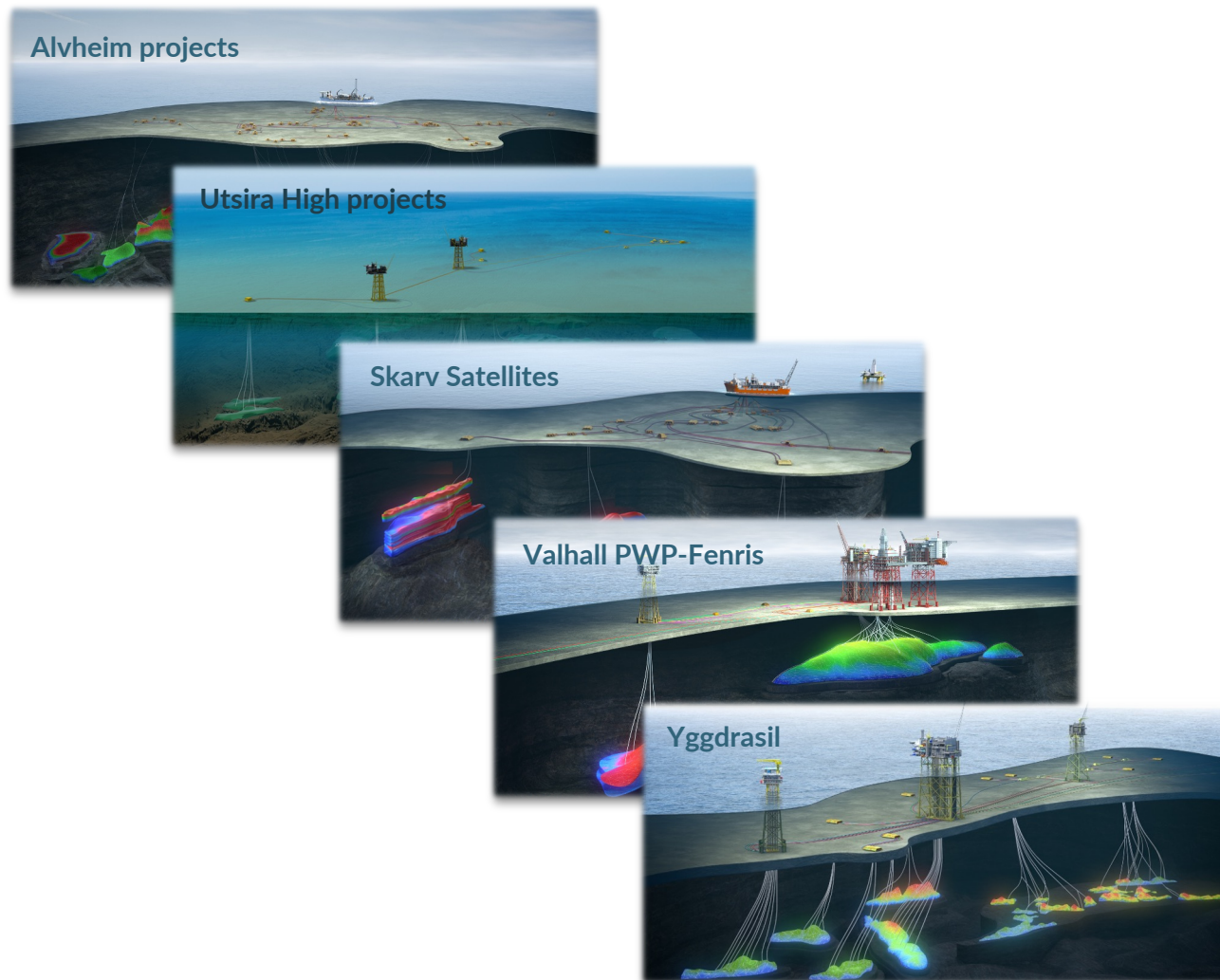


Supply Chain Safeguarding

Tina Karlsson & Petter Follestad, Aker BP

EIK 29th October 2024

Aker BP's Project Portfolio



~20 USD bn

Net investments, before tax

~800 mboe

Net oil and gas resources

5 Platforms

... 21 subsea templates, power from shore, >100 wells etc.

New ways of working

New operating model(s), unmanned operations, technical requirements

Supply Chain

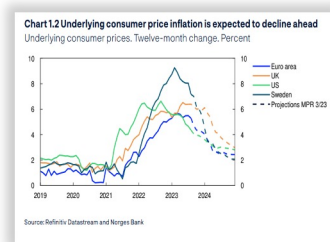
A significant global footprint

Global Supply Chain

Dynamics, constraints & disruptions



Technology/ New ways of working



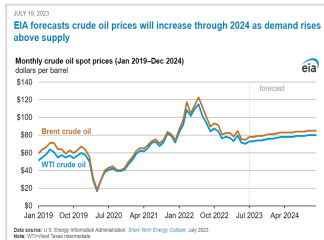
Macroeconomics



War and geopolitical tension



Post Covid-19 effects



Oil and Gas Prices



Competing/ emerging markets



M&A/restructuring

“Supply Chain Safeguarding”



Market & Analysis



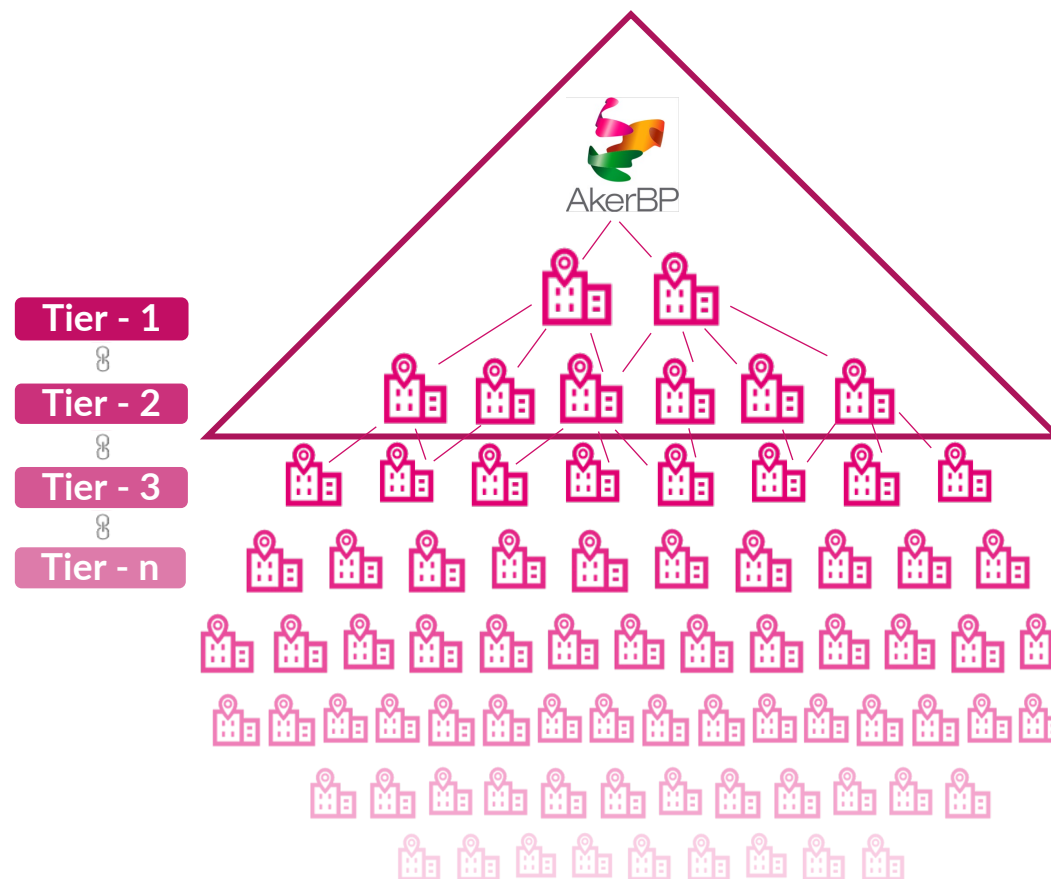
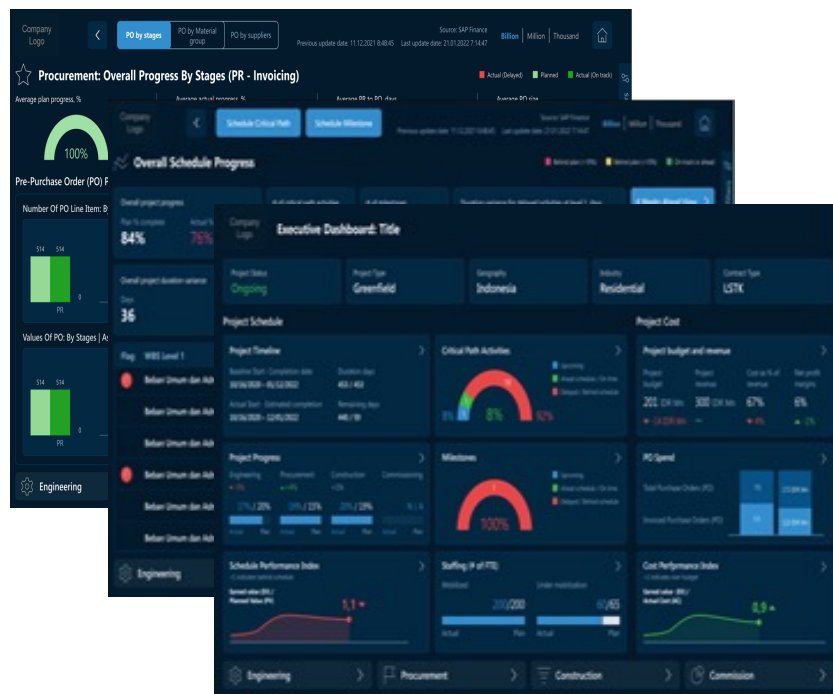
Supplier Relationship Management



Portfolio Optimization

Market & Analysis

- Active use of market intel
- Portfolio Data (Supply Chain Radar)
- Multi-Tier analysis & connectivity



Line of sight – what we typically see

Supplier Relationship Management & Portfolio Optimization

- **Build Strategic Relationships**
- **Portfolio Overview & Visibility**
- **Identify Challenges & Risks**
- **Debottlenecking**
- **Recognise Opportunities & Capabilities**
- **Facilitate Prioritization & Expediting**



Supplier Relationship Management & Portfolio Optimization

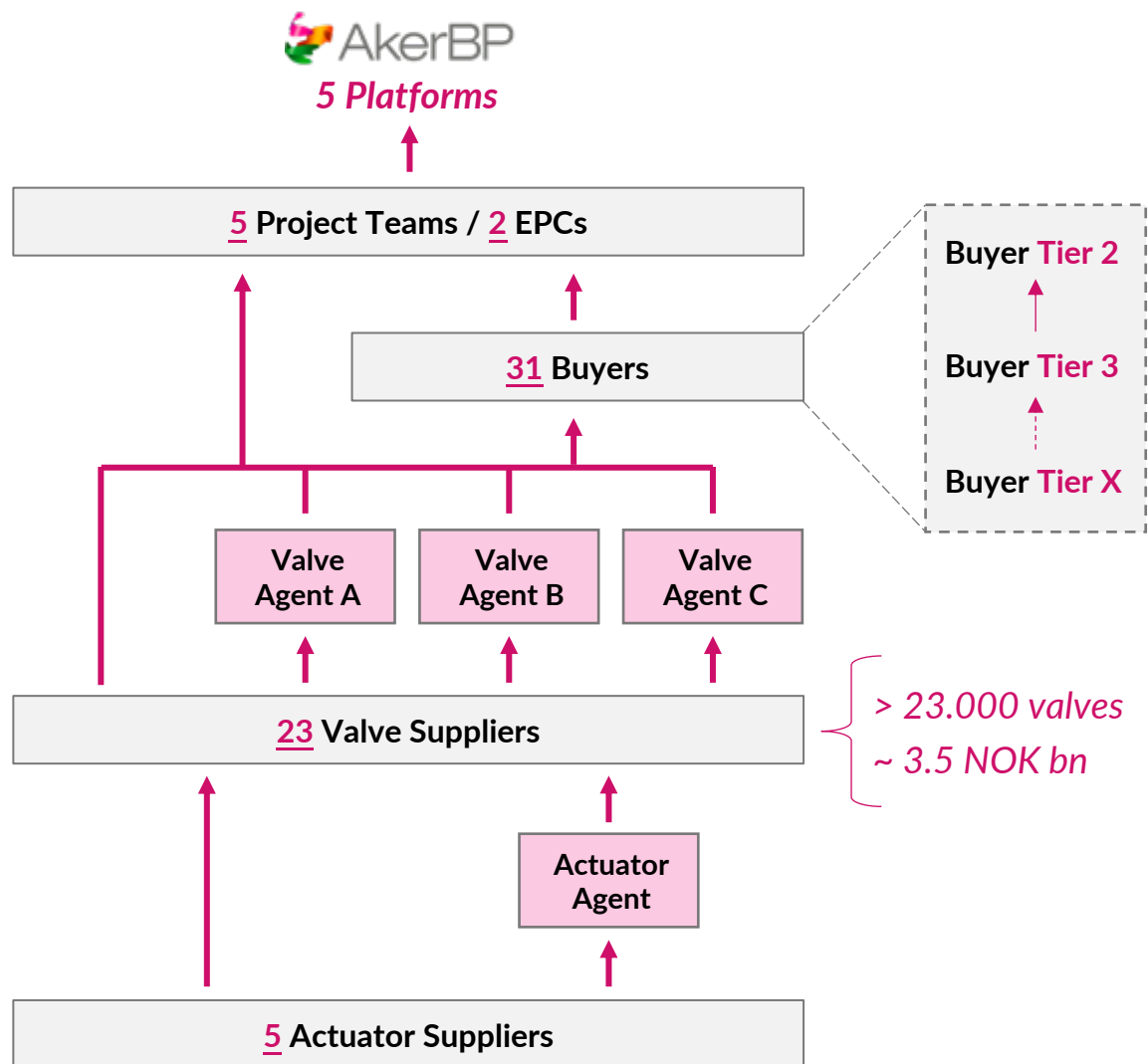
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Note:

- The project teams retain decision-making authority
- Established communication protocols must be adhered to

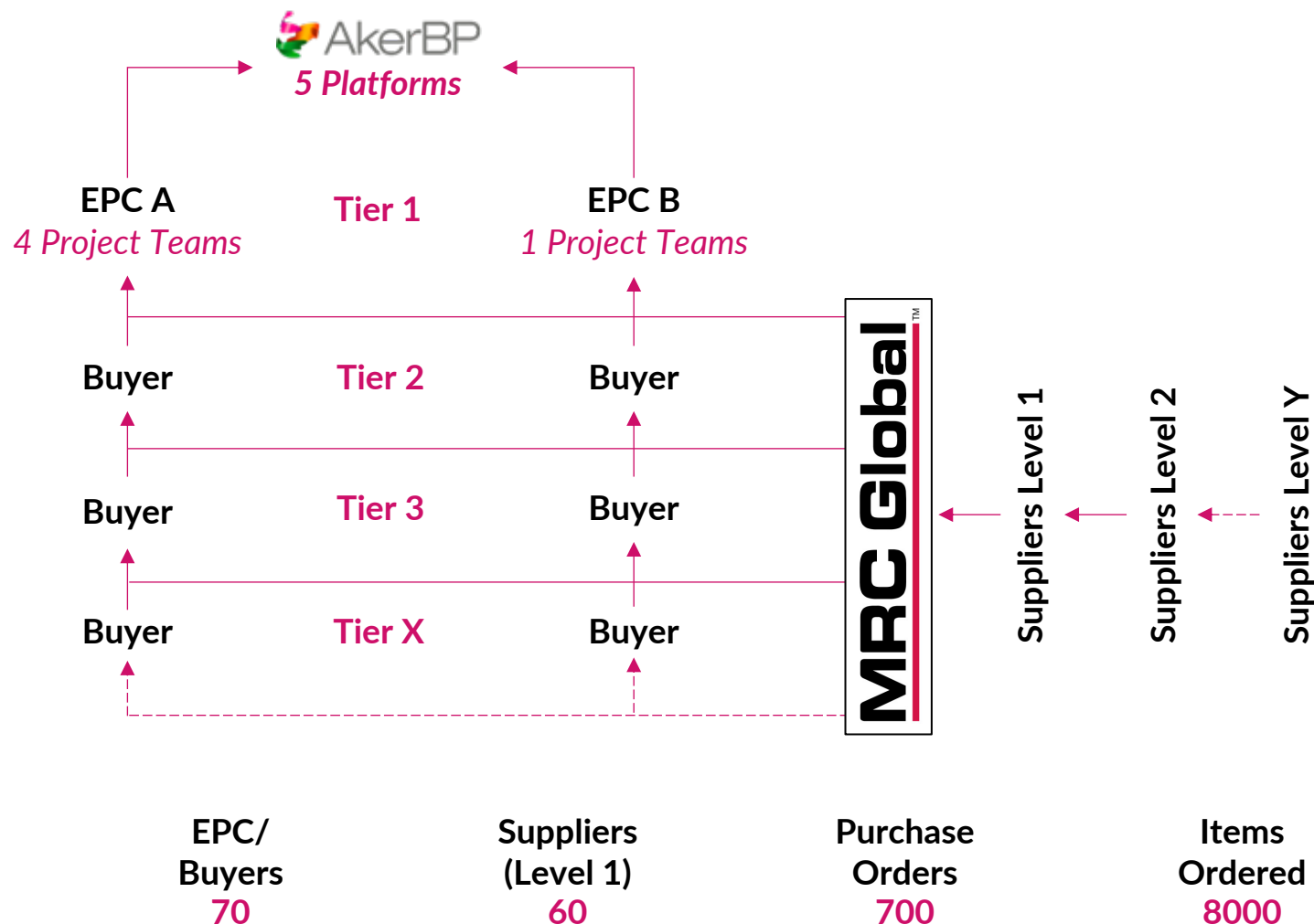


Show Case: Valves



- ✓ Detailed portfolio overview
- ✓ Building One Team culture throughout the value chain
- ✓ Regular status meetings w/ buyers, agents & suppliers
- ✓ Monthly “Valve Forum” between Aker BP & EPCs
- ✓ Breaking the project silos
- ✓ Two central EPC competitors working as One Team
- ✓ Resolve conflicts of interest

Show Case: MRC Global Norway AS



«Safeguarding Team is a new concept that has contributed positively for us from day one.

Real compliance with the concept of Teamwork throughout the value chain.

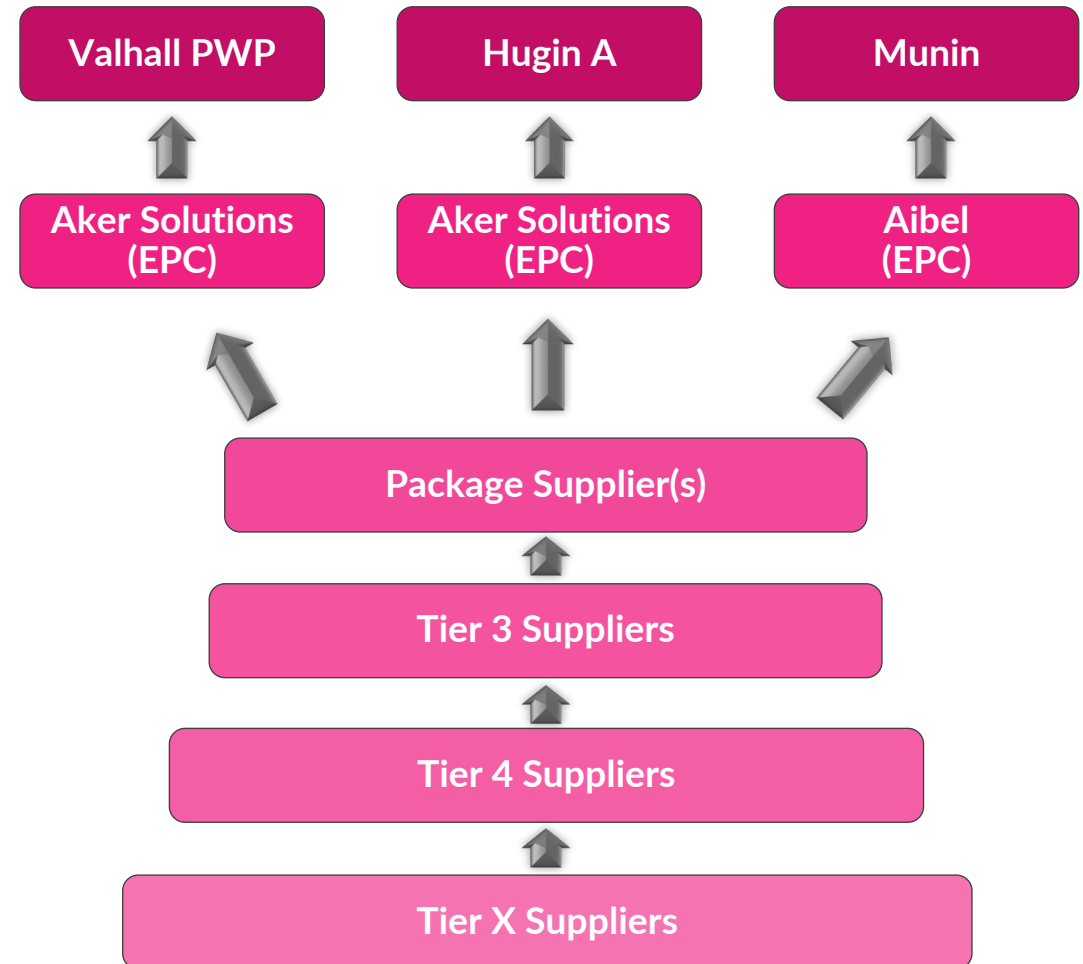
Great focus on teamwork, through proactivity in finding good solutions for smooth project execution.

Model for compliance for upcoming projects»

Anders Landa
Managing Director MRC Global Norway AS

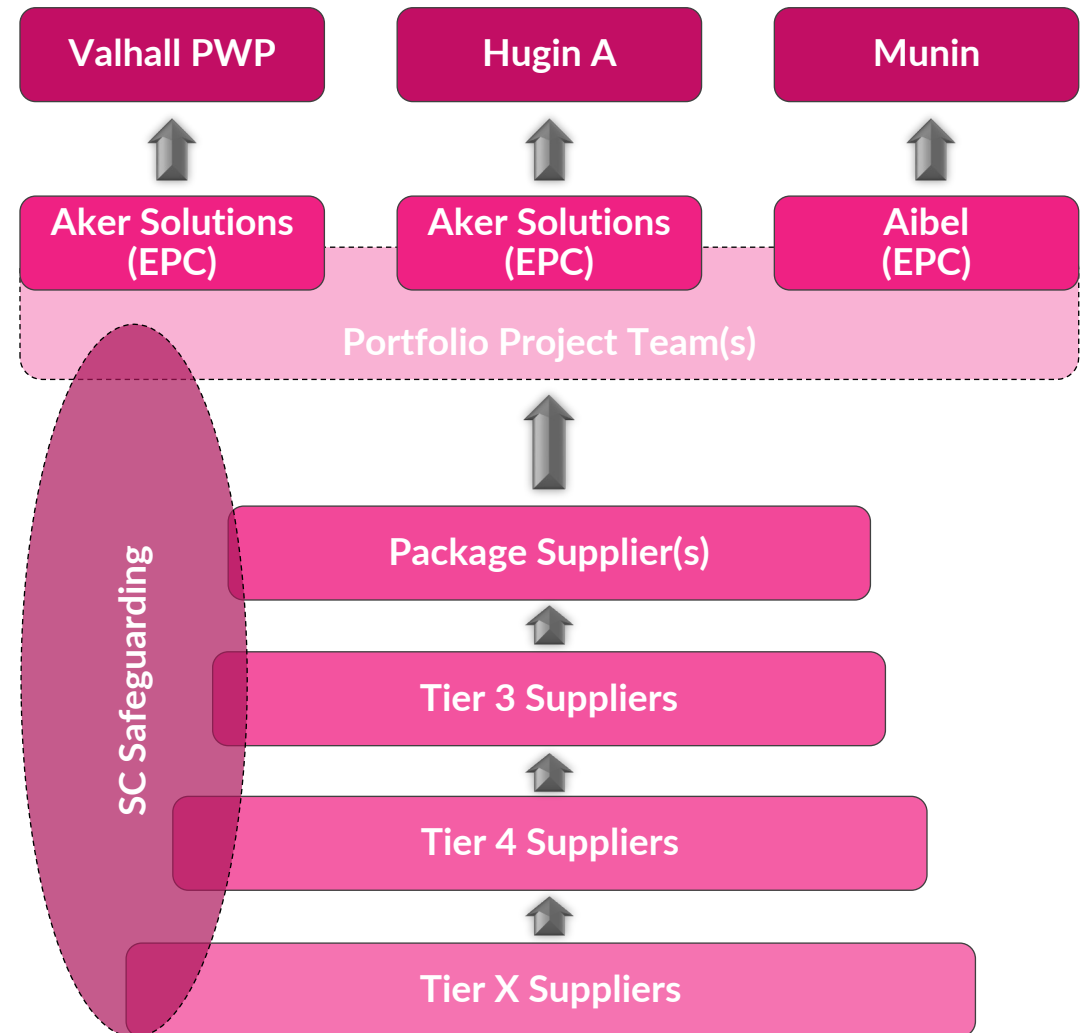
Show Case: Package follow-up

- Package suppliers delivering to multiple projects, and some through different EPC's
 - Suppliers' workload
 - Product delivery vs complex EPC/portfolio delivery
 - Potential conflict of interest



Show Case: Package follow-up

- Package suppliers delivering to multiple projects, and some through different EPC's
 - Suppliers' workload
 - Product delivery vs complex EPC/portfolio delivery
 - Potential conflict of interest
- Portfolio project teams working across delivery lines and EPCs
 - Harmonization
 - Optimization/ Debottlenecking
 - Support/ Expediting
- Supplier relationship
 - Sponsors, Steering Committees, Site Teams





"You need all the small pieces to see the big picture"



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