

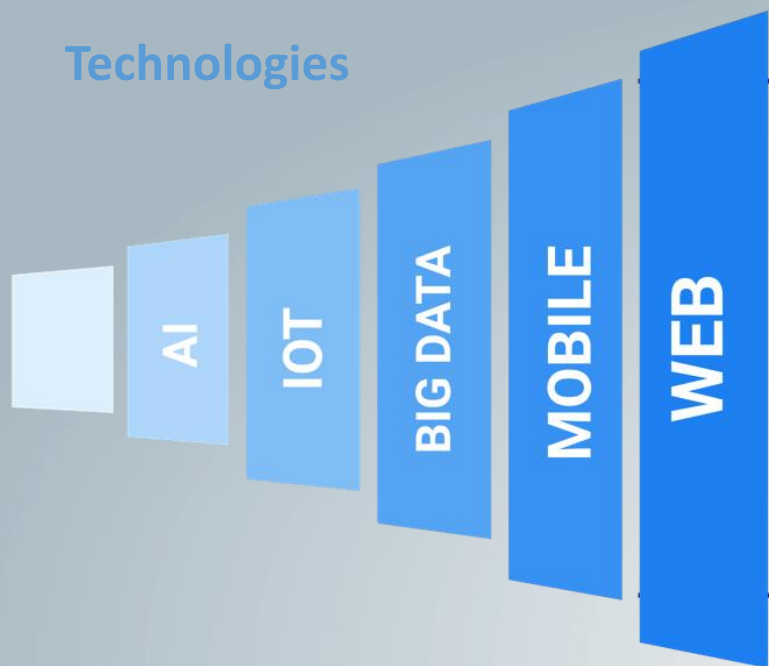
**Good Data. Good Deals.
Anytime. Anywhere.
*Through Digital Transformation.***

MATTHIAS HARTUNG

President – Digital Transformation

APPEX London, 28th Feb 2018

Technologies



 **TARGET**



 **MEERA**

Business



What makes
a **good**
decision?





What makes
a good
deal?

What is the
technology of
the future for
making
good deals?



Digital transformation is about
changing the way we work



Alibaba – the
most valuable
retailer
has no inventory



Uber – the
world's largest
taxi company
owns no fleet



Airbnb – the largest
accommodation
provider
owns no real estate



Your Company –
the most successful
deal maker
has no physical office

How are you making deals ...?



The Future is already here ... *Although not yet equally distributed*

Cloud-based offers asset promotion
anytime & anywhere

Virtual data rooms become 'shop windows'

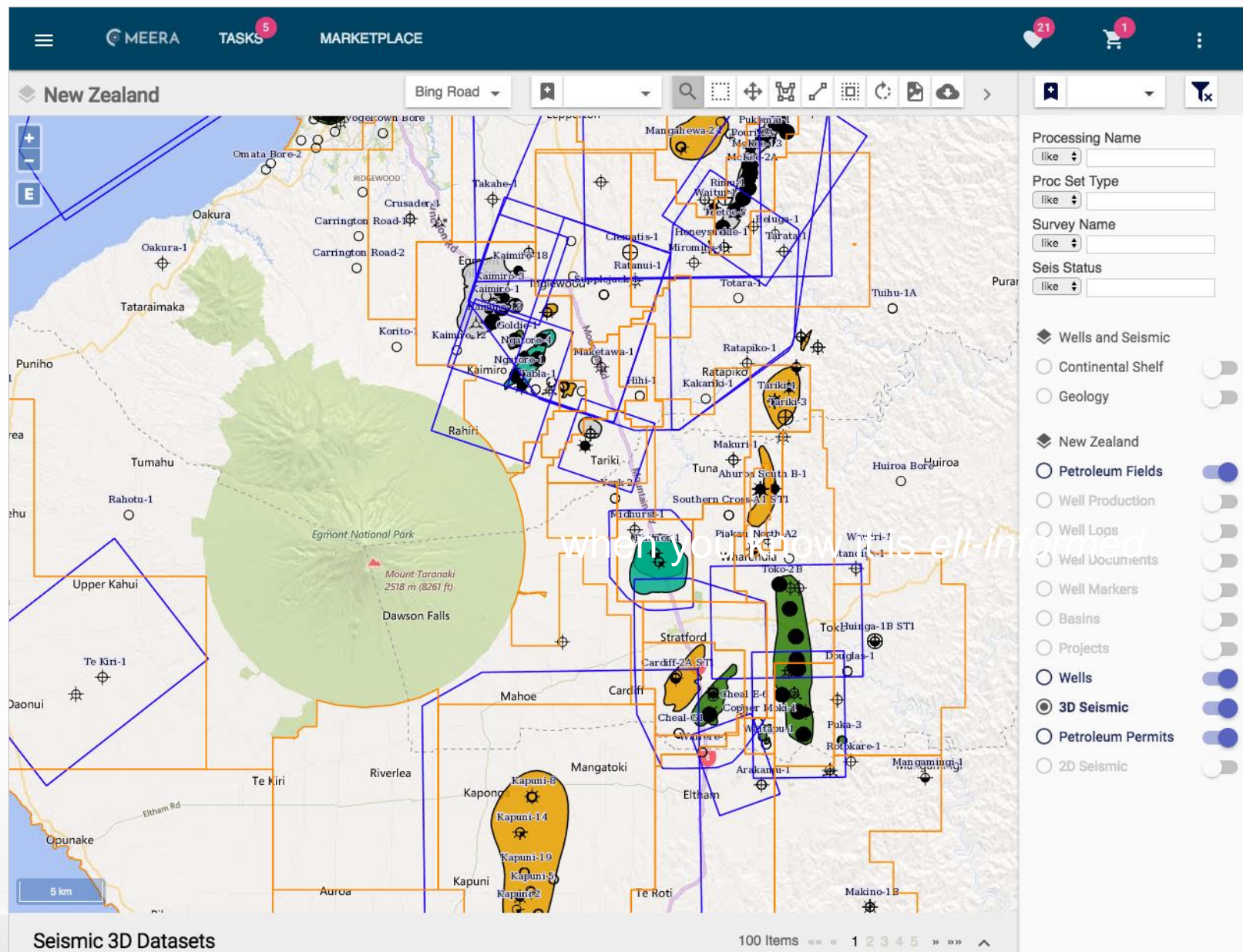
With secure access to all the right data

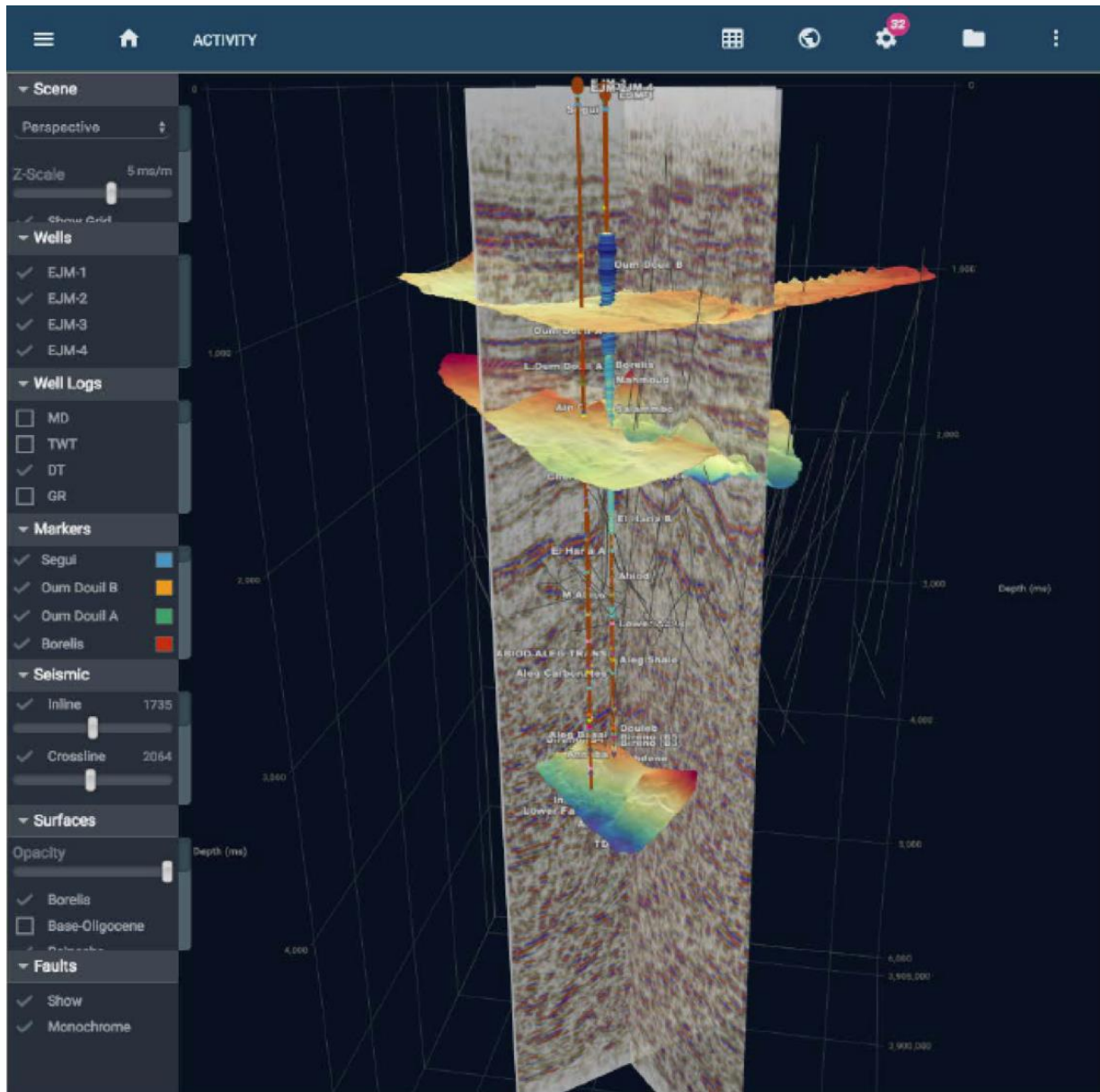
To evaluate promoted prospects & assets

Global market transparency enabling
competitive and well-informed deals
faster and at lower costs for seller & buyer



Powerful data
search &
browse tools,
with built-in
geospatial data
management





Online
visualisation tools
allow you to interact
with Petabytes of
technical data.
From *any device*,
any location,
any time.

Document management & publishing tools for searching, sharing & collaboration

The screenshot displays a web-based document management system. The top navigation bar includes icons for home, permit, plan, regulate, monitor, and share, along with notification and user profile icons. The left sidebar shows a hierarchical tree of documents, with 'Chapter 1: Obligations and Permits' selected. The main content area displays the document 'Regulations Relating to Wells and Drilling Operations' by 'Sawafi Oil & Gas'. The document is titled 'Chapter 1: Obligations and Permits' and contains three articles: 'Article 1: Well Naming', 'Article 2: Well Drilling Permit', and 'Article 3: Standards and Certification'. The right sidebar provides metadata for the document, including its ID, title, author, file name, format, category, type, effective date, and digital size.

Regulations Relating to Wells and Drilling Operations

Chapter 1: Obligations and Permits

Article 1: Well Naming

The Operator shall submit a request by a formal letter to the Ministry to get a well name for all exploration wells if the well is to be drilled in a new area where no wells exist. However, if a well has been drilled in the past, then the Operator shall name the well with the same name of the old well but numbered with the sequenced digit number.

Article 2: Well Drilling Permit

The Operator shall ensure that no well shall be drilled or undertake any operation whether preparatory or related to the drilling of a well, unless a permit has been issued to the Operator by the Ministry. The permit can be applied within twelve months before drilling starts. Permits are not required prior to drilling emergency, relief or opportunistic additional wells on urgent basis, however, the Operator shall ensure to apply for the permit no later than one month after well spud.

The Operator shall ensure that no well shall be drilled elsewhere than at the exact location specified in the permit or, if the permit has been amended with respect to the location of the well, at the exact location specified in the amendment. If technical circumstances or time urgency dictates, then wells drilled at different locations should be updated accordingly specifying the reasons for such changes. In any circumstance, however, the Operator shall ensure that no well activities shall be undertaken within two hundreds meter (200 m) of areas occupied by mosques, sacred buildings, grave yards, nature reserved areas, government reserved areas, properties of the Government or third party who are lawful in occupation of certain areas or who carry on lawful activities with respect to such areas.

Article 3: Standards and Certification

The Operator shall ensure that no drilling, well intervention and testing equipment shall be used if the equipment does not have a valid certificate from MOG or MOG approved certification entity as articulated in MOG HSSE regulations.

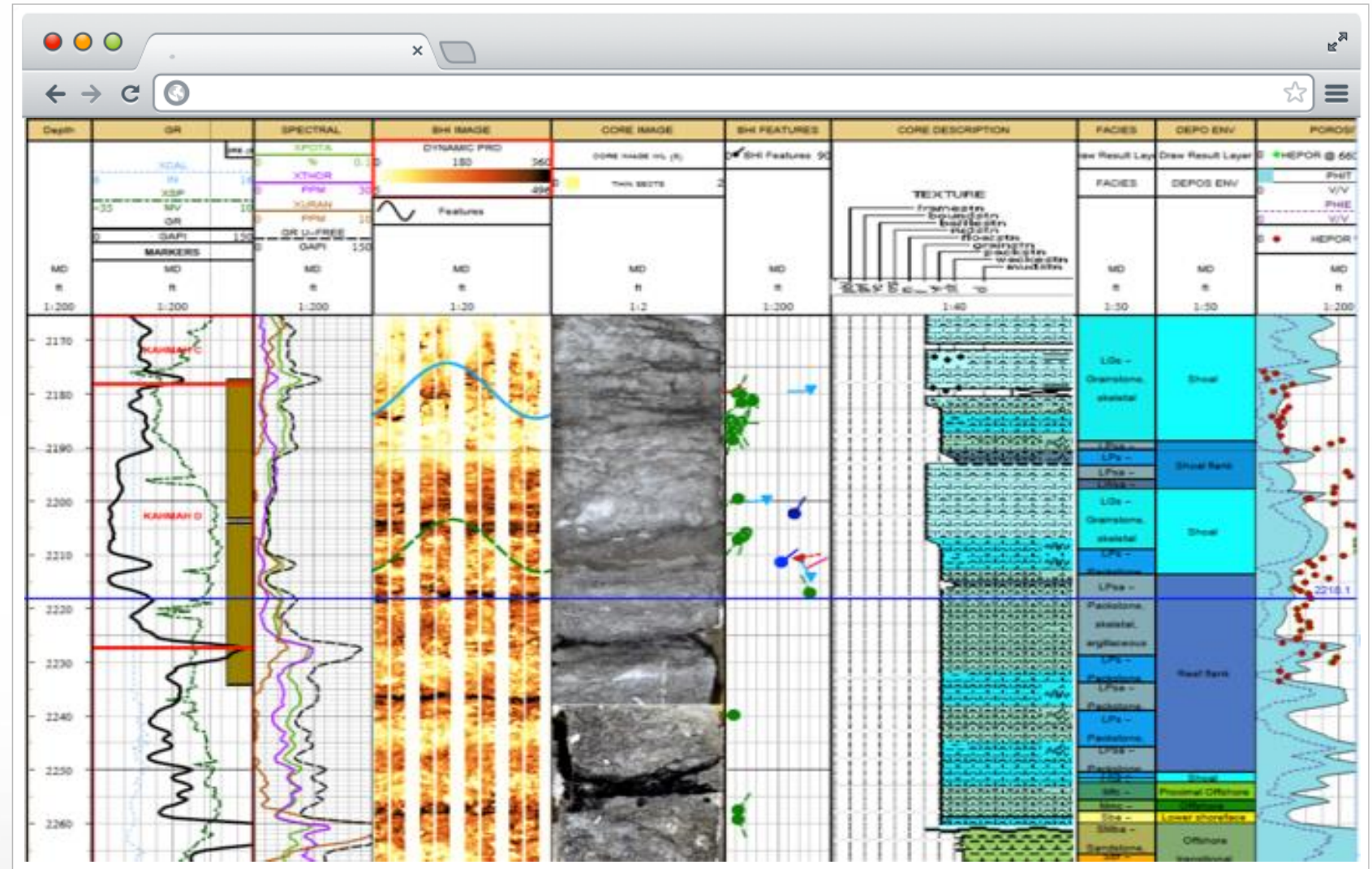
The Operator shall ensure that no person is allowed to work in well operation, if the person does not possess the required training relevant to the operational tasks assigned or the right level of competency. The training of personnel should be conducted in approved local or international training institutes. The Ministry recognizes the following international standards (see Annex 1);

- International Standards Organization, ISO.
- American Petroleum Standards, API.
- National Association of Corrosion Engineers, NACE International.

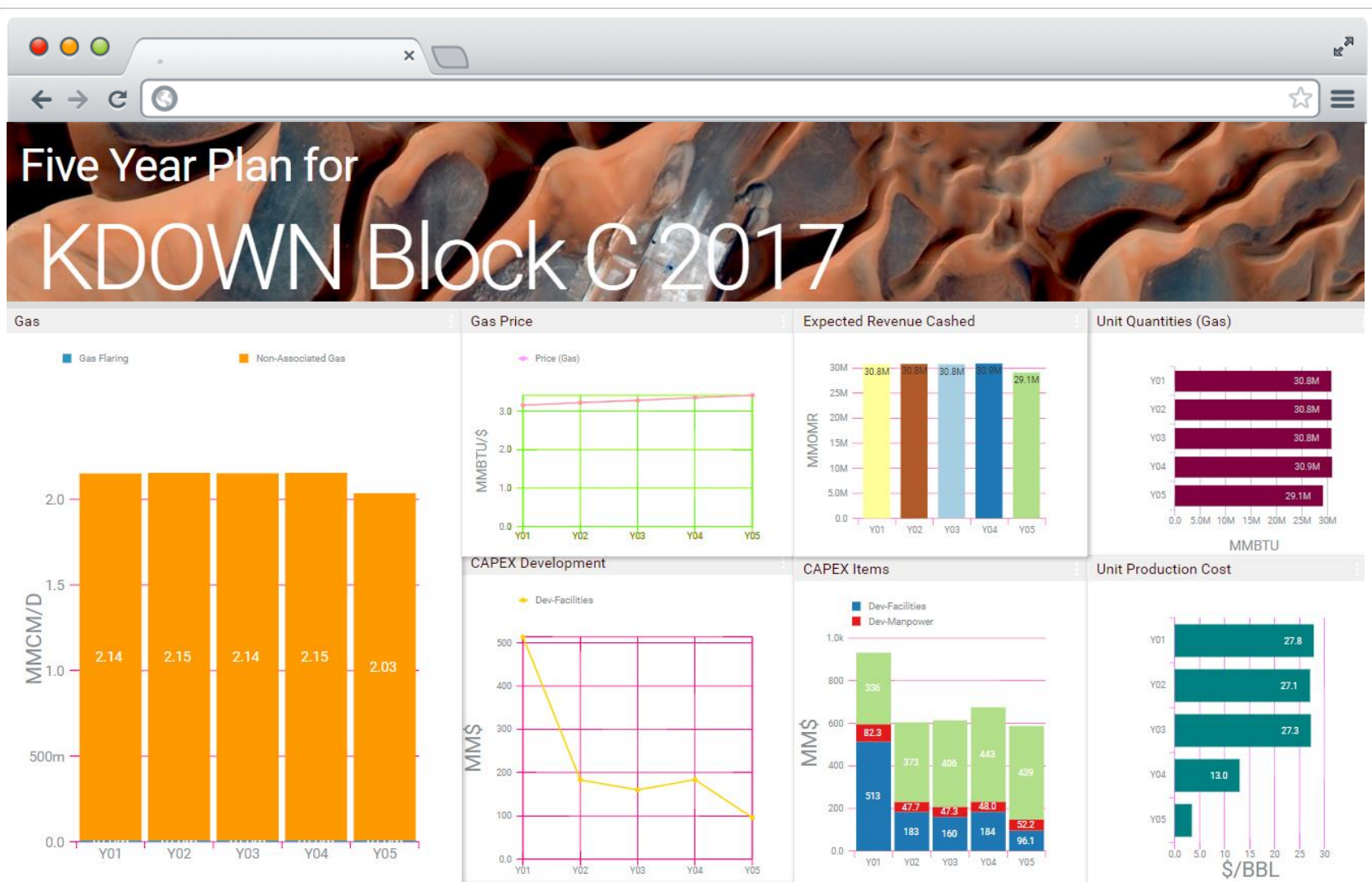
Document Details:

| | |
|----------------|---|
| Document Id | 3607b0a5fc2859d0d742 |
| Title | Regulations Relating to Wells and Drilling Operations |
| Author | Hamood H Al-Sawafi |
| File Name | MOG-S04-A01-REGULATORY ARTICLES WELLS.docx |
| File Format | DOCX |
| Category | MOG-S04-WELLS & DRILLING |
| Type | A. REGULATORY ARTICLES |
| Effective Date | 13/03/2017 |
| Is Active? | Y |
| Digital Size | 166,451 |

Insight toolkits
provide powerful
*borehole data
co-visualization
and analysis*



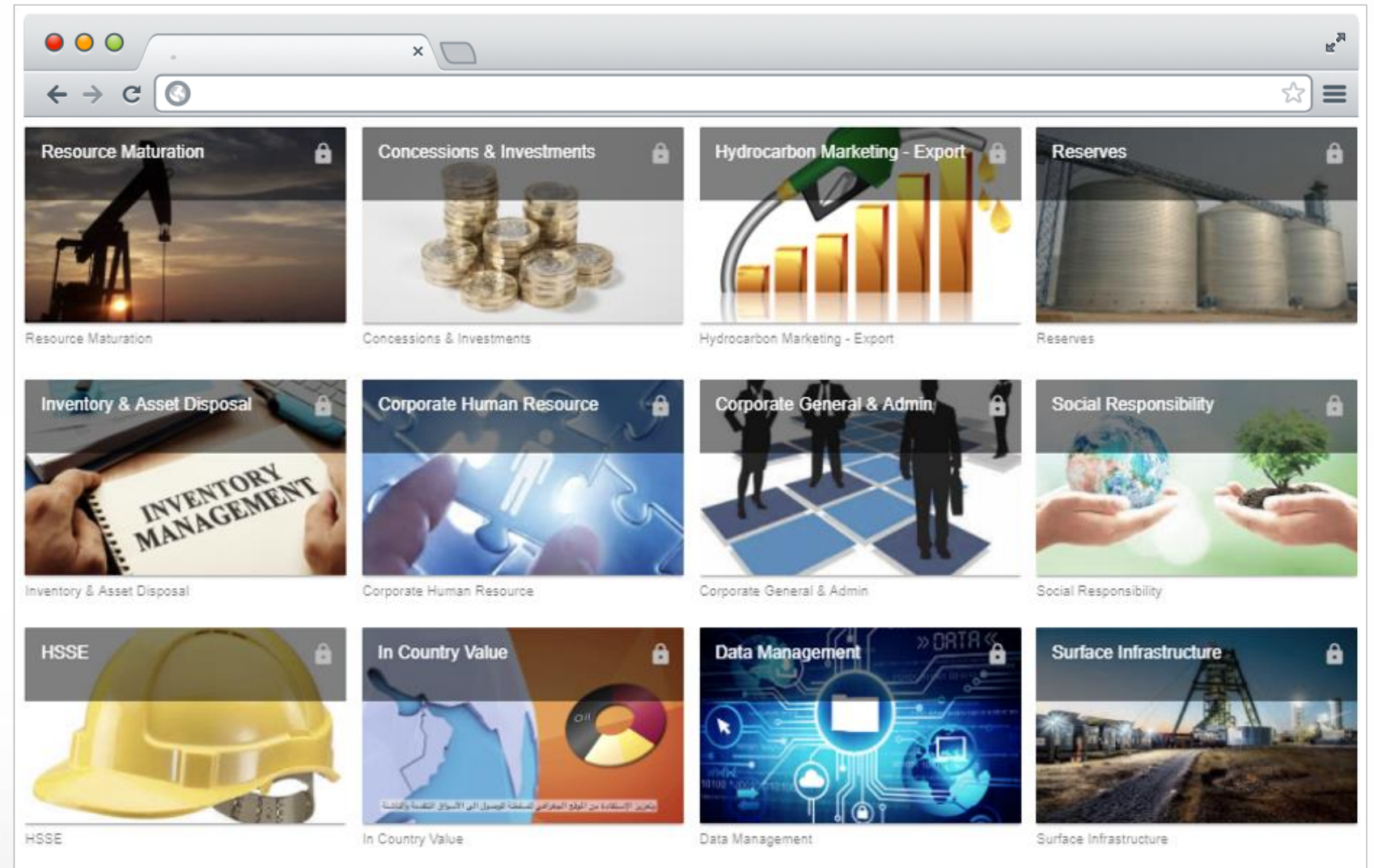
Composite Co-Visualisation



Analysing technical with management information: financial, fiscal, budget, work program and planning data

Analytics

And once you
start your
digital
transformation
for asset
deals, the
journey has
only just begun



Corporate Information Hub

Industry regulators & operators already *leverage* digital transformation

1

Attract more than the fair share of capital investment



2

Access thresholds have never been as low



3

Digital Solutions partners are here in support



A laptop is shown from a low angle, with several translucent digital screens floating above it. These screens display various data visualizations, including bar charts, line graphs, and a clock showing 14:01. The background is a light blue gradient with a faint world map and glowing digital patterns.

**Good Data. Good Deals.
Anytime. Anywhere.**

Through Digital Transformation.

Thank you!