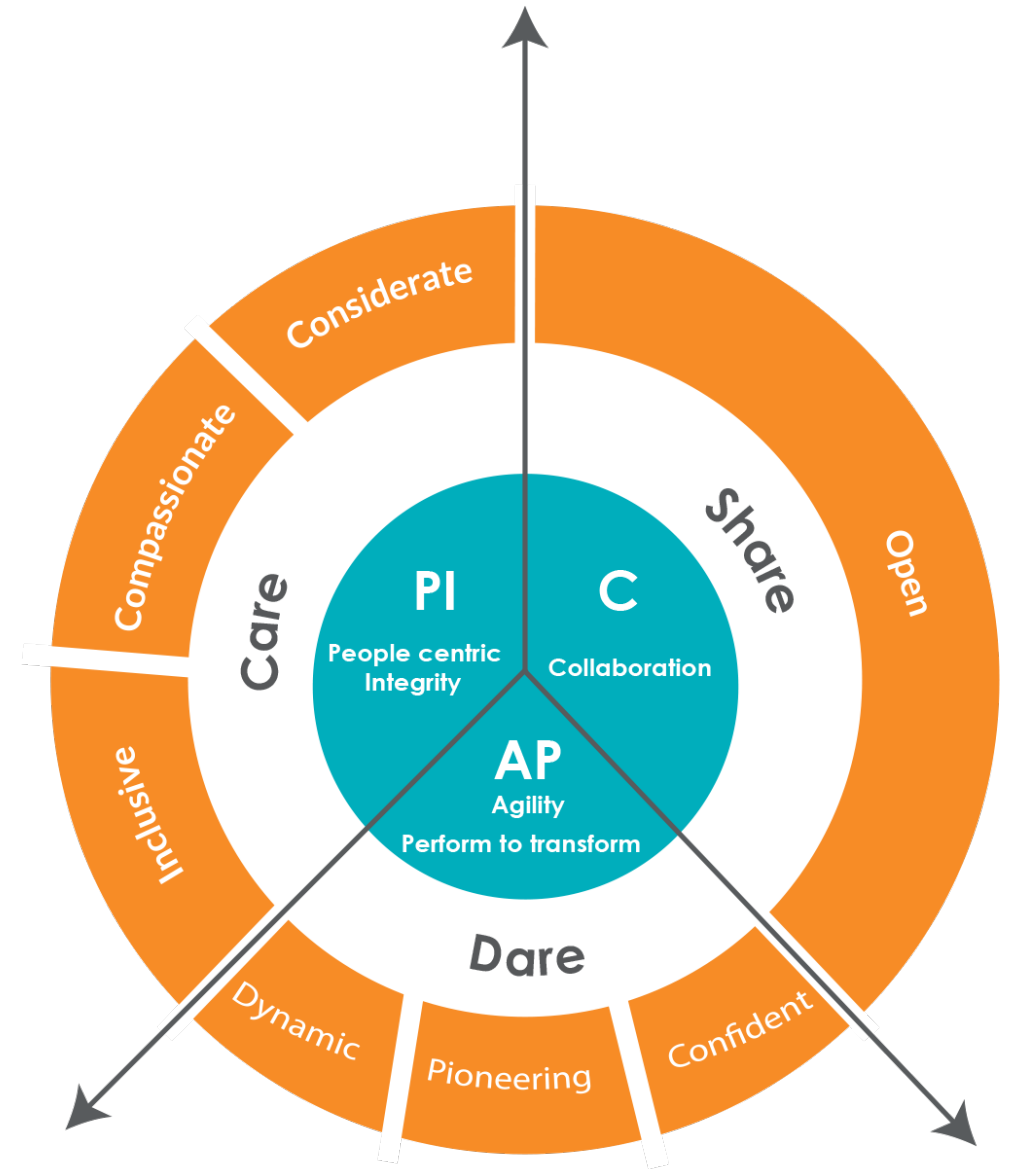
Dare



- People centric
- Integrity

- Collaboration

- Agility
- Perform to transform

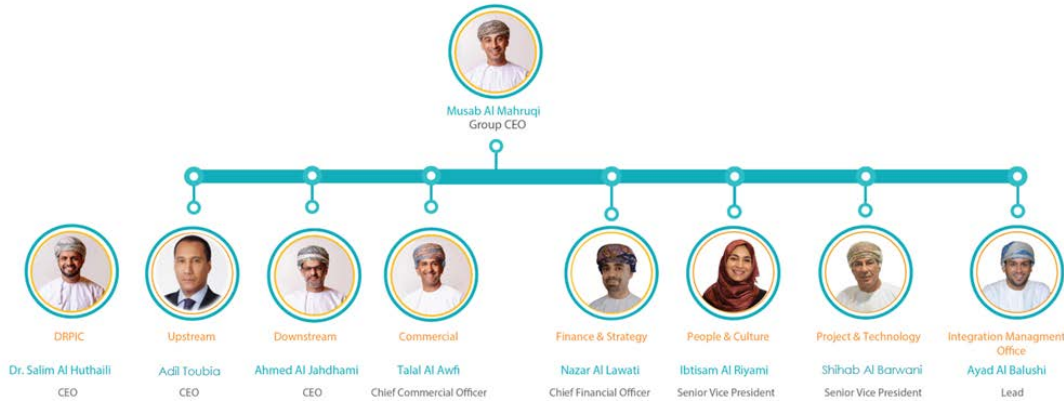




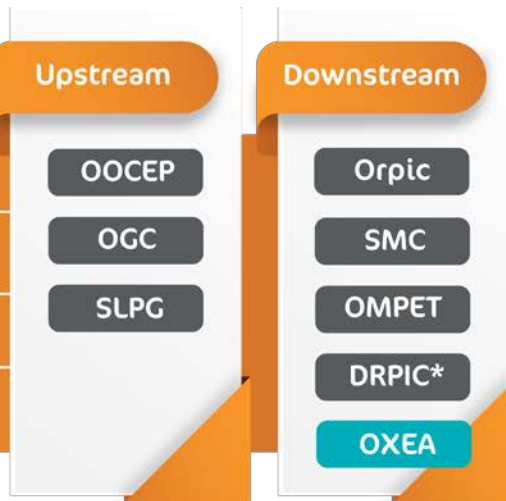
Business Model & Governance Structure

9 Assets were identified in the scope of the integration. These businesses Contribute:

- 80%+ of Group earning,
- high potential value to unlock.

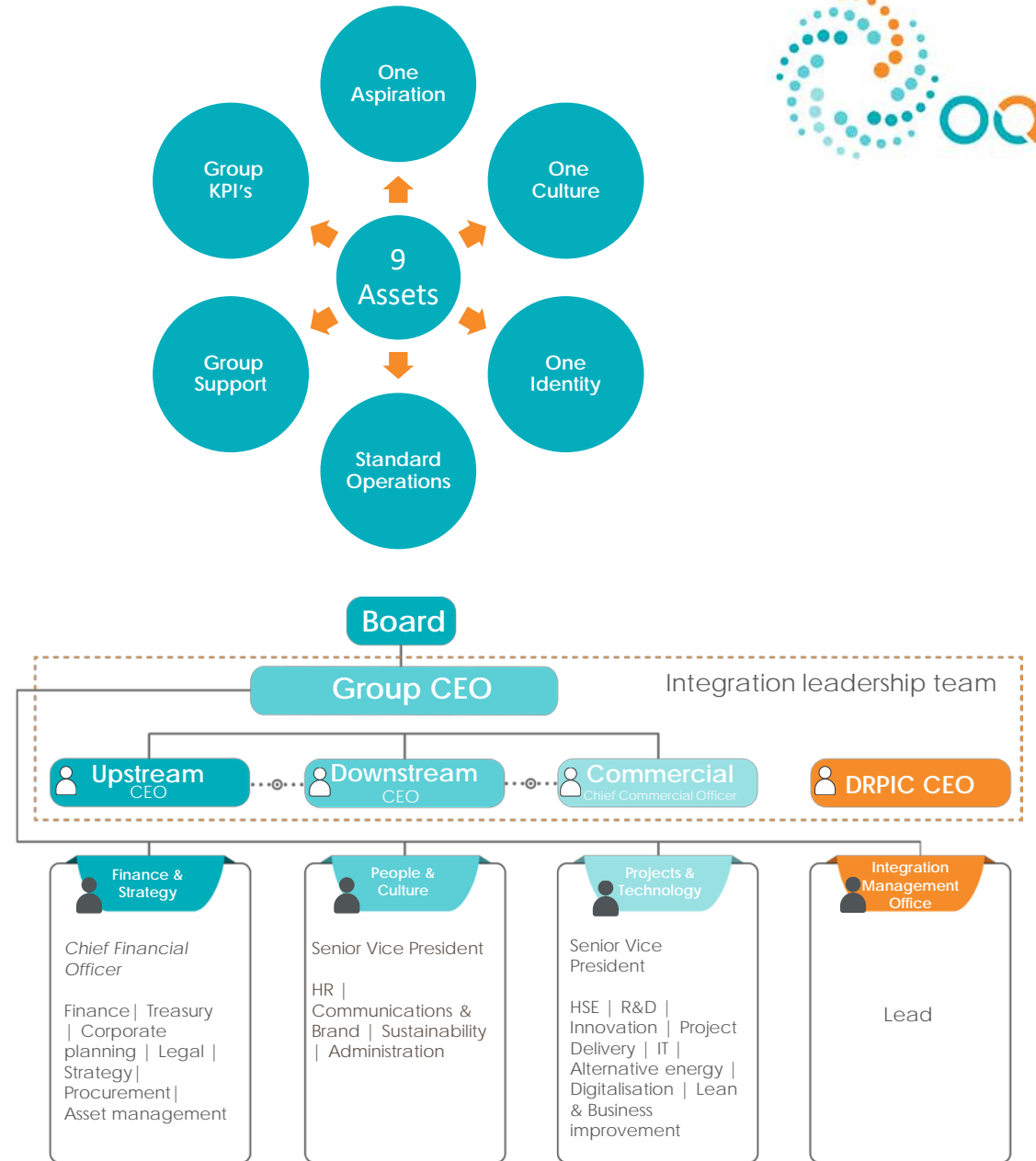


Commercial

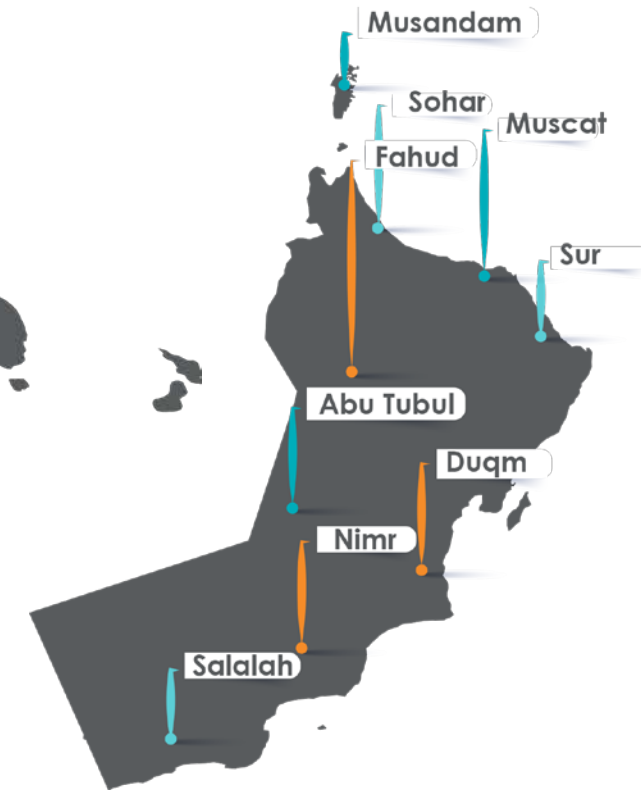
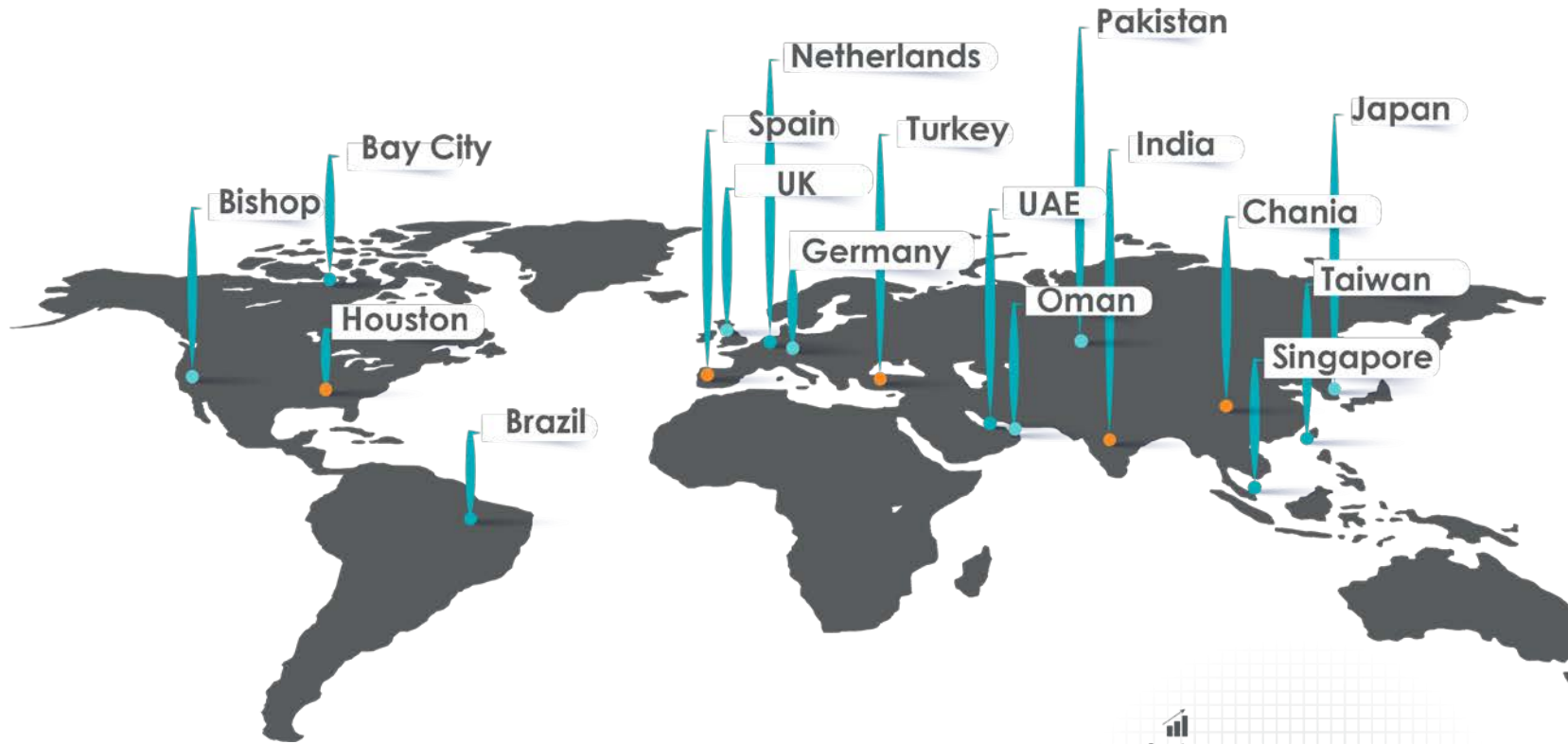


Expected to be fully integrated (dark blue circle) | Will be treated differently (light blue circle) | Functions (white circle)

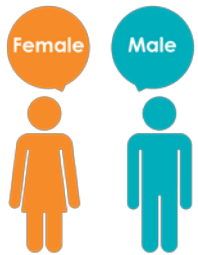
Share • Care • Dare



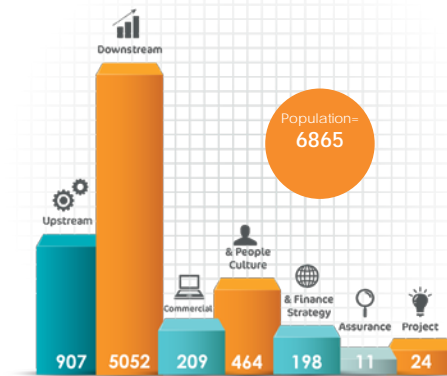
Geographical Locations



Gender

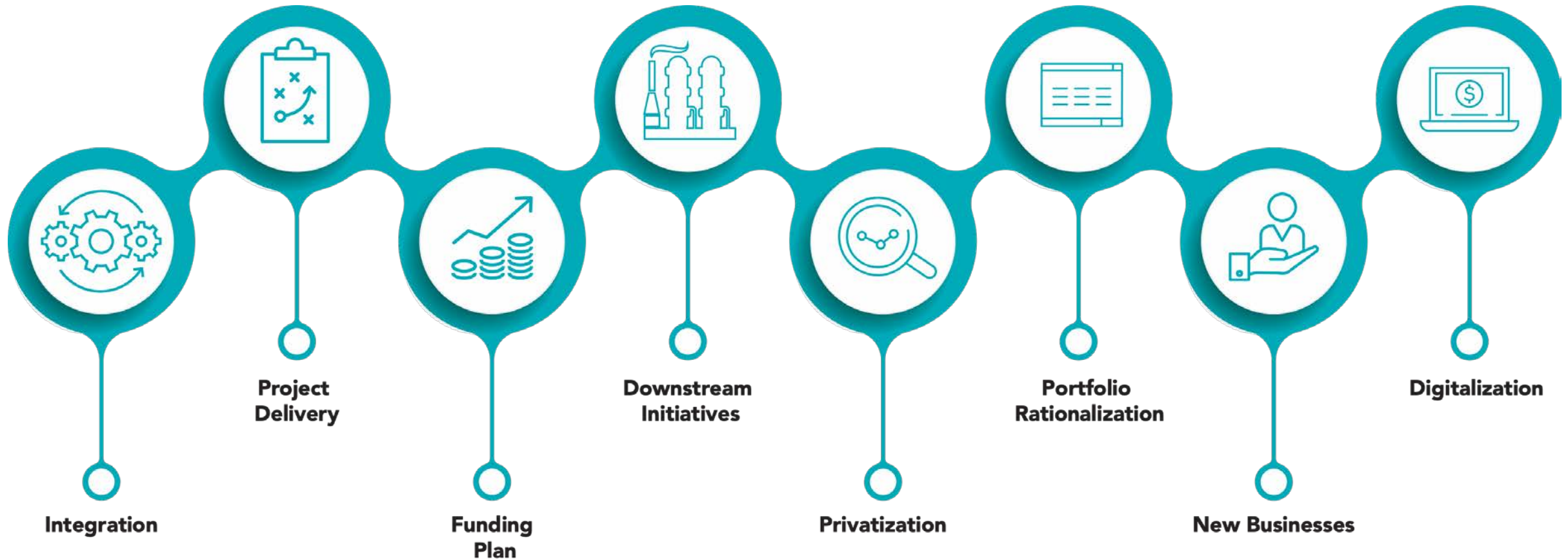


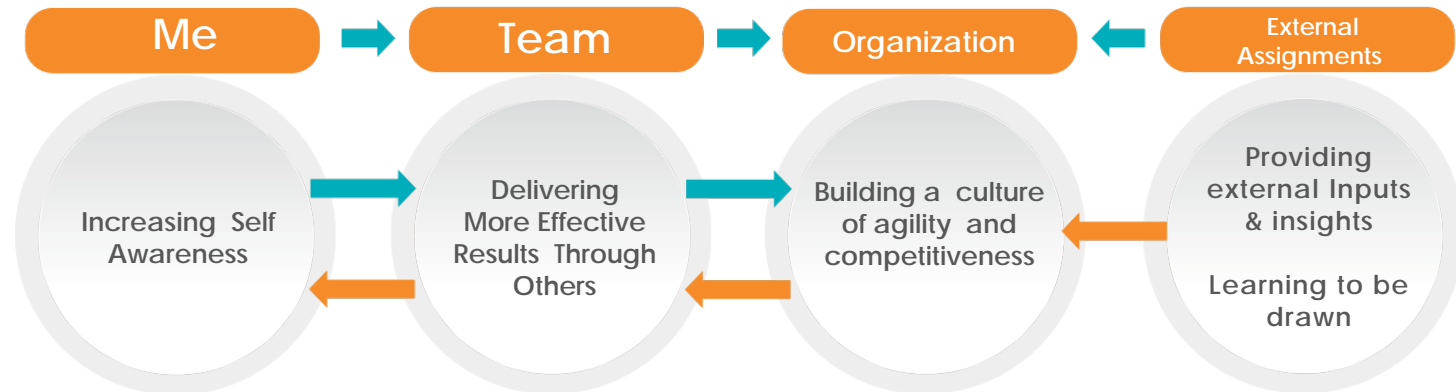
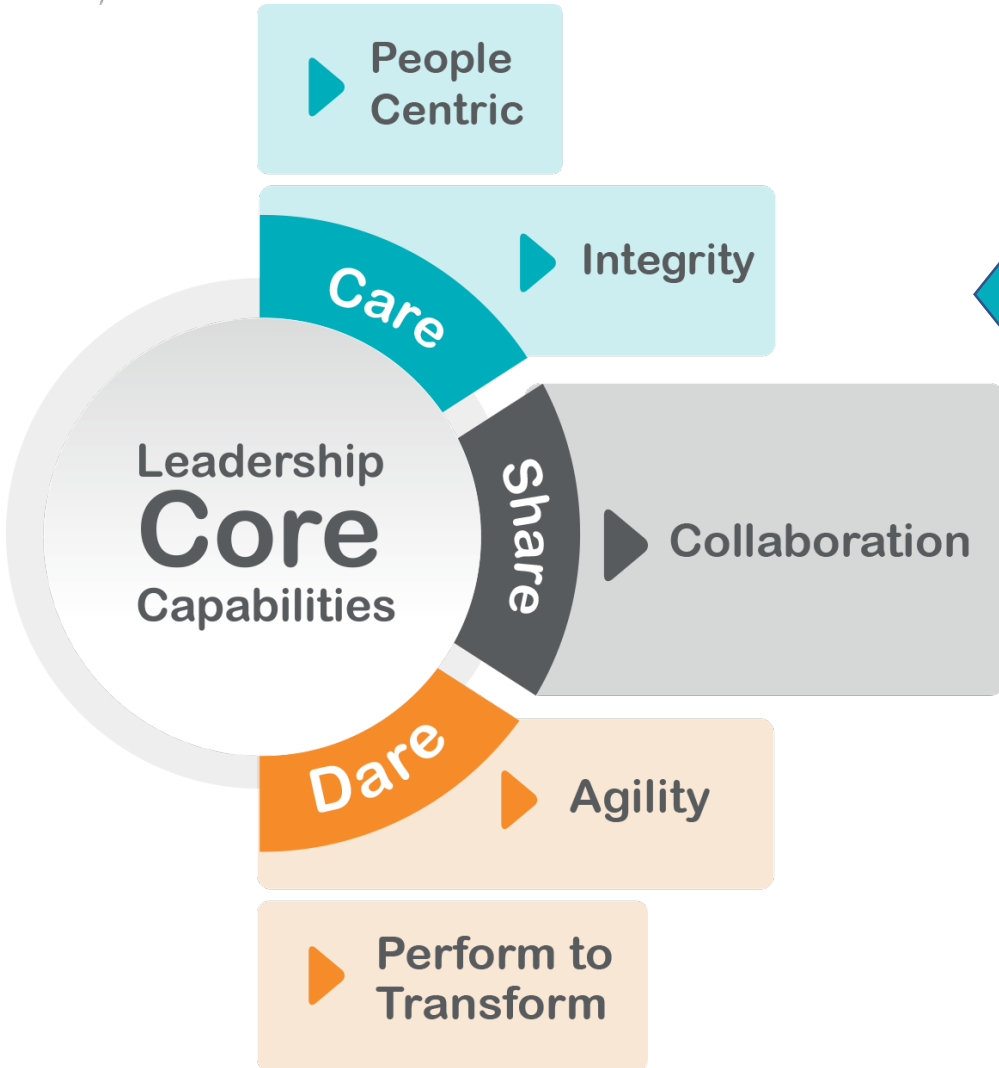
Technical / Non Technical





OOQ Strategic priorities ...







People Development



Nurturing Talents

Capability Development & Retention

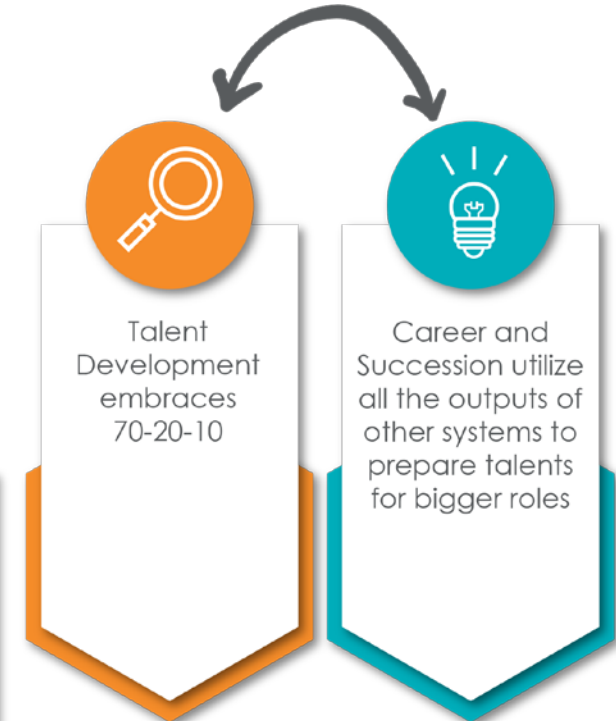


Talent Council

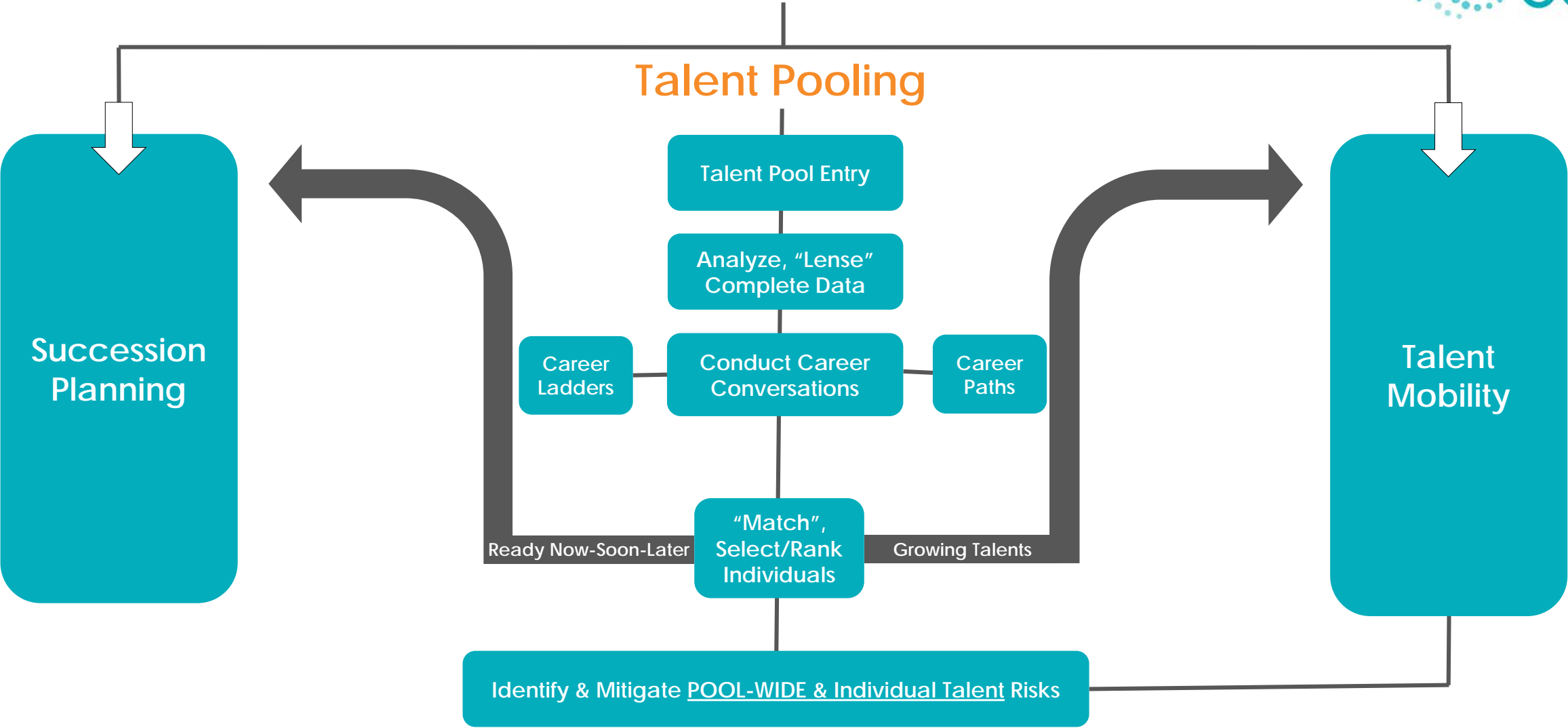


Skill Pool Management

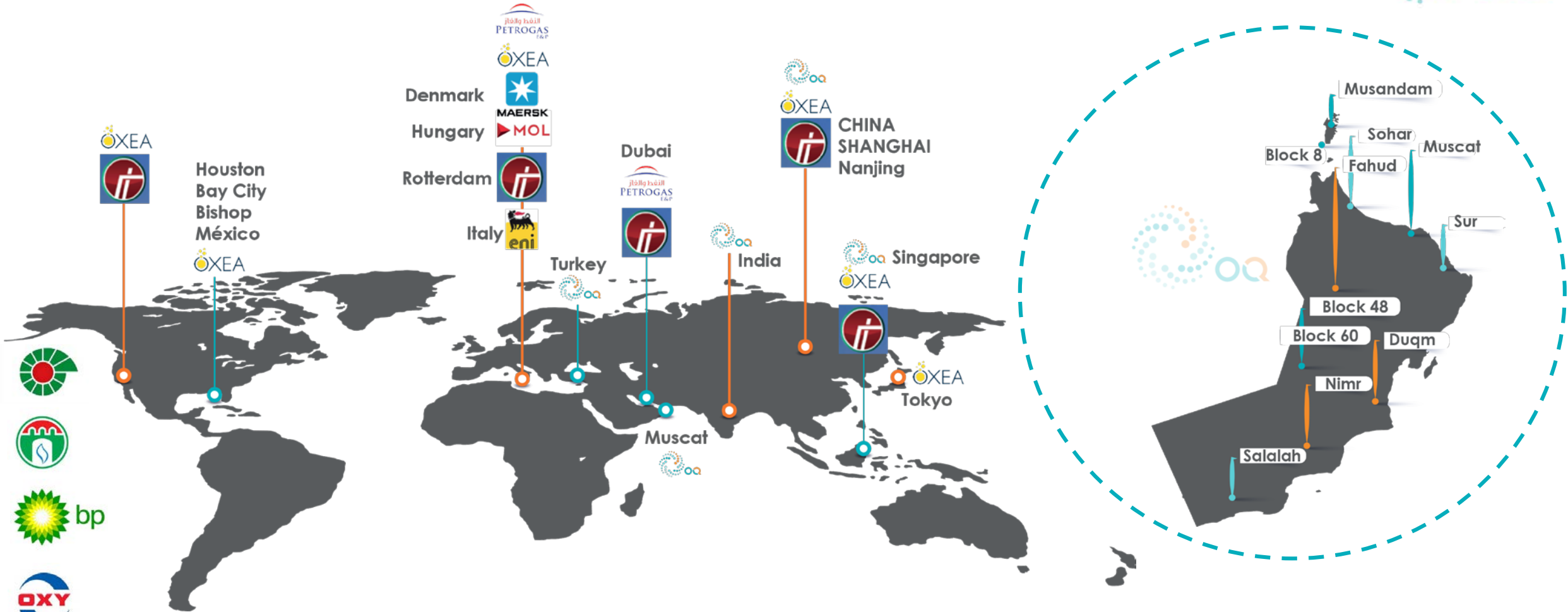
Integrating Talent Development Strategies



Global Talent Planning



Talent Mobility





THANK YOU...