

BUSINESS PLATFORM PRESENTATIONS

Oil & Gas Platform – Peter Bennett

26 June 2017





Business Overview

Business Development and Key Opportunities

External Market Outlook

Appendix 1: Safety Performance

Appendix 2: Australia & Asia Pacific Operations

Appendix 3: Americas and EMEA Operations





EXECUTIVE SUMMARY



Australian construction spending continues to be dominated by infrastructure spending:

- Few oil & gas operators are undertaking Greenfields projects in Australia, though expansions of existing projects are emerging.
- Mining companies are regaining the confidence required to invest in new project developments and project expansions.
- Australian state governments will invest large amounts of capital into new infrastructure projects over the next 10 years.

New trends are emerging:

- North American Midstream projects and LNG completions, commissioning and operations and maintenance.
- Regional neighbors i.e. Papua New Guinea are emerging as designations for new oil & gas investment.
- Future LNG clients are looking very different to current/previous ones, offering new opportunities.
- Gas to replace coal for power South Africa, Ghana.
- Decommissioning though likely to remain a few years away.

Clough must continue to evolve its strategy to reflect current market conditions.

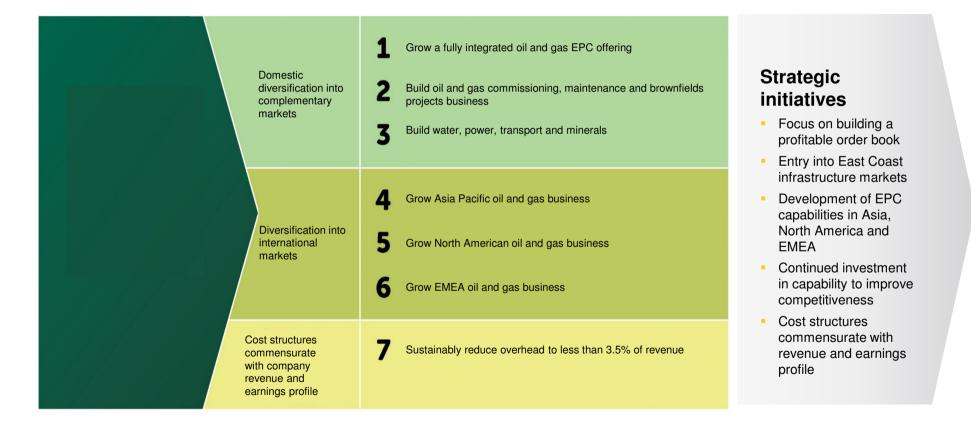
- Expansion of market focus and service offerings into complementary markets.
- Development/acquisition of EPC capability outside of Australia.
- Strong focus on operations and maintenance projects across the region.





BUSINESS OVERVIEW STRATEGIC OBJECTIVES







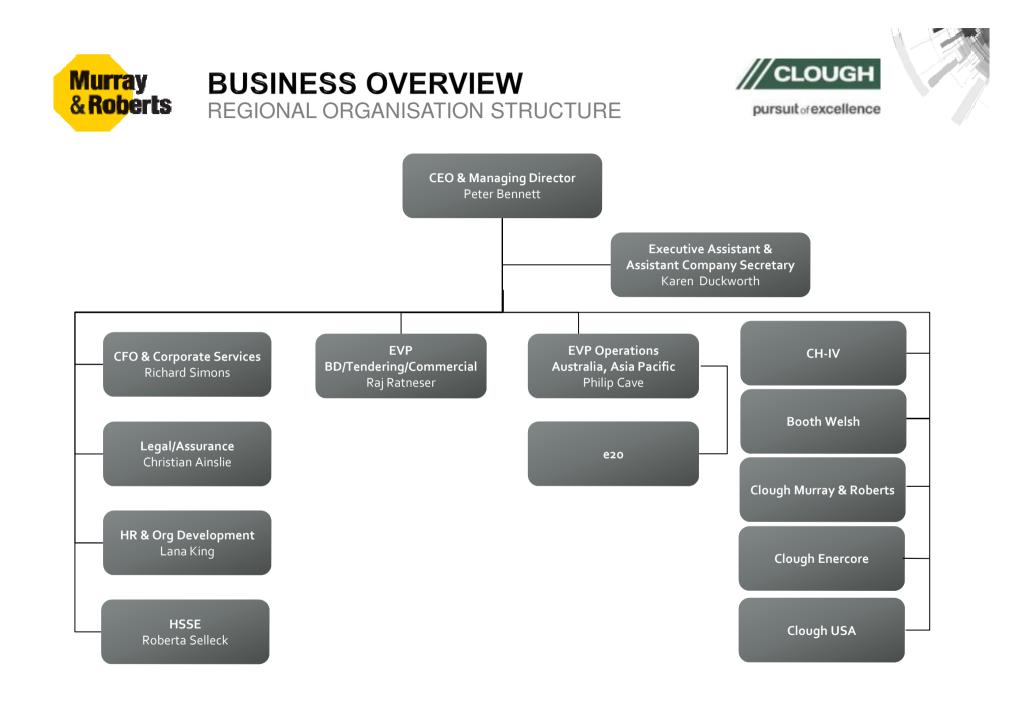
BUSINESS OVERVIEW FOCUSED BUSINESS MODEL





ENGINEER CONSTRUCT **OPERATE** Project Offshore & Onshore Brownfields **Near Shore Marine** Commissioning Consultancy Engineering **EPC/Construction** Products & Services Asset Operations, Maintenance, Shutdowns and Optimisation Solutions Engineering studies and Concept, FEED, Detailed EPC. D&C and Construct-only Import & Export Jetties & Onshore & Offshore Hook-up Terminals, Port Developments support to define and optimise Design & EPCM solutions and Commissioning assets







BUSINESS OVERVIEW STRATEGIC THEMES

LAL D



pursuit of excellence

Clough's strategy continues to evolve, reflecting changes in external market conditions. Clough's strategy remains intact, though execution must be the focus:

- New oil and gas development capital is flowing to regional neighbours such as PNG and South East Asia, rather than Australia.
- Clough is still developing a presence in the Australian onshore LNG Maintenance market.
- Mining developments and expansions provide new opportunities.
- Development/acquisition of Engineer, Procure, Construct (EPC) capability outside of Australia.
- The majority of new construction spending in Australia is public infrastructure.
- Competitive environment continues to intensify clients demand more than ever before.





CURRENT PROJECTS

WHEATSTONE HOOK-UP AND COMMISSIONING & ICHTHYS HOOK-UP AND PRE-COMMISSIONING









BUSINESS DEVELOPMENT OPPORTUNITIES AND RISKS

OPPORTUNITIES

- East Coast Australian state governments, NSW in particular, developing large infrastructure projects.
- 2. Regional neighbours such as PNG & SE Asia are seeing increased Greenfields spending and development opportunities.
- 3. Mining sector is growing in confidence and assessing brownfields EPC projects.
- Midstream and Commissioning and Brownfields services opportunities in North America.
- 5. Gas to Power, Water and Marine opportunities in Asia, Africa, and North America.

RISKS

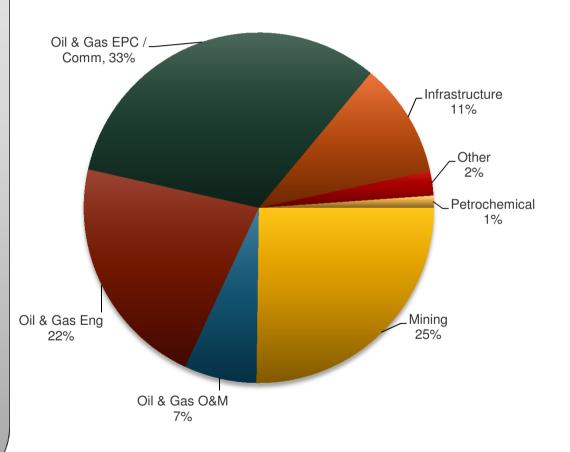
- Clients require contractors to accept elevated risk in project delivery for lower margins.
- 2. Smaller contract values, which still require the same level of business development and tendering efforts.
- 3. Some competitors are loss leading projects to secure revenue and/or enter new markets.
- 4. Lengthy and recurrent delays in the award of projects.
- 5. Lack of construction capability in North America.



BUSINESS DEVELOPMENT

- Oil and gas business accounts for majority of new work during FY18.
- Metals & Mining and Infrastructure divisions will be important contributors to revenue while oil and gas markets remain in transition.
- Diversification of Australian business into complementary markets is expected to develop new opportunities.
- Growth in international markets is also expected to yield new business opportunities.
- Majority of unidentified revenue consists of high potential opportunities.

FY18 New Work Revenue by Sector





KEY OPPORTUNITIES





Project: Tipton Expansion EPC Client: Arrow Energy Scope: EPC for the expansion of the Tipton Gas Plant in the Surat Basin.



Project: Surat Basin Gathering Infrastructure Client: Shell Scope: Construction of Water and Gas Gathering pipelines and associated infrastructure (Wellheads, Water Storage, Power Cable) for what was previously BG's tenements prior to take-over by Shell.



Project: Pluto Water Handling Module EPC **Client:** Woodside **Scope:** Detailed design, procurement, fabrication, installation, hook-up, precommissioning and commissioning of 1500t water handling module for retrofit on Pluto Offshore Platform.



KEY OPPORTUNITIES METALS AND MINERALS





Project: North Galilee Water Scheme Client: Adani Coal Scope: Stage A – Belyando Junction Pipeline EPC Stage B – Carmichael Pipeline EPC Stage D – Bore field and Pipeline to Mine Pipeline EPC.



Project Client: BHP Billiton Scope: The panel is focused on delivering mostly brownfield, sustaining capital projects with a significant amount of demolition and removal work.



Project: Client: Fortescue Metals Group Scope: Project involves the design and construction of the North Star Stage 2 – Port Desalination Plant adjacent to the Concentrate Handling Facility to be constructed at Anderson Point.



KEY OPPORTUNITIES INFRASTRUCTURE





Project: Batangas LNG Terminal Marine Works Client: JGC and Fluor Daniel (2 bids being prepared) Scope: LS EPC for demolition of an existing jetty and EPC for a new jetty.



Project: Papa LeaLea Power Station Client: Kumul/Oil Search Scope: EPC of 50MW Power Station to be built near the PNG LNG Site in Port Moresby as part of Papua New Guinea's Domestic Gas supply policy.



Project: HMAS Stirling Redevelopment Client: DORIC Group Scope: EPCM for infrastructure upgrade, new buildings, refurbishments, expansions and repairs. Two sub-scopes: 1) Concrete refurbishment of wharves. 2) Steel fenders and piles refurbishment.







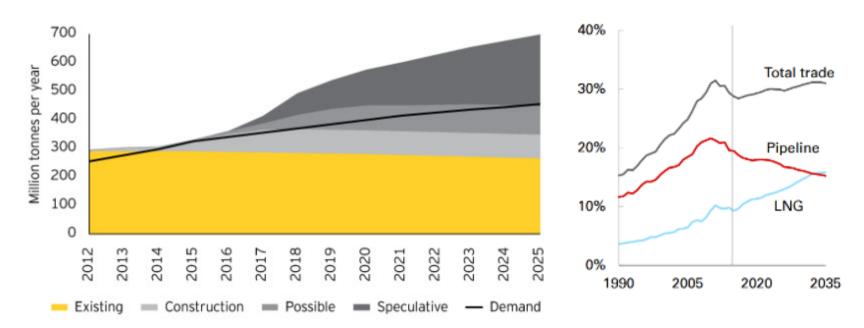






Global LNG capacity and demand

Growth in Natural Gas Trade



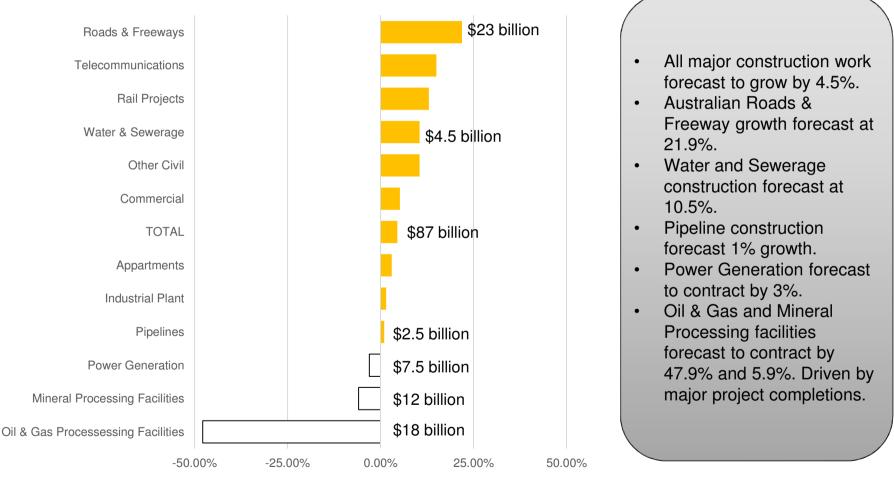
Source: EY assessments of data from multiple sources

- Global LNG markets are forecast to remain in over supply until at least 2021/2022, after which, supply/demand imbalances favour new developments. New supply is likely to come from USA, South East Asia, Middle East and Africa.
- Australian operators are examining future brownfields expansions of existing projects; however, they are likely to receive investment decisions during 2019 and 2020. Operations and maintenance projects are still available, though remain small.





2017/18 Construction Outlook*



* Australian dollars



FUTURE GROWTH PAPUA NEW GUINEA



 Papua New Guinea is reemerging as an opportunity, due to significant resource endowments, low cost environment and access to export markets.

- Clough is currently monitoring a number of high value opportunities.
- Clough are assessing expanding existing in-country operations to further develop opportunities.
- Clough is a well established brand in Papua New Guinea having completed several previous projects.
- JV and partnering strategy is already in place and operating.











• Midstream gas opportunities align to Clough's strengths.

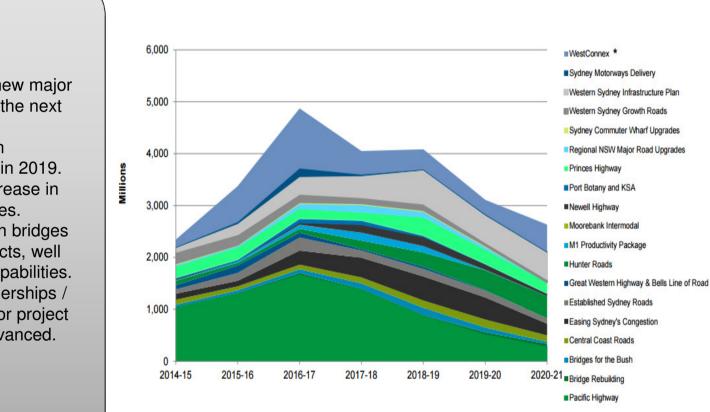
- The emergence of USA gas export markets will drive future growth in LNG and Marine opportunities.
- Canadian LNG market provides early stage marine opportunities.
- Brownfields opportunities including de-bottlenecking and expansion opportunities.
- Currently monitoring many high value opportunities.
- The acquisition of EPC/Construction capability will be a decisive factor in pursuing these opportunities.





FUTURE GROWTH NEW SOUTH WALES, AUSTRALIA





- AU\$ 15,7 billion in new major roads projects over the next five years.
- Peak of construction operations to occur in 2019.
- Projected 370% increase in tunnel lane kilometres.
- Major investments in bridges and tunnelling projects, well suited to existing capabilities.
- Joint venture / partnerships / alliance strategies for project delivery are well advanced.



BUSINESS PLATFORM PRESENTATIONS

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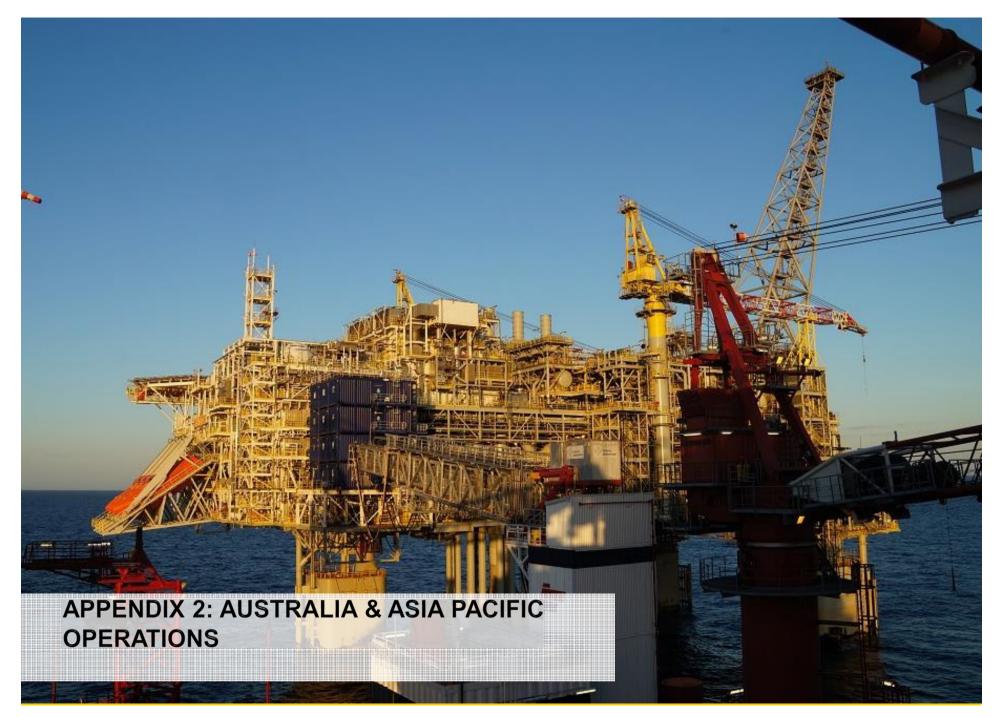
Appendix







Leading Mea	asures				Actual	Trend	Lagging Mea	sures			Actual	Trend
MAE Verfication Checks	12 M R				140	↑		12 M R			0.26	¥
	FYTD				143	♠	LTIF	FYTD			0.27	¥
	Month				121	$\mathbf{\Psi}$		Month			2.96	$\mathbf{\Psi}$
O&ľs	12 M R				158			12 M R			1.28	¥
	FYTD				158	•	TRIF	FYTD			1.10	$\mathbf{\Psi}$
	Month				163	$\mathbf{\Psi}$		Month			5.92	$\mathbf{\Psi}$
Haz Rep's	12 M R				218	1		12 M R			1.02	•
	FYTD				218	•	HPIF	FYTD			1.10	♠
	Month				178	↑		Month			0.00	•
HPHF	12 M R				0.77	•	LTI Free Days	-	•		3	¥
	FYTD				0.82	↑	TRI Free Days	-	•		3	$\mathbf{\Psi}$
	Month				0.00	↑	Environment	Month			0/3	•
		20%Below Target	Target				Security	Month			0/3	
		8	1	8					20%BelowTarget	Target		





AUSTRALIA & ASIA PACIFIC OPERATIONS YEAR END JUNE 2018



- Wheatstone Hook-up and Commissioning
- SHI Ichthys Central Processing Facility Hook-up and Precommissioning
- DSME Ichthys Floating Production Storage Offloading Facility Hook-up and Precommissioning
- Yara Maintenance Services
- Arrow Master Services
 Agreement
 - Mongolia Various Scopes





AUSTRALIA & ASIA PACIFIC OPERATIONS



e2o





INPEX Ichthys Onshore - 2 X LNG processing trains producing 8.9 million tonnes of LNG per annum. Commissioning Services including supply of Technicians and Supervision to support Client self execute commissioning and Start Up assistance for the LNG Onshore facility.

e2o have the same opportunity as the previously successful - Gorgon Blue Collar support, providing a means for Client to self execute commissioning and perform Start Up assistance for the LNG Onshore facility.

Torrens Island Power Station is located on Torrens Island, near Adelaide, South Australia and is operated by AGL Energy. It burns natural gas in eight steam turbines to generate up to 1,280 MW of electricity.

e2o have secured the primary support contract for AGLS's day to day requirements including a 60 person Planned Maintenance Outage likely to occur July for 4 – 6 weeks.



AGL
Torrens Island Power
Station
LOCATION: Adelaide SA
CLIENT: AGL
DURATION: 2016 - Current

Adetaide Aqua

SA Desalination Facility LOCATION: Adelaide SA CLIENT: Adelaide AQUA DURATION: 2009 - Current

JA SIEMENS

Siemens Australia LOCATION: Adelaide SA CLIENT: Siemens Australia DURATION: 2016 - Current



AUSTRALIA & ASIA PACIFIC OPERATIONS

CURRENT ENGINEERING PROJECTS



Active Projects:

Ngyjima Yin FPSO Slops Produced Water Permanent Solution

KGP MCGG Protection Relay Replacement Project.

North West Shelf Gas NRC Electrical & Instrumentation Engineering Services

KGP Emergency Flare Tip Replacement Project

Pluto LNG Engineering Services

Emergent Electrical Works

Offshore Electrical Small Projects - Ngyjima Yin FPSO and OKHA FPSO

KGP Level Gauges Glass Replacement

Karratha Gas Plant Electrical Small Projects

Completed Projects:

Electrical Engineering Response Support

Low Priority Generic Performance Standards

Pluto HAZOP Actions Close Out

KGP Battery Bank Replacement

Mono Barge Concept Study

KGP Electrical MOC Scope Definition

FPSO Arch Flash Detection System Installation

Onshore Modularisation of Nearshore Concept

Opportunities:

NWS ESD Testing Frequency Analysis Ongoing Brownfields Engineering Tenders



Active Projects:

Wheatstone ORM Project Support Secondments

Barrow Island Electrical Cable Crossing Study

Completed Projects:

Future Fields Impact Study and Program Report which included:

- Nitrogen Removal
- Acid Gas Vent Disposal
- Liquid Systems Debottlenecking
- Broader Nitrogen Impacts
- Execution Feasibility (delivery methods, tie-in work packs, scheduling)
- Third Trunkline Inlet Facilities
- Concept Select and CAPEX Estimate +/- 30%



Opportunities:

Further studies associated with Modifications to the Gorgon Facility.



Active Projects:

Cape Lambert Power Station - Engineering Support for Construction

Completed Projects:

Cape Lambert Power Station - Engineering Detailed Design and Procurement Support







Active Projects:

Devil Creek Plant Capacity Review

Varanus Island Compression Project Tie-in Point Review

Completed Projects:

Well Kill Process Review

Varanus Island Fire Water System Review

Harriet JV Onshore Abandonment Study

Ningaloo Vision LPSG Condensate Cooling Design

Opportunities:

Varanus Island Tank Retention Pond/Bund Relining Scope Definition



INPEX

Active Projects:

Completed Projects:

Engineering Services Contract

Directorate.

Opportunities:

INPEX

Offshore Operating Integrity Envelopes

VOR Coordinator Support - Secondment

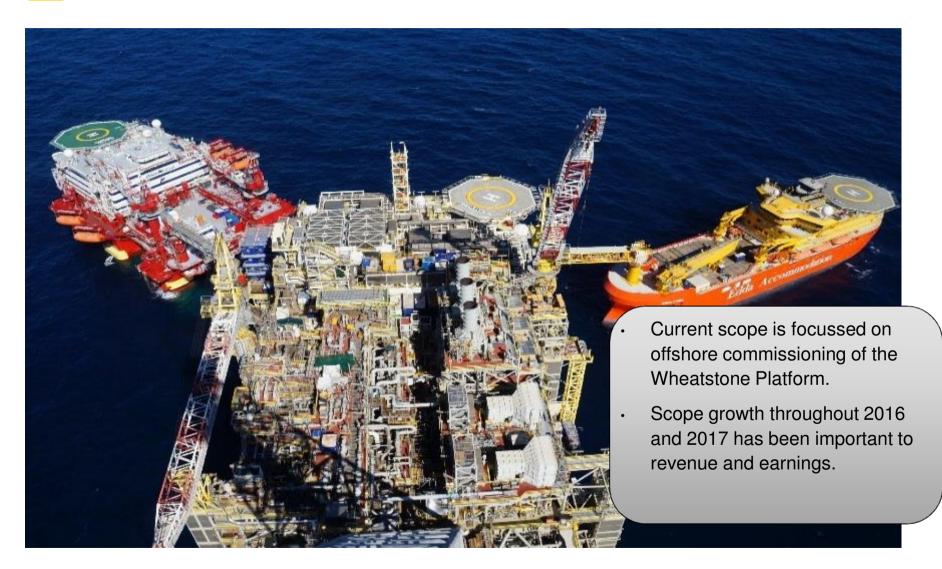
Offshore HAZOP Process Engineering Support

Process Engineering Support - Technical



AUSTRALIA & ASIA PACIFIC OPERATIONS WHEATSTONE HUC







AUSTRALIA & ASIA PACIFIC OPERATIONS



SHI – ICHTHYS CENTRAL PROCESSING FACILITY

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- Scope includes hook-up activities for the Ichthys Central Processing Facility.
- Also providing technical support • and assistance for precommissioning activities.
- Facility has moored in the • Ichthys field, offshore Western Australia.





AUSTRALIA & ASIA PACIFIC OPERATIONS



DSME – ICHTHYS FLOATING PRODUCTION STORAGE & OFFLOADING FACILITY



- Scope includes hook-up activities for the Ichthys Floating Processing Storage and
- Also provides technical support and assistance for precommissioning activities.
- Teams have mobilised to Korea and are providing support to the shipbuilding contractor.



AUSTRALIA & ASIA PACIFIC OPERATIONS YARA MAINTENANCE SERVICES





Ammonia Plant:

Ammonia plant commenced production in 2006, is one of the largest in the world and produces liquid ammonia for use locally and exported to Korea, Indonesia and other SE Asian markets via pipeline to Dampier port for export.

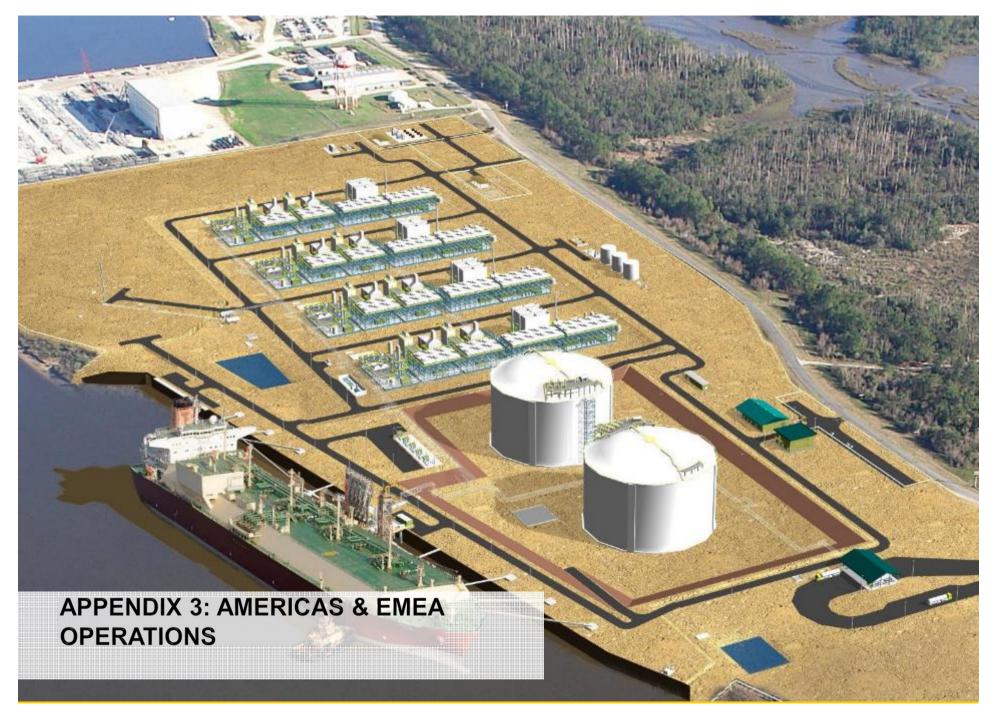
Technical Ammonium Nitrate (TAN) Plant:

Project just finished and commissioned. Feedstock is Ammonia that produces TAN prills for use as explosives for local mining.

Scope: Maintenance and Shutdown services.

Contracting Entity: Clough AMEC

Opportunity for growth: Ongoing projects scopes. Including some Engineering & design work.





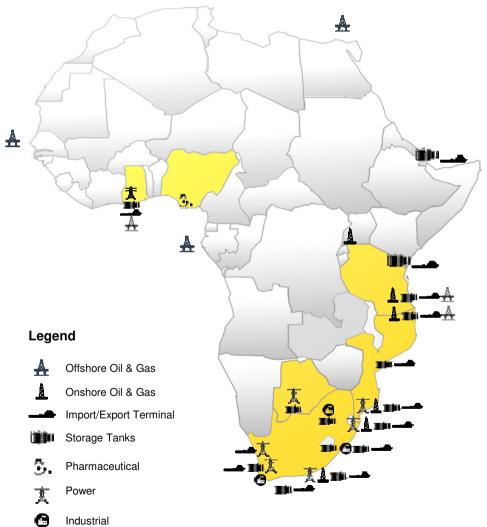
AMERICAS & EMEA OPERATIONS CLOUGH MURRAY & ROBERTS



Full asset life cycle engineering, procurement and project management services for:

- Concept
- Pre-FEED
- FEED
- Detailed Design
- EPCM
- Small to medium EPC
- Carved out scope packages on major EPC projects
- Brownfields and O&M services







AMERICAS & EMEA OPERATIONS

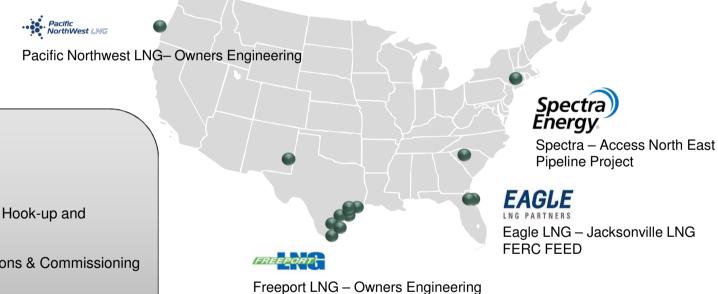






AMERICAS & EMEA OPERATIONS





FY18

- BP Mad Dog Phase 2 Hook-up and Commissioning.
- Freeport LNG Operations & Commissioning Support.
- Global expansion and growth South East Asia, South America and Europe.



AMERICAS & EMEA OPERATIONS CLOUGH ENERCORE





Focus on expansion of services and growth of existing operations. Providing additional support to global Clough group.

- LNG Plant Commissioning, Operations & Eng. -> AU\$0.5 10 Mil
- Various LNG Developments
- Engineering and Consulting -> AU\$0.1 5Mil
- TransCanada AU\$25Bil Near Term Projects
- Pipelines, Gas and Power Consulting Engineering -> AU\$0.2 1Mil
- Pipeline, Gas and LNG EPC Projects -> AU\$1 2Mil
- Brownfield Oil Sands and Greenfield Offshore OE -> AU\$1 5Mil





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