

# SPE Workshop

## Oil & Gas Logistics and Supply Chain Management

4 – 5 MARCH 2019  
KUALA LUMPUR, MALAYSIA



Supply chain management is the flow management of goods and services, and involves the movement and storage of raw materials, work-in-process inventory and finished goods from the point of origin to the point of final consumption. Logistics play an essential role to ensure a safe, timely and cost-effective delivery. Without efficient and well-organised logistics, it is challenging for supply chain to support the business and help gain greater competitive advantage. Hence, exploring alternatives backed up by continuous improvement approaches is paramount to the current business environment to help create a different landscape for the oil and gas industry.

Problems keep arising with ripple effects, in the delivery of in-bound materials, transporting produced oil or gas from the field to its targeted location and transferring crew to remote locations. Logistics and supply chain fraternities face challenges in focusing on traditional energy supply chain models and implementing a highly integrated approach to reduce logistics costs. In addition, the provision of transport and logistics services currently faces unprecedented complexity and price erosion. Other challenges faced in this industry include health, safety, security, and environment management; complex operations with multiple stakeholders, abandoned materials, delays and unclear accountabilities, data management, including end-to-end supply chain visibility and management, materials monitoring, and more.

Adoption of technologies such as automation, business intelligence, data analytics, Internet of Things (IoT) and mobility solutions have largely contributed to better forecast planning, cost control, enhanced efficiencies with simplified work processes and seamless collaboration. Data is being used to foster collaboration between teams. It also allows organisations to reach a level of precision in decision making and extend their boundaries. Hence, it is important to understand how value is created for end users and consumers, and how it is integrated within end-to-end supply chains.

### Session Highlights

Demand Management	Innovative Procurements	Resource Planning and Management	3rd Party Logistics
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Cross-Industry Exposures – Supply Chain Management Best Practices	Success Stories/Lessons Learnt in Logistics Operational Challenges
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Digitalisation – Improved Efficiencies and Cost Optimisation	New Industry Collaboration – Interdependency or Co-dependency Contracting Relations?
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FOR SUPER EARLY BIRD DISCOUNT!**

### Who Should Attend

Professionals involved in:

- Asset Management
- Capacity and Operations Planning
- Contracting and Procurement
- Drilling and Well Services
- Freight, Transportation and Logistics
- Health, Safety and the Environment (HSE)
- Information System / Technology
- Materials / Inventory Management
- Project Management
- Purchasing
- Strategic Sourcing and Category Management
- Supply Chain Management / Strategy



### Technical Programme Committee

#### CO-CHAIRS

**Shahniza Md Daud**  
Head Engineering,  
Construction & Maintenance  
**PETRONAS**

**Sharudin Rahim**  
Senior Supply Base and Material  
Management Manager  
**Sabah Shell Petroleum  
Company**

#### COMMITTEE MEMBERS

**Hans Joseph Rausch Restrepo**  
Head of Supply Chain  
Management  
**Bumi Armada**

**Tuan Mohd Badri Tuan Ismail**  
Inventory Manager  
**PETRONAS**

**Mahamad Azmi**  
Supply Chain Manager  
**EnQuest Petroleum  
Production Malaysia Limited**

**Zaihanor Liza Zainal Abidin**  
Inventory Management  
Supervisor  
Supply Chain Management  
**Repsol**

**Arumugam Manickam**  
National Project Manager  
**Kuehne + Nagel Sdn Bhd**

**Rodney Barretto**  
Head of Category Management  
& Operations Procurement  
**Sapura Energy**

**K Govindadas**  
Senior Manager – Logistics &  
Materials  
**Murphy Oil Corporation**

**Tan Wei Leang**  
Sourcing Manager – South East  
and Asia  
**Schlumberger**

**Armizi Alias**  
Head Warehouse Management  
Logistic – West Malaysia  
**PETRONAS**

**Alahdal A. Hussein**  
Business Development  
Manager  
**Well Experts Services Sdn Bhd**

**Azmir Azam M Ramli**  
Manager  
**PETRONAS**

#### WORKSHOP ADVISOR

**Gary Ong Swee Hong**  
Subject Matter Expert (SME) - OCTG  
**PETRONAS Carigali Sdn Bhd**  
Member, SPE Asia Pacific Regional Technical Advisory Committee

**GROUP REGISTRATION AVAILABLE!**  
Contact us at [spekl@spe.org](mailto:spekl@spe.org) to arrange your group.

[go.spe.org/19WM06W](http://go.spe.org/19WM06W)

# Workshop Objectives

The aim of the workshop is to be an avenue for oil and gas industry practitioners of various disciplines, supply chain experts, service providers and stakeholders to discuss and share best practices as well as lessons learnt and experiences in delivering more cost-efficient results through better decision making. The aim is to ultimately progress further in the current oil price environment while ensuring HSE is not being compromised and efforts are focused on optimising cost and elevating process efficiency.

## WORKSHOP STATISTICS



10+

hours of peer-to-peer networking opportunities



30+

hours of knowledge sharing and technical discussion



30

expert-led technical discussion topics

## ATTENTION NON-MEMBERS: Join our worldwide membership!

Non-member full workshop attendees can join SPE at no additional cost. Look for your exclusive offer by email shortly after the event.

## LEAGUE OF VOLUNTEERS



## Engage • Support • Contribute

Join our league of dedicated members who provide the energy that makes our society work.

- Enhance your leadership skills
- Contribute to programmes and activities with your knowledge and experience
- Meet and network with members near you and around the globe
- Demonstrate thought leadership in your area of expertise and interest at both local and international levels

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Contact us at [volunteer@spe.org](mailto:volunteer@spe.org) for more information

## TECHNICAL PROGRAMME PREVIEW

### MONDAY, 4 MARCH 2019

0800 – 0850 Arrival of Delegates and Registration

0850 – 0900 Safety Announcement by Hotel

0900 – 1000 **Session 1: Welcome and Introduction**

Co-Chairs: Shahniza Md Daud, **PETRONAS**; Sharudin Rahim, **Sabah Shell Petroleum Company**

1000 – 1030 Group Photo/Coffee and Tea Break

1030 – 1230 **Session 2: Demand Management**

Session Managers: K Govindadas, **Murphy Oil Corporation**; Azmir Azam M Ramli, **PETRONAS**

The industry is on the verge of transition yet demand management has always been challenging with tough forecasting issues.

Demand management need solutions to bridge gaps across the value chain by allowing transparency. Systems that are customer-transparent will give oilfield service providers the flexibility to match their people, processes, and technology to customer/operator objectives, resources, and infrastructure, while maintaining consistency across disciplines and geographies.

Recent technological trends such as the push for real-time downhole diagnostics, inter-company social networks, knowledge capture/transfer, automated/preventative maintenance and GPS inventory tracking are shaping the industry today. It is crucial for oil and gas operators to keep up with these as they pave the way for process optimisation, fostering new collaboration and integrated data streams.

This session will unveil how mature are we in the demand planning and ways to overcome issues in:

- Forecasting processes
- Materials management
- Inventory mismatch
- Contingencies planning

1230 – 1330 Networking Luncheon

1330 – 1530 **Session 3: Innovative Procurements**

Session Managers: Hans Joseph Rausch Restrepo, **Bumi Armada**; Tan Wei Leang; **Schlumberger**

With the dynamic nature of the oil and gas industry, comes the requirement for the supply chain function to respond and secure financial performance. This session covers the strategies that can be implemented to ensure the supply chain function is equipped to respond to the ever-changing market, including:

- Execution of P&L-focused sourcing strategies
- Frame and pricing agreements: Executing the sourcing strategy
- Implementation of efficient throughput management structures (JIT, VMI, consignment, pay per performance, in-plants, logistics providers, non-PO)
- Consolidation of procurement transactions service centre to achieve efficiency and drive agreement utilisation
- Digital procurement and advanced analytics
- Transparency and ethics: Internal control of segregated functions during purchase
- Procurement governance

The abovementioned topics follow a natural flow down the value chain. Starting from the definition of demand forecast and identification of sourcing events, which will have a P&L effect in the short- and medium-term; followed by the closure of pricing agreements and consolidating spend to achieve transactional efficiency; and finally, establishing innovative execution models to achieve transactional optimisation and closing the loop with governance. The implementation of these strategies equips supply chain professionals with the tools to align themselves to the financial objectives of the company and to support the dynamic nature of the business.

1530 – 1545 Coffee and Tea Break

1545 – 1745 **Session 4: Resource Planning and Management**

Session Managers: Sharudin Rahim, **Sabah Shell Petroleum Company**; Armizi Alias, **PETRONAS**

Resource planning and management of supply chain activities are crucial when implementing safe, seamless, efficient and effective end-to-end operations. This requires an integrated chain of communication of different organisations or functions, internally and externally, from understanding of the demand/requirement, planning the right level resources, contracting strategies and eventually timely execution of activities. The main purpose is to ensure uninterrupted supply of production and/or cost associated with execution of work at worksites.

This session will help you:

- Understand underlying issues or concerns in the planning of key resources such as aviation, marine, land and supply base/material management
- Identify source of planning when gathering demand forecast
- Determine key strategies to address the issues/concerns
- Delve into untapped solutions such as enabling digitalisation and implementing other continuous improvements

## POSTER SOLICITATION & INFORMATION

All participants are encouraged to prepare a poster for the Workshop. Presentations on both research and field experience are welcomed. Posters, including unconfirmed / partial results, are to be presented at an assigned time and are open for discussion. Posters will be on display for the entire Workshop period.

When preparing your poster:

- Avoid commercialism. No mention of trademarks / product name
- Poster size should be approximately 0.8m x 1.2m (W x H) or size A0 in portrait layout
- Identify topic by title, affiliation, address, and phone number
- Include a brief abstract that summarises the technology to be addressed
- Make the display as self-explanatory as possible
- Place the information in sequence: beginning with the main idea or problem, method used, results, etc. (Draw a plan keeping the size and number of illustrations in mind)
- Keep illustrations simple by using charts, graphs, drawings, and pictures to create interest and visually explain a point
- Use contrasting colours
- Use large print for narrative materials. (We suggest a minimum of 24 points or 3" high letters for the title)

\*Note that the Workshop Programme Committee will review all poster abstracts / materials prior to display, and reserves the right to refuse permission to display any poster considered to be commercial in nature. If you are interested to participate, please email your proposed topic with a short abstract (between 200-300 words) to **Renee Wong** at [rwong@spe.org](mailto:rwong@spe.org) by **Friday, 1 February 2019**.

The Society of Petroleum Engineers (SPE) is a not-for-profit organisation. Income from this event will be invested back into SPE to support many other Society programmes. When you attend an SPE event, you help provide even more opportunities for industry professionals to enhance their technical and professional competence. Scholarships, certification, the Distinguished Lecturer programmes, and SPE's energy education programmes Energy4me are just a few examples of programmes that are supported by SPE.

## Session 5: Cross-Industry Exposures – Supply Chain Management Best Practices

Session Managers: Zaihanor Liza Zainal Abidin, **Repsol**; Rodney Barretto, **Sapura Energy**

This session features a panel of cross-industry supply chain experts sharing current best practices, novel technologies, success stories or lessons learnt in supply chain management. Relevant industries include:

- Aerospace • Automotive • Chemical • Freight Forwarding and Logistics
- FMCG • Marine • Telecommunication and so on

This session will collate valuable insights and share different perspectives from various industries to help leverage and keep up with the following trends:

- Driving supply chain's digital transformation
- Fostering innovations in procurement and contracting processes
- Increasing supply chain network optimisation
- Improving resource management: Shaping the modern workforce and implementing process automation

An open forum will follow after each industrial sharing for participants to discuss and brainstorm how best to replicate successes in other industries to help overcome current barriers in the oil and gas industry.

1845 onwards Welcome Dinner

## TUESDAY, 5 MARCH 2019

### 0830 – 1030 Session 6: Success Stories/Lessons Learnt in Logistics Operational Challenges

Session Manager: Armizi Alias, **PETRONAS**

Every vertical industry presents unique logistical challenges, but none is as complex as the oil and gas industry. This session will present various sharing of success stories and lessons learnt from the point of view of both operating companies and service providers.

Key logistics operational challenges that will be discussed in this session include:

- Safety and Compliance
  - o Ensuring HSE performance and improve reliability for marine vessels, choppers to cope with high demand, unplanned requirements from operations and adverse weather conditions.
  - o Managing vessel breakdown and regulatory compliance
- Vendor Management
  - o Improving coordination of vessel requirements for different projects (i.e. Cost-plus via main contractor or source through logistics)
- Cost Optimisation and Operational Efficiency
  - o Maintaining effectiveness and efficiency of existing vessels in fulfilling assets requirement
  - o Managing high costs in logistics due to increasing demand
  - o Developing comprehensive plans to resolve issues such as:
    - I. Last minute vessel requirements
    - II. Hiring higher specification vessel than the actual requirement
    - III. Late delivery of vessel
    - IV. Limited Malaysian flag vessels with acceptable speed and well maintained condition and so on
- Alternative Offshore Transportation

### 1030 – 1045 Coffee and Tea Break

### 1045 – 1245 Session 7: 3rd Party Logistics

Session Managers: Arumugam Manickam, **Kuehne + Nagel**; Tuan Mohd Badri Tuan Ismail, **PETRONAS**

Time-sensitive deliveries, lean inventories and shorter product lifecycles are placing greater demands on supply chain. Shippers have greater expectations of what they want their logistics providers to accomplish and the proper alignment of those expectations is the key to guarantee success for both parties. Shippers are continuing to collaborate with 3PLs to strengthen their relationships and optimise the supply chain. In today's marketplace, customers of all types are better informed and expectations are increasingly set higher. The growth of e-commerce, increased consumer demands and the speed at which new technologies enter the market makes supply chain more relevant. This comes as demand patterns shift and new competitors entering the market place, challenging previously established business models. Conversations surrounding supply chain have made their way into the boardroom and an effective supply chain can be the key differentiator between businesses in all sectors.

## SPONSORSHIP SUPPORT INFORMATION

Sponsorship support of the event helps offset the cost of producing workshops and allows SPE to keep the attendance price within reach of operation-level individuals, those who benefit most from these technical workshops.

Supporters benefit both directly and indirectly by having their names associated with a specific workshop. While SPE prohibits any type of commercialism within the workshop room itself, the Society recognises that supporting companies offer valuable information to attendees outside the technical sessions.

### SPONSORSHIP CATEGORIES

Sponsorship categories are offered on a first-come basis. Please contact SPE to enquire and verify the availability of categories. Existing supporters have the opportunity to renew the same level of support for annual workshops.

### SPONSORSHIP BENEFITS

In addition to onsite recognition, SPE will recognise sponsors on the SPE website and in all printed materials for the workshop. Based on the category selected, supporting companies also receive logo visibility on promotional workshop items.

### FOR MORE INFORMATION

For a detailed list of available sponsorship opportunities, including benefits and pricing, contact **Renee Wong** at [rwong@spe.org](mailto:rwong@spe.org).

## GENERAL INFORMATION

### DOCUMENTATION

- Proceedings will not be published; therefore, formal papers and handouts are not expected from speakers.
- Work-in-progress, new ideas, and interesting projects are sought.
- Note-taking by attendees is encouraged. However, to ensure free and open discussions, no formal records will be kept.

### WORKSHOP DELIVERABLES

- The committee will prepare a full report containing highlights of the Workshop and the report will be circulated to all attendees.
- Powerpoint presentations will be posted online and provided to attendees after the Workshop. Provision of the materials by Discussion Leaders will signify their permission for SPE to do so.

### COMMERCIALISM

In keeping with the Workshop objectives and the SPE mission, excessive commercialism in posters or presentations is not permitted. Company logos must be limited to the title slide and used only to indicate the affiliation of the presenter.

### ATTENDANCE CERTIFICATE

All attendees will receive a Workshop attendance certificate. This certificate will be provided in exchange for a complete Attendee Survey Form.

This session will address the following topics:

- Current state of the 3PL market
- Blockchain for supply chain
- Automation/Digitisation in supply chain
- Risk and resilience in Shipper-3PL relationships

### 1245 – 1345 Networking Luncheon

### 1345 – 1545 Session 8: Digitalisation – Improved Efficiencies and Cost Optimisation

Session Managers: Shahniza Md Daud, **PETRONAS**; Alahdal A. Hussein, **Well Experts Services**

Digital transformation is the profound transformation of business and organisational activities, processes, competencies and models to fully leverage the changes and opportunities of a mix of digital technologies and their accelerating impacts across society in a strategic and prioritised way, with present and future shifts in mind. Digitalisation rapidly revolutionises every industry it touches. While the oil and gas industry is a latecomer industry when it comes to digitalisation, it is crucial that the industry accelerates the pace of adoption to seize the benefits and avoid being left behind. Digital transformation is not just about disruption or technology. The development of new competencies revolves around the capacity to be more agile, people-oriented, innovative, customer-centric, streamlined, efficient and able to induce opportunities to change the status quo as well as to tap into new information and service-driven revenues. The success of the integration /convergence of technologies depends on the collaboration in diversity and involvement of people across the board.

This session will discuss digital transformation in oil and gas logistics and supply chain, its benefits and challenges, and how to adapt to the changes it poses. Topics of discussion will include:

- Real-time monitoring and operational visibility to improve efficiencies and optimise cost
- What the business is delivering and what the customers are expecting
- How will the transformation disrupt conventional business/market
- Effective change management: Controlling change and helping people adapt to change
- Creating an integrated learning solution for a borderless business
- Digital logistics ecosystem: The benefits of having an integrated logistics management system
- Going digital in logistics: Challenges and opportunities
- Data analytics and machine learning for automated predictive logistics processes and improved resources optimisation

### 1545 – 1600 Coffee and Tea Break

### 1600 – 1800 Session 9: New Industry Collaboration – Interdependency or Co-dependency Contracting Relations?

Session Manager: Mahamad Azmi, **EnQuest Petroleum Production Malaysia Limited**

Collaborative relationship, also known as joint partnership, is where two or more companies work together to achieve common goals, make good use of the available resources of each partner and increase competitive advantage. In supply chain management, collaborative relationships are contrasted with 'adversarial' or 'arm's length' relationships. In the age of globalisation, where businesses are conducted across borders, cultures and sectors, effective industry collaboration can help companies to make the most of internal and external alliances to achieve greater business success. The essence of collaborative partnership is for all parties to mutually benefit from working together.

Topics include:

- Success factors for the collaboration
- Joint tendering amongst customer organisations
- Early contractor involvement
- Technology enablers for cross-organisation collaboration
- Legal and operational challenges for collaboration
- Collaboration success stories
- Supplier development programme

### 1800 – 1830 Session 10: Workshop Summary and Closing Remarks

Co-Chairs: Shahniza Md Daud, **PETRONAS**; Sharudin Rahim, **Sabah Shell Petroleum Company**

### CONTINUING EDUCATION UNITS

This Workshop qualifies for SPE Continuing Education Units (CEU) at the rate of 0.1 CEU per hour of the Workshop.

### TRAVEL/VISA

Attendees are advised to book their airline tickets early. All travellers must be in possession of passports valid for at least six (6) months with proof of onward passage. Contact your local travel agent for information on visa requirements.

### DRESS CODE

Business casual clothing is recommended. The Workshop atmosphere is informal.

### REGISTRATION FEE

- Registration fee ONLY includes all workshop sessions, coffee breaks and luncheons for the registrant.
- Accommodation is NOT included. SPE will provide details of recommended hotels upon receipt of your registration.

### REGISTRATION POLICY

- Registration fee MUST be paid in advance for attending the Workshop.
- Full fixed fee is charged regardless of the length of time the registrant attends the Workshop, and cannot be prorated or reduced for anyone.

# REGISTRATION FORM

SPE WORKSHOP:  
**Oil & Gas Logistics and Supply Chain Management**  
 4 – 5 March 2019 | Kuala Lumpur, Malaysia



## ATTENDEE INFORMATION

SPE Member	<input type="checkbox"/> Yes	<input type="checkbox"/> No	Membership Number	
First Name			Last Name/Family Name	
Job Title				
Company Name				
Mailing Address				
City		State/Province		
Postal Code		Country		
Office Phone		Office Fax		
Direct Line		Mobile Phone		
Email Address				

**Do you wish to be considered a Discussion Leader (10-15 minutes presentation)?**  Yes  No  
 If yes, please indicate the subject/topic on which you would like to present:

**Please state your Technical Discipline (Select one ONLY):**

<input type="checkbox"/> Completions	<input type="checkbox"/> Drilling	<input type="checkbox"/> Health, Safety and Environment
<input type="checkbox"/> Management and Information	<input type="checkbox"/> Production and Operations	<input type="checkbox"/> Projects, Facilities and Construction
<input type="checkbox"/> Reservoir		

**Please state your expectation for the Workshop, so that we can tailor a portion for the Workshop to answer attendees' concerns.**

**I would like to receive updates on products, services and events from SPE.**  Yes  No  
 If yes, your information will be used in accordance with SPE Privacy Policy and you can unsubscribe at any time by sending your request to [spekl@spe.org](mailto:spekl@spe.org).

## REGISTRATION FEES

SUPER EARLY BIRD REGISTRATION BY 9 JANUARY 2019		EARLY BIRD REGISTRATION BY 1 FEBRUARY 2019		REGISTRATION AFTER 1 FEBRUARY 2019	
SPE Member	Non-Member	SPE Member	Non-Member	SPE Member	Non-Member
<input type="checkbox"/> USD 1,500.00	<input type="checkbox"/> USD 1,700.00	<input type="checkbox"/> USD 1,600.00	<input type="checkbox"/> USD 1,800.00	<input type="checkbox"/> USD 1,700.00	<input type="checkbox"/> USD 1,900.00

## TERMS & CONDITIONS

**Registration Fee**

- Fee includes workshop sessions, workbook, certificate, daily luncheons and coffee breaks.
- Fee DOES NOT include accommodation. SPE will provide details of recommended hotels upon receipt of your registration.
- Registration of participant will only be confirmed upon registration and receipt of full payment or an acceptable employer's letter of guarantee.
- All outstanding payments must be received on or prior to the date of the event for participants to be allowed to attend. SPE reserves the right to cancel the registration if no payment is received prior to or on the date of the event.
- Full fee is charged regardless of the length of time the Participant attends the event and cannot be pro-rated.

**Taxes**

- Fee are made free and clear of, and without any deduction or withholding for and on account of, any taxes, duties or other deductions. Any such deduction or withholding, if required by the laws of any country are the sole responsibility of the Participant.

**Cancellation Policy**

- A processing fee of USD150.00 will be charged for cancellation received thirty (30) days or more prior to the first day of the workshop.
- Registration cancelled between fifteen (15) days to twenty-nine (29) days prior to the first day of the event will be refunded 25% of the registration fees.
- Registration cancelled fourteen (14) days or less prior to the first day of the workshop will not be eligible for a refund.
- Participant who failed to attend will not be eligible for a refund.
- Cancellation must be notified in writing to SPE.

**Privacy Policy**

- SPE cares about the protection of your personal information. SPE's Privacy Policy describes your rights and choices regarding the personal information that you provide to us.
- SPE's Privacy Policy describes the practices regarding how SPE, through its affiliated corporate entities, collects, uses, discloses, or transfers the personal information that you share with us or that we collect about you when you become an SPE member, attend one of our events or visit our websites, or use our mobile applications.
- Please visit our website at [www.spe.org/about/privacypolicy.php](http://www.spe.org/about/privacypolicy.php) for further details on SPE's Privacy Policy. We reserve the right to amend the SPE Privacy Policy at any time and will place the latest version on our website.

**Disclaimer**

- SPE reserves the right to change the speaker(s), date(s), venue or to cancel the event should circumstance beyond its control arises.
- SPE reserves the right to cancel a Training Course if number of participants is not sufficient. A minimum of 30 days' notice will be given.
- SPE will not be liable to you for any damages, costs, losses or expenses of any kind incurred or suffered by you as a result of or in relation to SPE modifying, postponing or cancelling the event or any part of the event.
- The Participant acknowledges and agrees that by registering for this event, the Participant accepts these Terms and Conditions and agrees to be bound by them.

## PAYMENT METHODS

**Telegraphic Transfer**  
 Bank details will be provided in the invoice.

**Credit Card**  
 SPE accepts American Express, Visa, MasterCard and Diners Club and payment will be processed in US Dollars only.

To pay online, go to:  
[www.spe.org/go/19wm06](http://www.spe.org/go/19wm06).  
 For manual payment, you will receive an email with instruction on securely submitting your payment.



BASED ON THE MERIT OF EACH APPLICANT

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