

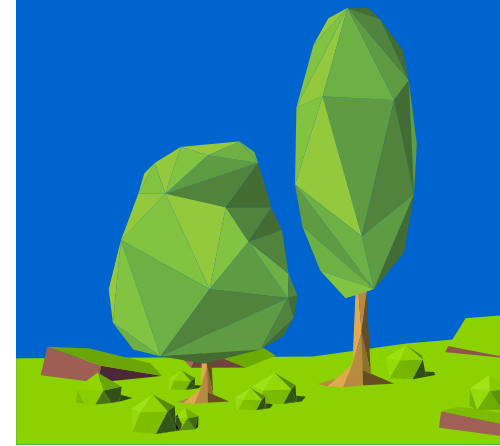


# NPS Engineering Services Company Profile

# Executive Summary

- ① Who we serve?
- ② What we deliver?
- ③ How we channel?
- ④ How we maintain?
- ⑤ What are our Key Resources?
- ⑥ What are our Key Activities?
- ⑦ Who are our Key Customers?
- ⑧ New Business Development
- ⑨ Company Profile: NPS ENGINEERING SERVICES SDN BHD

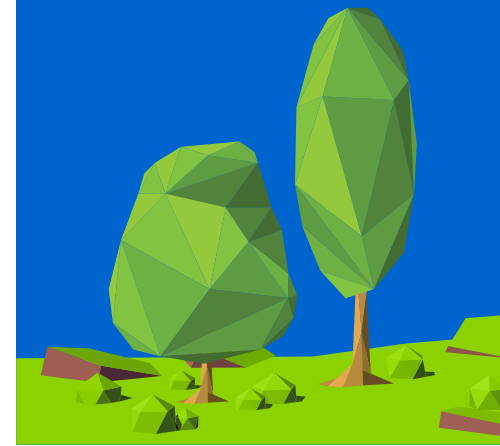
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# 1 Who we serve?

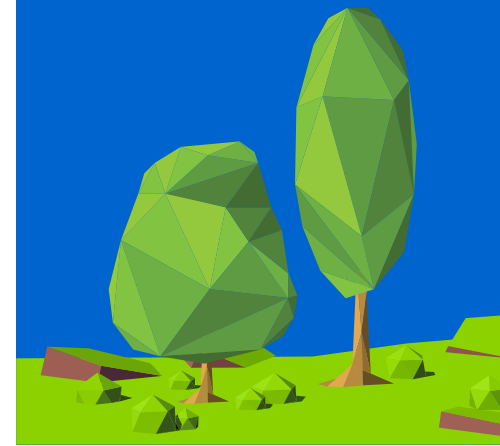
- We are creating value for 4 main segments:
  - a) Upstream
  - b) Midstream
  - c) Downstream
  - d) Services
- Our most important customers are:
  - a) E&P operators searching for/recovery and production of crude oil
  - b) Crude Oil Refineries/Processing/Power/Treatment Plants
  - c) Oilfield Equipment Manufacturer or Proprietary Manufacturer

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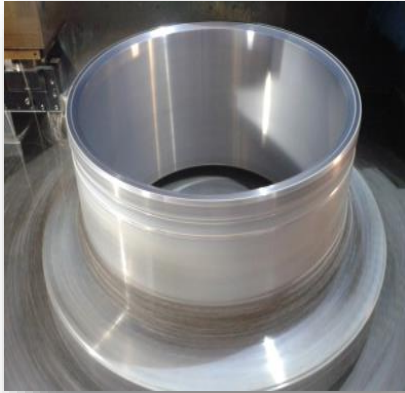
## 2 What we deliver?

- We deliver full range of medium-to-large and high complexity of engineering-machining services to the customers, for continuous commercial sustainability and reduce the environment risk impact
- We are helping customers and satisfying them to achieve:
  - a) A practical level of high and complex engineering-machining process;
  - b) Current technology and economic solutions to fit in their supply chain;
  - c) Challenges to obtain reasonable savings range, at right supply network.
- We are offering engineering services and solutions, at reasonable price to fit into customers' business plan with minimum risk impact.

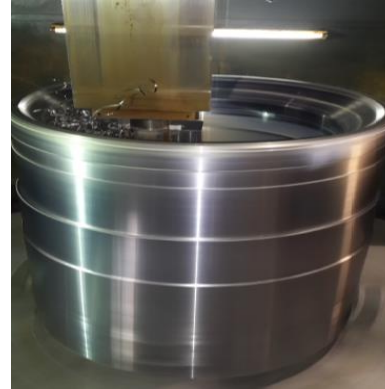
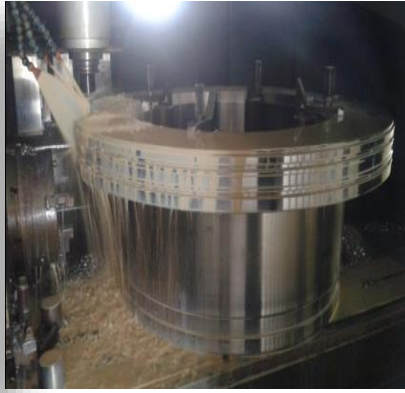


## ② What we deliver?

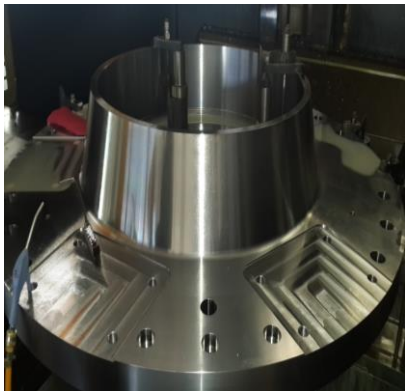
- Engineering-Machining services



DIA 63" X 23" LG



DIA 37" X 50" LG



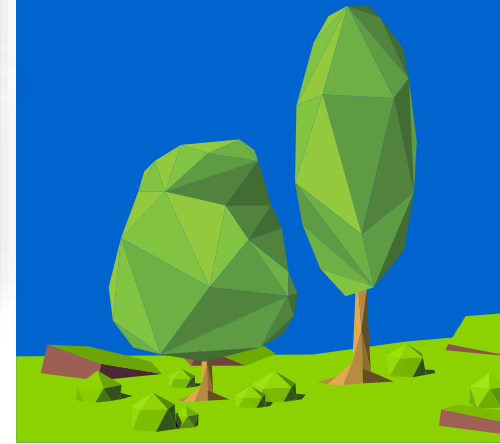
DIA 70" X 13.1" LG



DIA 83" X 7.4" LG



DIA 38" X 38" LG



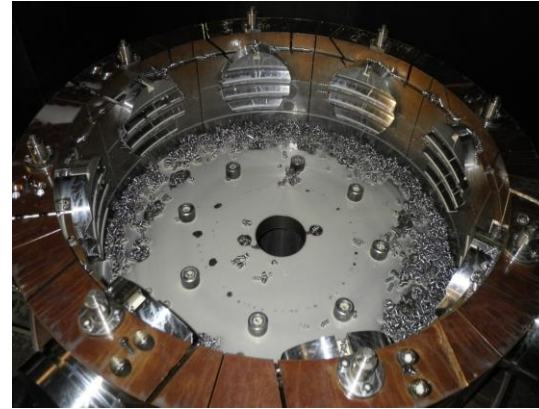


## 2 What we deliver?

- Engineering-Machining services



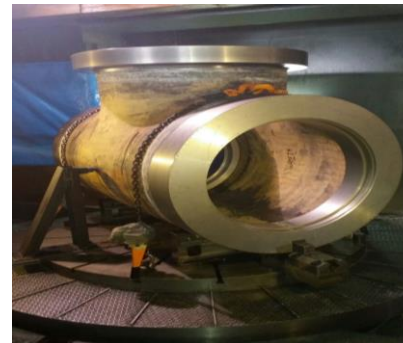
20" VALVE BODY



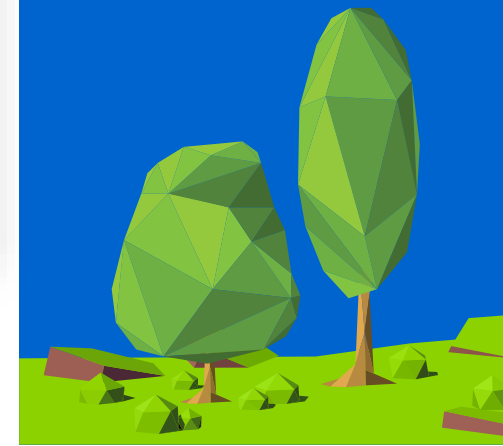
DIA 20"



DIA 31" X 144" LG EDM PROCESS AT ID



DIA 20"



## 2 What we deliver?

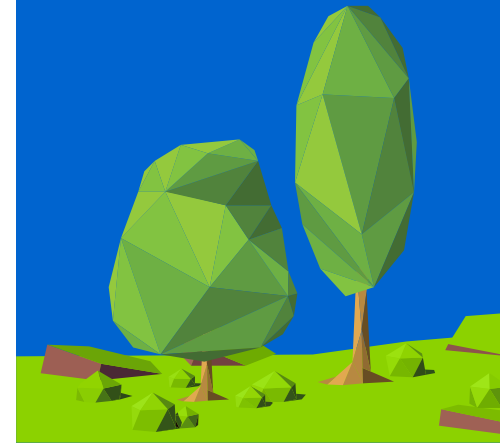
- Engineering-Machining services



- Labor supply services



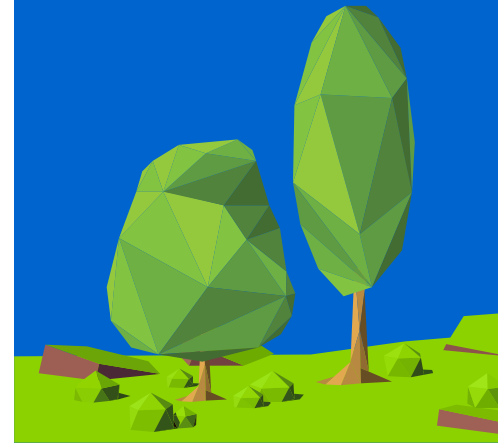
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## 2 What we deliver?

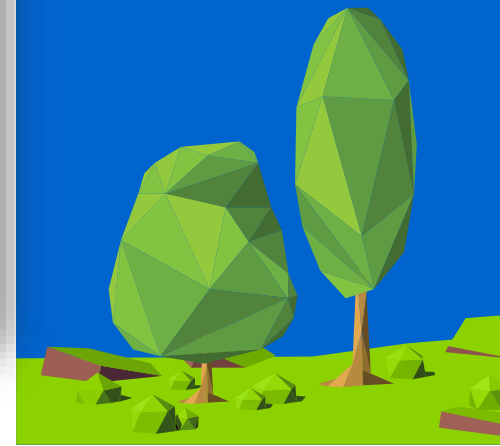
- Subcontracting/OEM machining scope:





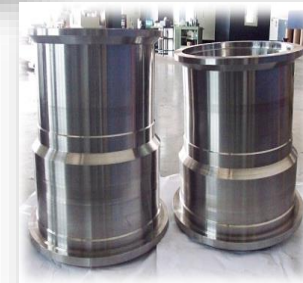
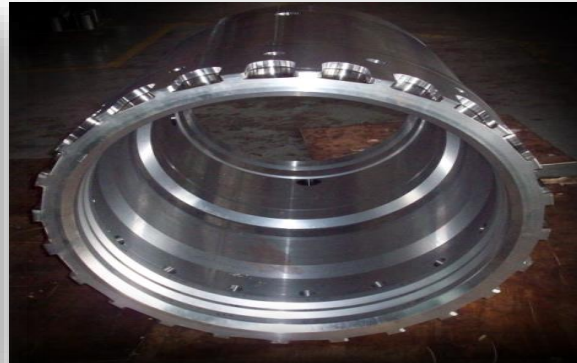
## ② What we deliver?

- Subcontracting/OEM machining scope:

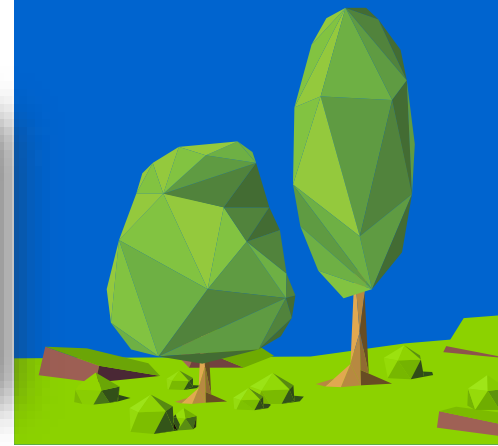


## ② What we deliver?

- Subcontracting/OEM machining scope:



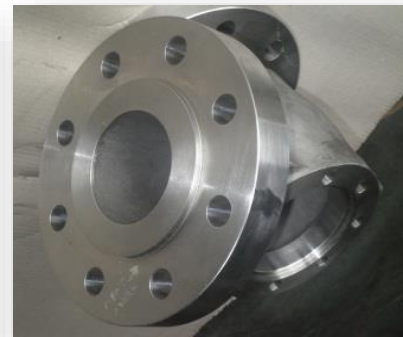
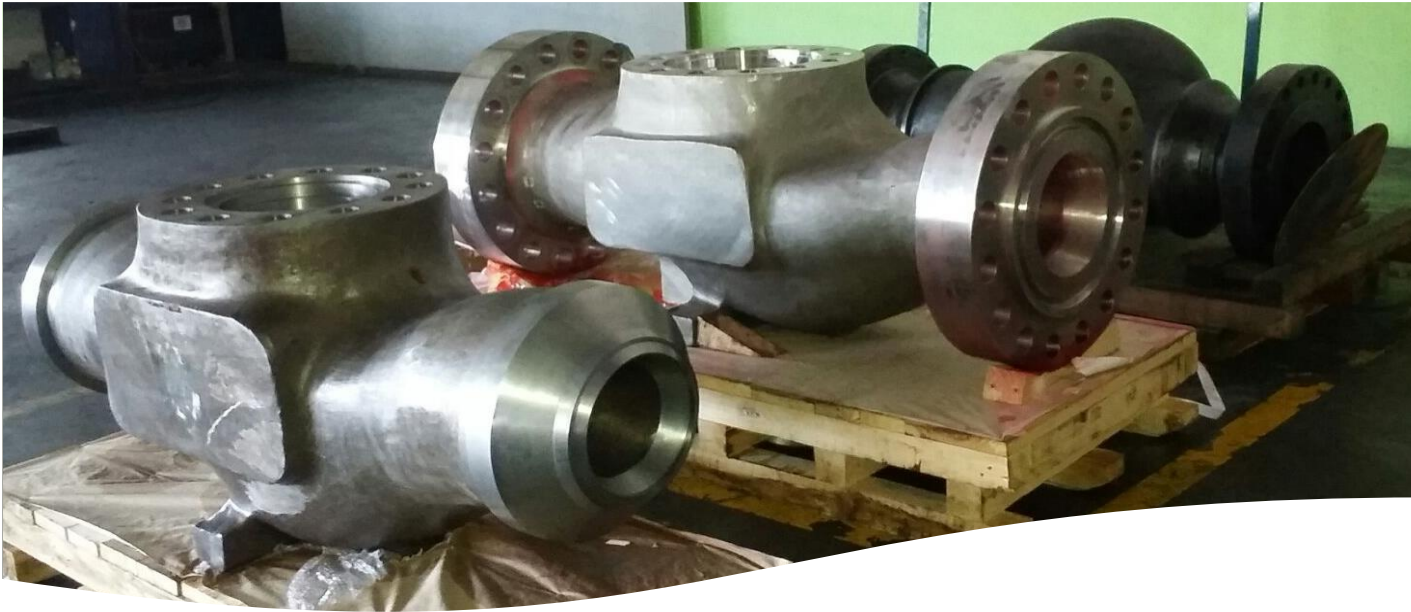
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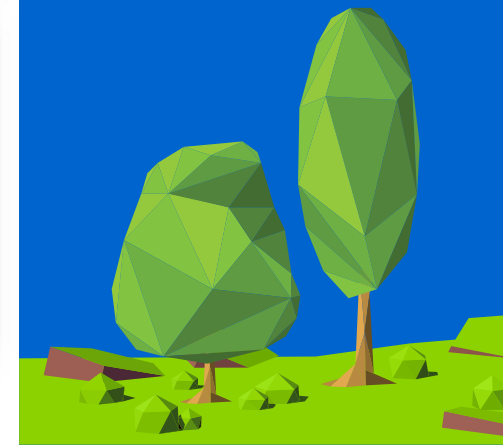


## ② What we deliver?

- Subcontracting/OEM machining scope:



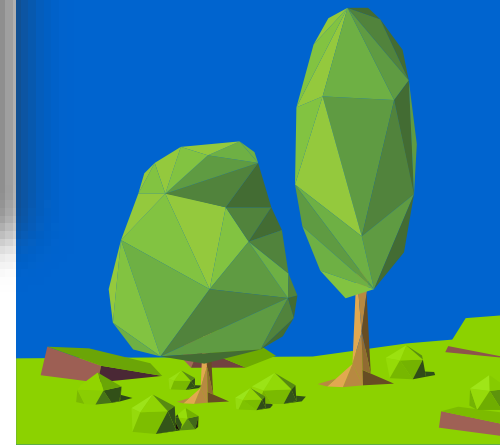
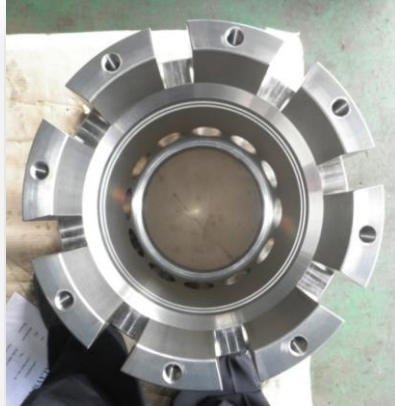
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## ② What we deliver?

- Subcontracting/OEM machining scope:



## 2 What we deliver?

- Managing by-services of 3<sup>rd</sup>-party NDE, Coating on behalf:



Stem 4130 with Nitriding & QPQ



Stem with Electroless Nickel



Stem 410 with Nitriding & QPQ



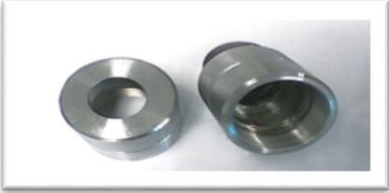
Stem Inconel with Xylan



Seal Sub



Packing Gland with Zinc Plating



Bearing Cap



Packing Gland with Nitriding & QPQ



Bonnet



Bonnet



Valve Removal Plug with Zinc



Stem Adaptor



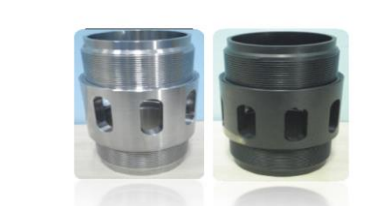
Valve Seat-after Grinding



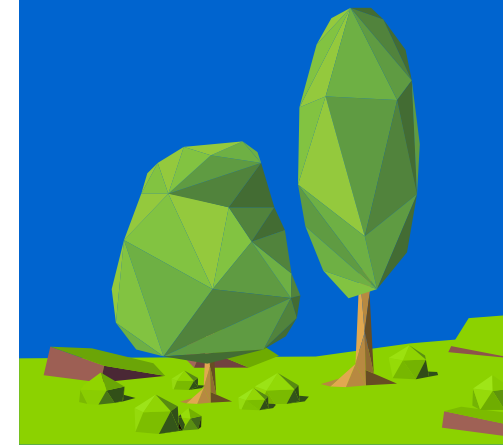
Valve Seat-Liquid Nitriding & QPQ



Valve Gate without Nitriding



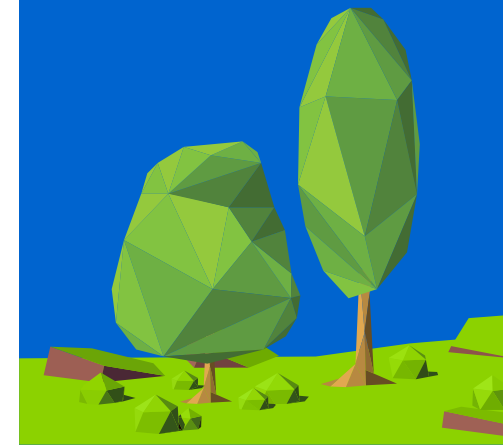
Housing before and after QPQ



## 2 What we deliver?

- Managing other by-services of 3<sup>rd</sup>-party on behalf:

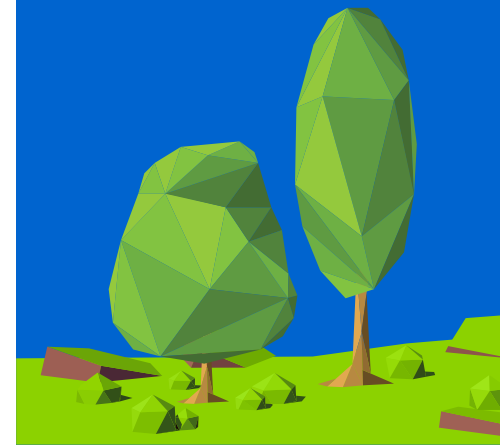
No.	Services Description	No.	Services Description
1.	Electroless Nickle (ENC)	9.	NDE – Positive Material Identification (PMI)
2.	Everslik 1201/1301 Bonded Molybdenum / Disulfide Coating	10.	NDE – Radiographic Test (RT)
3.	Hard-chrome Plating	11.	Norsok M-501 (Yellow)
4.	Heat Treatment – Annealing – 416	12.	QTC Tensile Impact Test / Charpy Test
5.	Honing Process	13.	Xylan 1052/1425 Coating
6.	Liquid Nitriding & QPQ	14.	Yellow Sigma Phenolic Epoxy Coating
7.	NDE – Ultrasonic Inspection (UT) / Liquid Penetrate (LP)	15.	Zinc and Manganese Phosphate
8.	NDE – Magnetic Particle Inspection (MPI)	16.	Zinc Plating / Yellow Chromate Passivation





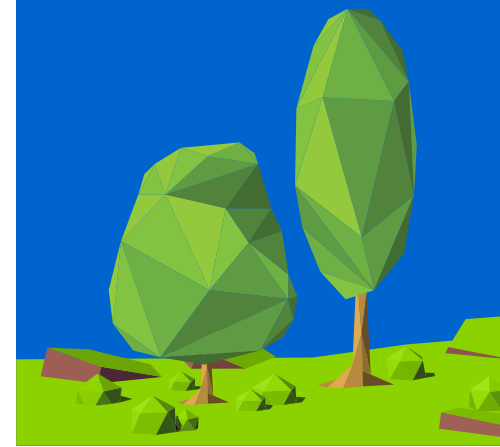
### 3 How we channel?

- Through partnership channels, our customer segments can be reached and being influenced for:
  - a) Awareness on our engineering services;
  - b) Evaluation on our value propositions;
  - c) Purchase specific/customize products and services
  - d) Delivery of our value propositions; and
  - e) After sales (post-purchase) supports.
- Through agreement channels, our customer fully engage the engineering services via:
  - a) Subcontracting engineering services;
  - b) Technical workforce supply services;
  - c) Make-to-order manufacturing services.



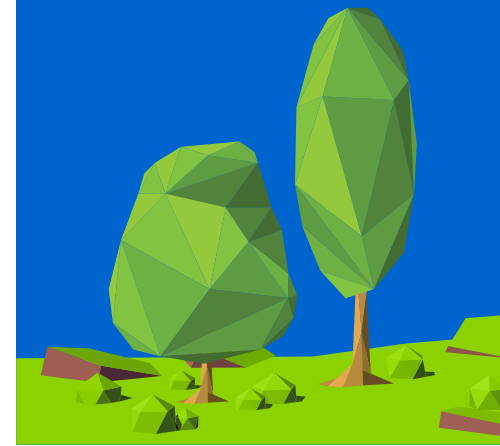
## 4 How we maintain?

- Type of relationship that our customer segments expect us to establish and maintain with them:
  - a) **Co-creation:** going beyond the traditional customer-vendor relationship to co-create value with customers; by engaging customers to assist with the field implementation design with our engineering services.
  - b) **Partnership:** joint bidding/tender and or alliance with existing players as appointed by our customers to fulfil the complete manufacturing and engineering services requirement.
  - c) **ICM (In-house Contract Manufacturing):** establish agreement with customers to provide and supply dedicated resources (machines and equipment, engineering-machining services and or technical manpower services) to enlarge their in-house capacity needs.



# 5 What are our Key Resources?

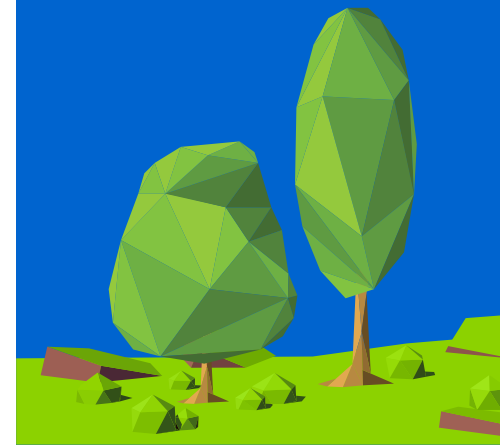
- Key resources of our value propositions require:
  - a) Technical know-how support team;
  - b) Business networks.
- Our distribution channels:
  - a) Import raw and export complete machine parts;
  - b) Local distribution;
  - c) Technical (Engineering) manpower supplies.
- Customer relationships is maintain via contractual terms and conditions
- Revenue streams is achieved via co-creation, local and or international partnership, and ICM assignment.





## ⑥ What are our Key Activities?

- Key activities of our value propositions require:
  - a) Create awareness and communicate to customers and influence for acceptance;
  - b) Reinforcement on the benefits of technology usage;
  - c) Complete engineering solutions to prove results/achievements;
- Integrating with our distribution channels, customer relationships, and revenue streams plan.

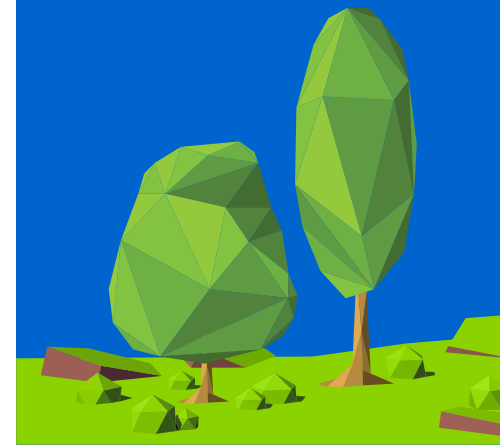


# 7 Who are our Key Customers

- Key customers:



- Key activities acquiring from customers:
  - a) Subcontracting engineering services;
  - b) Technical manpower support services;
  - c) Turnkey full-machining services
  - d) Make-to-order engineering-machining services
  - e) OEM engineering-machining support.




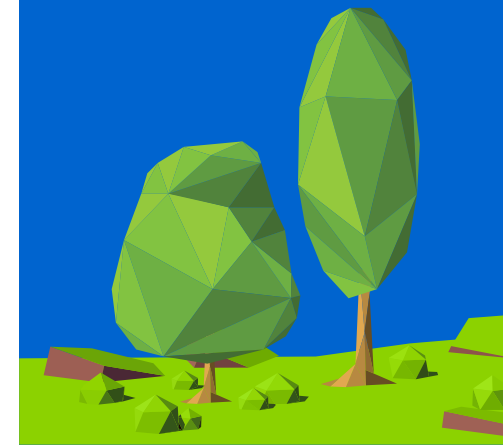
# 8 New Business Development

## Project Initiation Background (In-house Contract Manufacturing)

The Oil & Gas Industry is in long-term downturn. As more than 50% of NPS's major customers' revenue comes from the Oil & Gas Industry, the downturn has had a major impact to their business operations:

- a) The mix-and-complexity of customers' projects have increased significantly;
- b) Greater focus in streamlining and shrinking product and operation costs;
- c) A headcount freeze has been in force, crunch in terms of shop-floor and office resources, with right sizing initiatives implemented periodically.

Scope	Benefits/Gains	SLA Criteria	Contract Details
<b>1. To supply manpower, machinery and supporting equipment.</b> <b>2. To locate resources within the premises of customer.</b> <b>3. To have full turnkey manufacturing capability for work assigned by customer;</b> which include: Engineering services, supporting equipment, manufacturing machineries, inspection, and manpower.	▪ <b>Cost Savings:</b> reduced CAPEX for customer.	• <b>Supporting activities:</b> Repair & Maintenance, Replacement, Calibration and any other activities required to sustain the manufacturing.	➤ <b>Contract Duration:</b> 7 years (2018Q4 – 2024Q3)
	▪ <b>Resource Flexibility:</b> NPS will manage labor issues.	• <b>An “On-site leader” and team:</b> to carry out site supervision and monitoring of all activities.	➤ <b>Contract Value:</b> MYR X.X Mil/year
	▪ <b>Competency:</b> NPS have higher competency in core capabilities.	• <b>Daily:</b> Daily Operation Status	➤ <b>Customer:</b> EPM
	▪ <b>Logistics:</b> no transit lead time and logistics cost.	• <b>Weekly:</b> Weekly Production Output	
	▪ <b>Focus:</b> allow customer to focus on higher value propositions.	• <b>Monthly:</b> Monthly KPI Results	



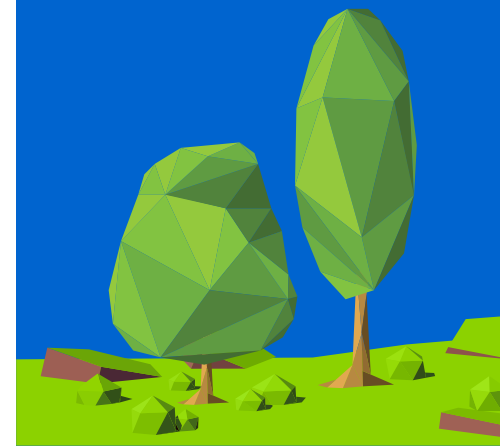


# 9 NPS Engineering Services Sdn Bhd



## Background

- NPS Engineering Services Sdn Bhd (381238-X) is a private limited company incorporated in Malaysia under the Companies Act 1965 on the 26 March 1996. The establishment is to cater the increasing demand of engineering and machining services in the oil and gas market. With more than 2 decades of machining experiences, we provide full range of medium-large engineering machining services, and complexity of the machining skill (competency) by our machinists to operate a variety of manufacturing tools and equipment in the production for producing the metal parts. *“Every customer parts must be made to exacting standards, and our responsibility is to ensure accuracy and that the parts meet quality guidelines...” – Jeffrey Tan Chee Seng (founder of NPS Engineering Services Sdn Bhd).* Our machinist reads and interprets specifications and engineering drawings, calculates dimensions and tolerances, lays out their work and marks pieces for machining. They then set up, program and operate their machine tools, such as CNC metal turning lathes, to cut or grind the metal into parts or products to the precise specifications of engineers or designers. They fit and assemble the machined metal parts and subassemblies, and verify their dimensions, strength and hardness. As a result of technical advances, now more than ever, we combines our mental ability with manual skills – to produce a good quality parts from engineering drawing requires careful thought and an understanding of mathematics and computer programming, as well as good mechanical ability. However, we believe that in current modern computer age, our machinists must still understand the properties of metal and basic manual machining techniques as they rely on this knowledge to set up and operate the variety of machine tools they use to satisfy our customers’ needs and requirements.



# 9 NPS Engineering Services Sdn Bhd



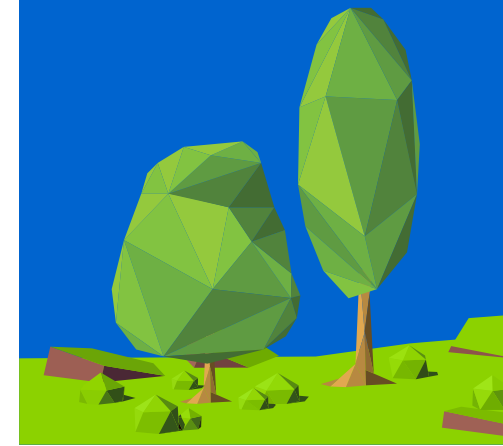
## Our Visions and Core Values

- Down the road till now, our business has grown while our core values have endured and will continue to be passed down to generations of NPS employees.

Vision	Mission
We valued integrity, honesty, quality focus and technically competent driven us to be The Best Oil & Gas Service Provider to all our customers	We will constantly strive to implement the critical initiatives and commitment with passion to achieve our vision, and to deliver the utmost value of products to our customers globally.
Motto	
Success raising from experienced...!!!	

- Our vision unifies us to have a common cause and growth strategy. It inspires NPS employees to make a positive commitment every day and gives us a sense of mission.

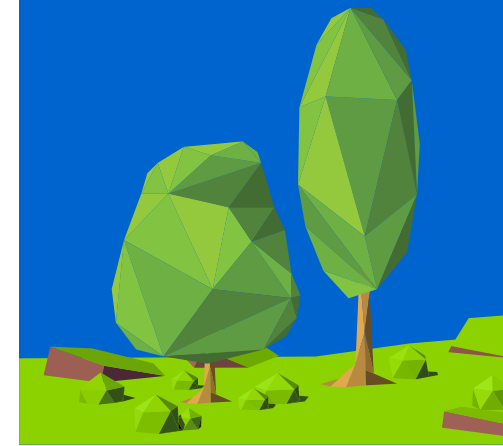
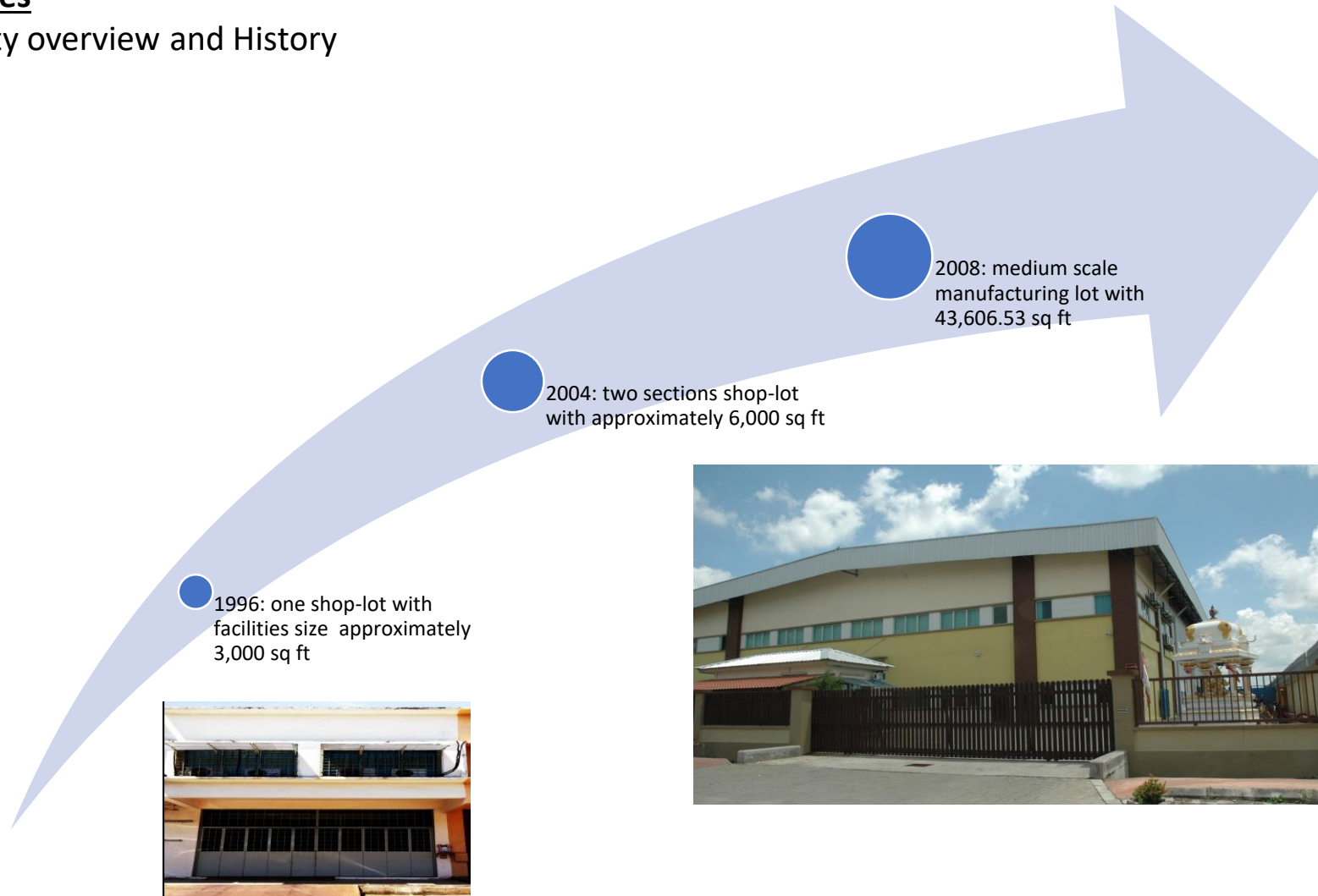
<b>Motivation</b>	We are one skilful NPS team that make things possible. We embrace challenges and never give up.
<b>Engagement</b>	We believe in being constantly engaged with each other and the company. There's no you or I, but only "We".
<b>Wisdom</b>	To be discerning when making decisions, after careful analysis and in depth study.
<b>Aspiration</b>	We create a dynamic environment to inspire and motivate our people, committed to excite our customers and community at large, and to continuously change for advancement in order to scale new heights.
<b>Honor</b>	We believe in NPS tribute, helmed with honesty and integrity, and accountable to the highest ethical and professional standards.



# 9 NPS Engineering Services Sdn Bhd

## Milestones

- Facility overview and History



# 9 NPS Engineering Services Sdn Bhd



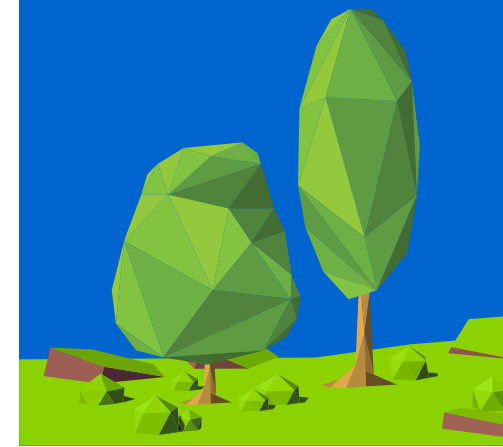
## Our Local and Global Presence

- Besides serving Malaysia customers, we provide complete machining solutions and engineering services to customers in several overseas countries (China, Netherland, Singapore, Japan, Jubail Arabia, and Abu Dhabi) through a well-established network. We deliver our solutions and services through our own supply chain team from Malaysia. Our cross-cultural business relationship allows us to gain insights into the respective local markets technical needs and requirements. Aside from the high and consistent quality of our solutions and services, we are also able to develop new solutions and services to meet the specific needs of customers in their home market, while assisting them in designing, engineering, and machining of their products under their own brands.



## Our Manufacturing Facility

- With current machining capacity of 99,216hours per annum and wide-range of complex machining capabilities, we are one of the medium-scale state-of-the-art facilities in the Selangor, Malaysia. We currently at Bandar Puncak Alam, Selangor; situated near to ports that are located along major shipping routes towards Klang Valley.





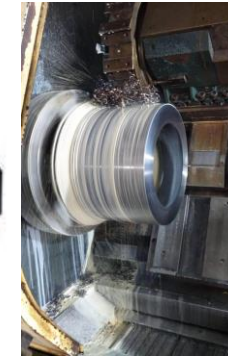
# 9 NPS Engineering Services Sdn Bhd

## Our Manufacturing Facility

- Type of Machineries within our facilities are consist as follows:



- SL-50:** Ø20" x 25.6" (Ø500 x 650mm)
- SL-65A:** Ø20" x 59" (Ø500 x 1500mm)
- SL-70:** Ø27.6" x 63" (Ø700mm x 1.6m)

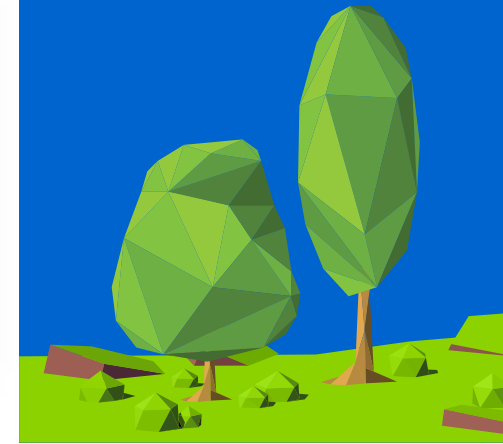


- ST-80:** Ø36.2" x 78.7" (Ø920mm x 2m)
- SL-100:** Ø27.6" x 98" (Ø 700mm x 2.5m)

VMC 1300 / VMC 2000



BMC 110



# 9 NPS Engineering Services Sdn Bhd

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## Our Manufacturing Facility

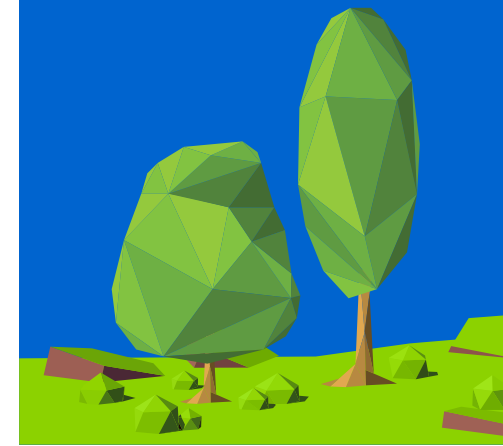
- Type of Machineries within our facilities are consist as follows:



- VTC-2000: Ø78.7" x 63" (Ø2m x 1.6m)**
- VTC-2000: Ø78.7" x 102" (Ø2m x 2.6m)**

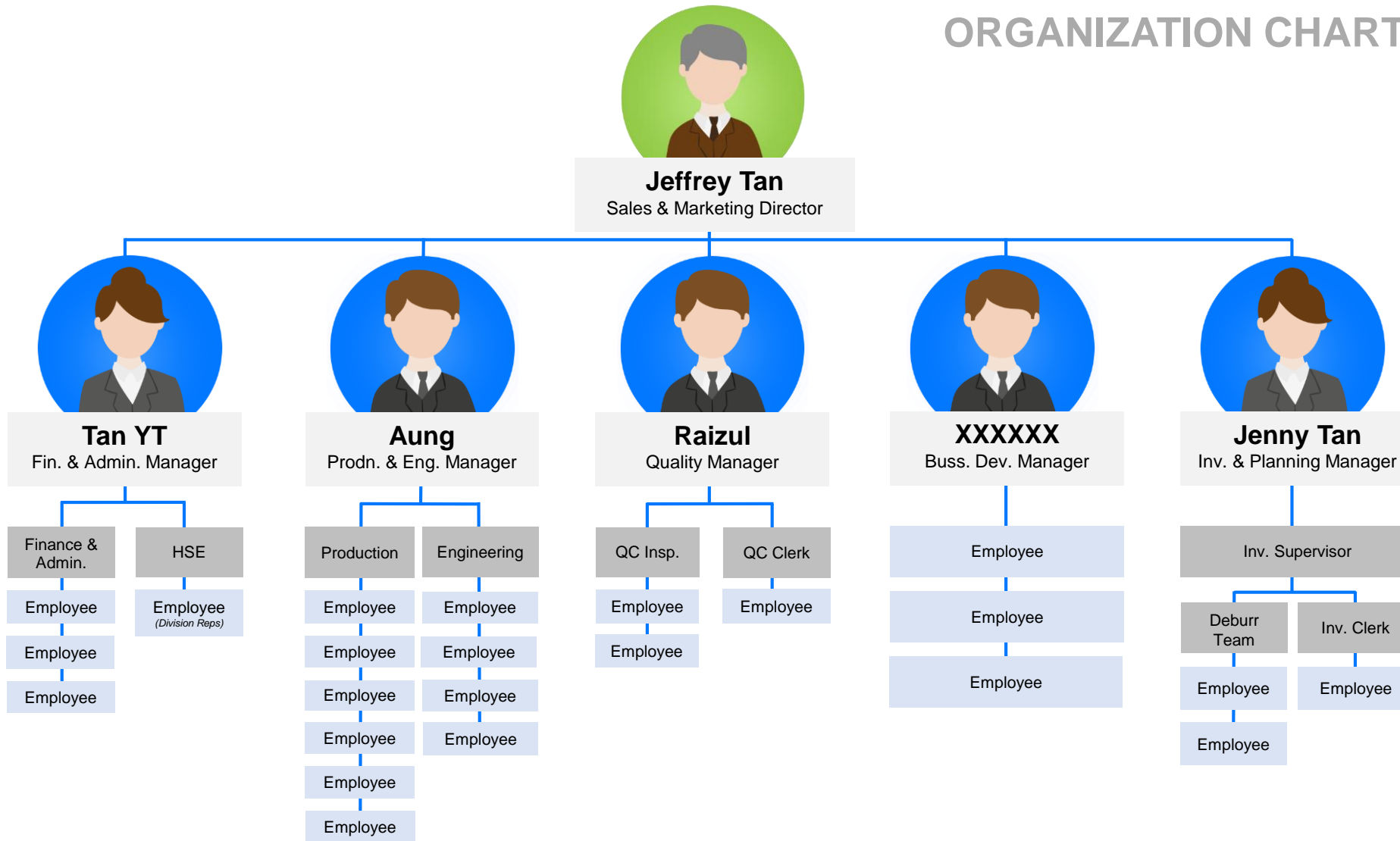
## **HBM 135**

**X: 3000mm  
Y: 2300mm  
Z: 1400mm  
W: 700mm**



# 9 NPS Engineering Services Sdn Bhd

## ORGANIZATION CHART



# 9 NPS Engineering Services Sdn Bhd



## Our Subsidiaries

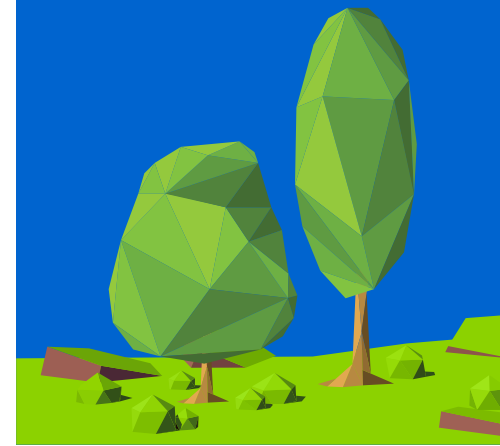
- **NPS ENGINEERING MALAYSIA SDN BHD (814955-P)**

NPS Engineering Malaysia Sdn Bhd (the subsidiaries of NPS Engineering Services Sdn Bhd (381238-X)) is a private limited company incorporated in Malaysia under Companies Act 1965 on the 23 April 2008. The establishment of NPS Engineering Malaysia is to cater for customers' need in high-end and complex engineering machining scope for large parts in oil and gas industry.

- **NPS ECO SDN BHD (1301574-T)**

NPS ECO Sdn Bhd (the subsidiaries of NPS Engineering Services Sdn Bhd (381238-X)) is a private limited company incorporated in Malaysia under the Companies Act 2016 on the 30 October 2018. It was established in response to the increasing needs for innovative technology and eco-green supplies for continuous commercial sustainability, managing waste, and reduce the damage on environment. We provide a full range of integrated environmental-friendly centrifuge technology, chemical emulsifier supplies, and consultation services to our private and public sector client, including industries and government agencies facing challenges that demand environmental experience and technical expertise.

Despite the challenging regulatory regimes and policy of the past decade, we continue to focus in exploring the reliable and state-of-art green technology as to leverage the waste, resources and managing the environmental risk impact. Recently, we have expanded our partnership with few green-technology innovators, whose currently have their operations in Republic of China. The crucial role of these technologies will enrich the future energy developments, technical efficiency in supply and consumptions, and towards practical environment-industrial structures design.





# 9 NPS Engineering Services Sdn Bhd

## Our Quality Policies

- **ISO 9001: 2015 (UKAS & MALAYSIA STANDARD)**

Scope of Certification: HIGH PRECISION MACHINING OF OILFIELD EQUIPMENT FOR PETROCHEMICAL, OIL & GAS INDUSTRIES



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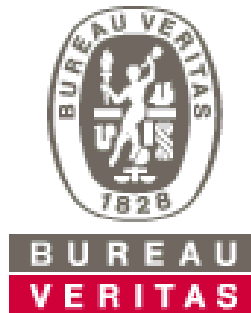


QS 04082009 CB 10



- **ISO / TS 29001: 2010**

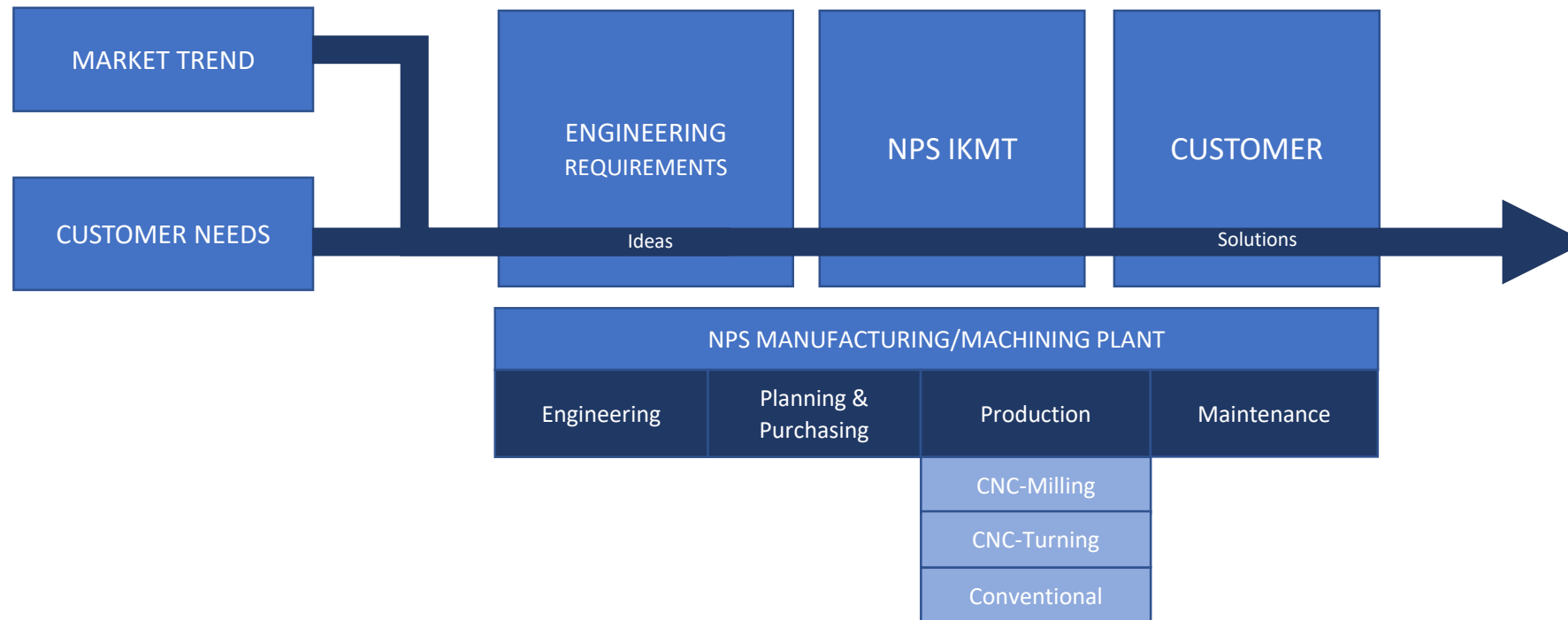
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# 9 NPS Engineering Services Sdn Bhd

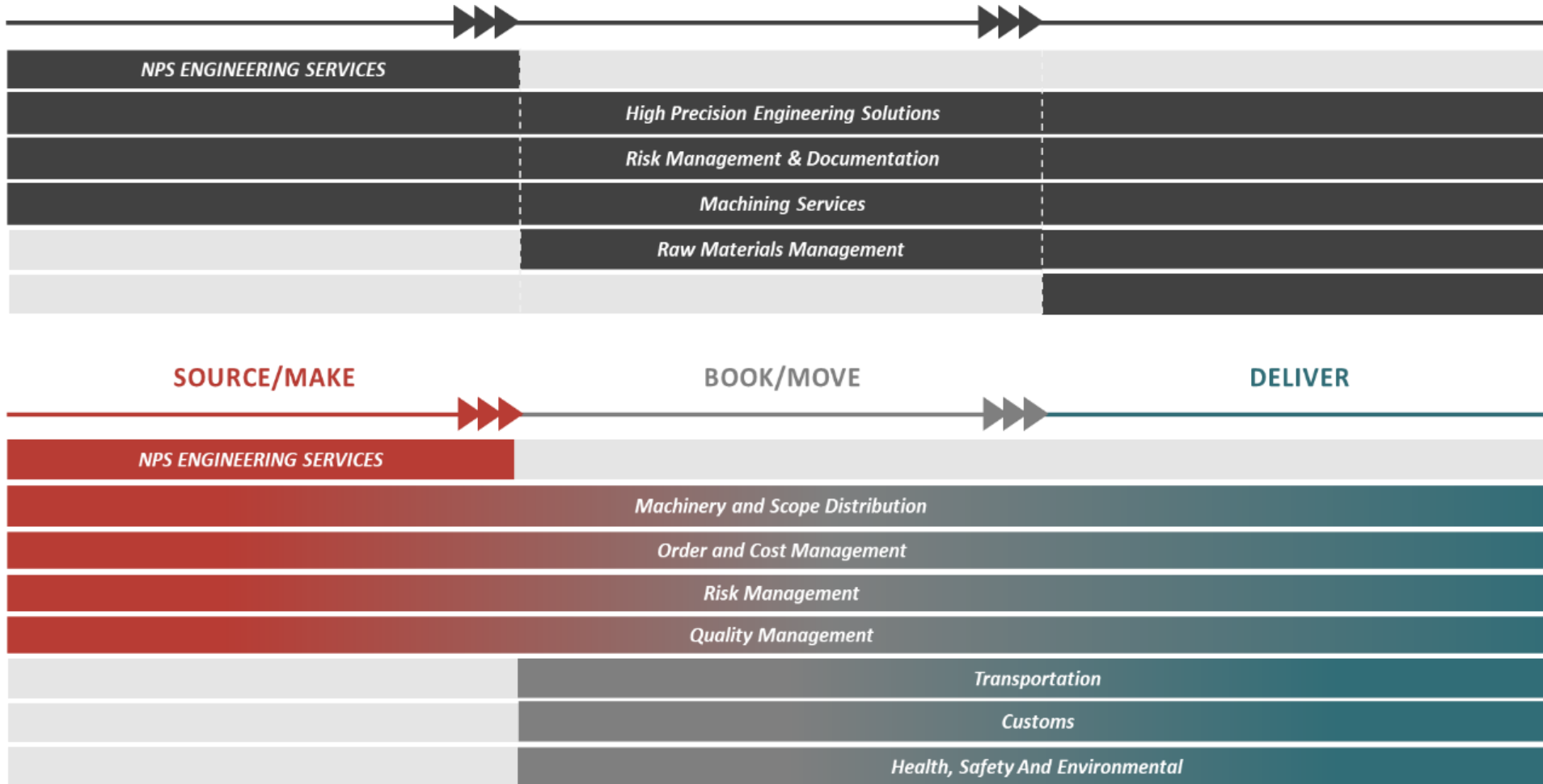
## Innovations & Knowledge Management

- With more than 20 years of engineering machining process, experience and market know-how, we have an established Innovation and Knowledge Management Taskforce (IKMT) internally to coordinate our engineering services and innovation activities. We have equipped our IKMT team, in which lead by NPS top management, with current production facilities and quality and safety policies to help our customers to improve their products and engineering process, as to achieve cost efficiency and meet the ultimate requirements.



# 9 NPS Engineering Services Sdn Bhd

## Where NPS fits into Customer's Supply Chain Network?



# 9 NPS Engineering Services Sdn Bhd

## Responsible Supply Chain

- **Sustainable Quality & Safety Policy**

At NPS, we are committed to meet customers' expectation by:

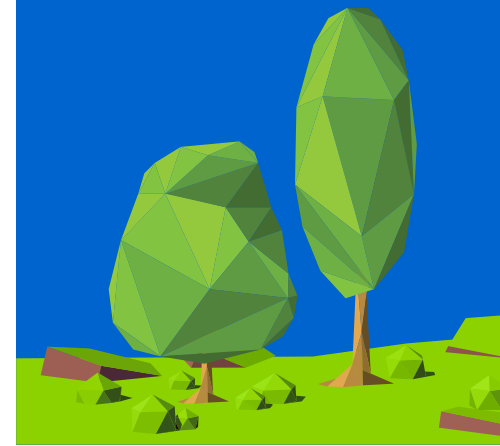
- ✓ Providing quality products and services;
- ✓ Meeting on-time delivery requirements;
- ✓ To provide resources and training to meet our customer's requirements;
- ✓ Committed to satisfy customer's requirements including legal requirements, if any;
- ✓ Safe and environmental friendly products for use.

- **Traceability Supply Chain**

At NPS, we have an active engagement practice to ensure all our suppliers and buyers are aware of our Sustainable Quality and Safety Pledge. This would allow us to drive sustainable practices throughout the entire supply chain. For every piece of raw material received into our manufacturing plant, we need to know the source of its origin. Traceability is useful as the information can be utilized to evaluate our suppliers' performance against our Sustainable Quality and Safety Policy, while engaging with our supply-base to complete achievements where needed.

- **Supplier Engagement Program**

We hold training and engagement dialogue sessions with our suppliers as well as periodic audits to evaluate and ensure compliance to our Sustainable Quality and Safety Policy. The Supplier Engagement Program also provides us the opportunity to socialise our Sustainable Quality and Safety Policy with our direct suppliers, equip them with a platform to discuss the implications and requirement of adopting similar policies.





# 9 NPS Engineering Services Sdn Bhd



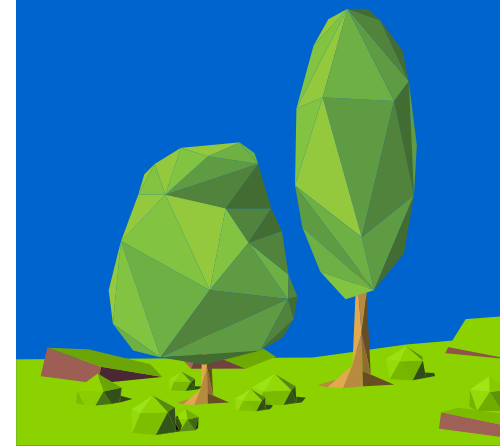
## Developing Our People

NPS believe that people and businesses achieve the significant impact in sustainable development when they join forces and interact in each other.

- **Labor Policy**

We believe in everyone deserves a fair and equitable employment, hence we developed a Labor Policy at which our employment policies and practices are complying to:

- ☐ Free Choice of Employment – we will never, under any circumstance, to force, bond or indenture labor, involuntary prison labor and also will not allow slavery or trafficking of persons.
- ☐ Non-Discrimination in Employment – we believe in basic respect and all respects of employment in the company will be based on equal opportunity regardless of race, color, age, gender, sexual orientation, ethnicity, disability, pregnancy, religion, political affiliation, union membership or marital status.
- ☐ Non-exploitation of Child Labor – we do not employ nor will under any circumstances to employ children under age of 16. If a young worker between the age of 16 to 18 years is employed, we will ensure that they will be restricted to work at night or in hazardous environment.
- ☐ Compliance of Local Laws and Regulations – we are committed to comply with all laws and regulations with regard to wages, working hours and employees' benefits.
- ☐ Humane Treatment – we do not use nor will tolerate any forms of threats and in-human treatment including sexual harassment, sex abuse, corporal punishment, mental or physical coercion or verbal abuse of our workers.



# 9 NPS Engineering Services Sdn Bhd

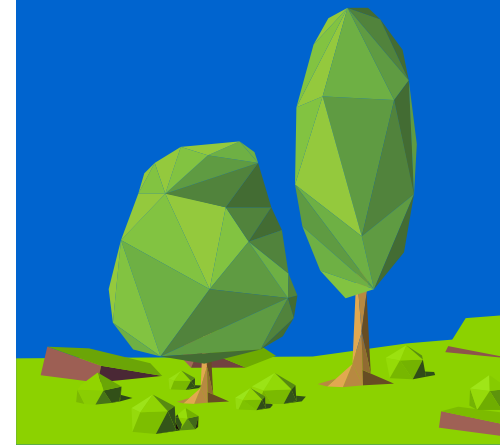
- *Code of Ethics*

In order to help our employees to act in accordance with the company core values and ethical standards, we have developed an employee's code of ethics:

- ☐ To adhere and comply with laws, rules and regulation;
- ☐ To maintain confidential and proprietary information;
- ☐ To encourage fair dealings, no insider information trading, no conflict of interest;
- ☐ Cannot accept gifts, bribes and kickbacks in dealings with stakeholders.

- *Training and Developing our Employees*

We are committed to recruit, employ and promote employees on the sole basis of their qualifications and ability as required for the work to be performed. We recognized the cornerstones of our success is our employees and we believe by having a highly motivated, well trained and engaged set of employees is crucial to the enduring success of our corporation. We are committed to invest in our employees to their fullest potential and talent, and their competencies are fully recognized and rewarded. Department heads continuously assess and evaluate their subordinates' performance to ensure a structured career plan is catered for employees' personal development. We strive to provide all employees with career and personal development platform and opportunities, and to promote a continuous learning through peer, training and development, job rotations and projects assignment; as we prefer to promote from within to develop more leaders for the future.

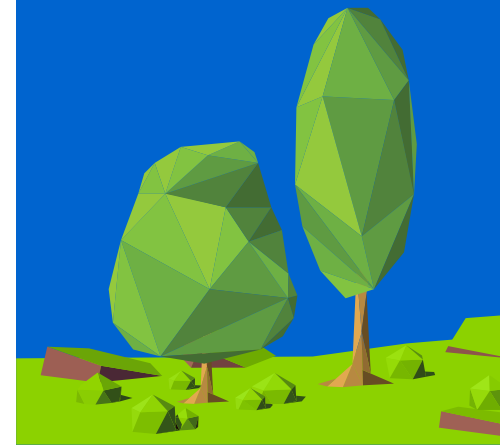


# 9 NPS Engineering Services Sdn Bhd

- *Health and Safety*

NPS aims to provide each employee with a safe place to work by complying local health and safety regulations. We conduct regular work risk assessments, vigorously taking action to address any identified risks by setting up protective guidance, employing the usage of personal protective equipment (PPE), workplace 6S good practices, embarking on work sites audits and inspections, as well as regular reviews and controls of safety risks. We also aims to have a safety week once a year to ensure that all employees have a heightened awareness of safety. We strive to achieve zero loss work day due to work place accidents.

NPS is engaging the latest qualified and certified under ISO 9001, ISO/TS 29001 (1<sup>st</sup> engineering machining company qualified in Malaysia since 2013) guidelines with the objective to build a demonstrably sound quality management system; in addition to our great machining features and skill attributes, we comprehend the different HSE requirements and expectations of our customers to enhance the success rate of our solutions into their business.



# Thank you

