



TRANSFORMER SOLUTIONS FOR A SPECIALISED WORLD

WILSON TRANSFORMER COMPANY

A JOURNEY OF OUR VALUE PROPOSITION

ED WILSON, DEPUTY MANAGING DIRECTOR

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- 1. WTC Overview & Value Proposition**
- 2. The Journey with Chevron**
- 3. Benefits & Lessons Learnt**
- 4. Concluding Remarks**



A large, faded version of the Wilson Transformer logo is centered in the background of the slide. It consists of a shield-shaped border containing the word "WILSON" in large, bold, sans-serif letters, with the word "TRANSFORMER" in smaller, bold, sans-serif letters below it.

1. WTC Overview & Value Proposition



WTC & DR

- Independent, Australian owned, founded in 1933
- World class Tx manufacturing plants in Melbourne & Wodonga
- WTC sales offices in Australia, NZ & UK
- WTC service facilities around Australia
- Dynamic Ratings operations in Australia & USA
- ≈ 600 employees, including 80+ engineers

JVs

- Distribution Tx in Malaysia (EWT) & Saudi Arabia (Utec)
- GridON – FCL (Israel), TJ | H2b Analytical Services (Aus, Mal, Phil)
- ≈ 700 employees



INVESTMENT OF >\$80M (BETWEEN 2008-2012)

- Increased output capacity & product range
- Increased productivity & quality improvement with latest technology
- Safety engineered into manufacturing process



2009



2011



2013



now

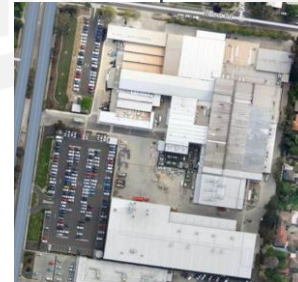
2008

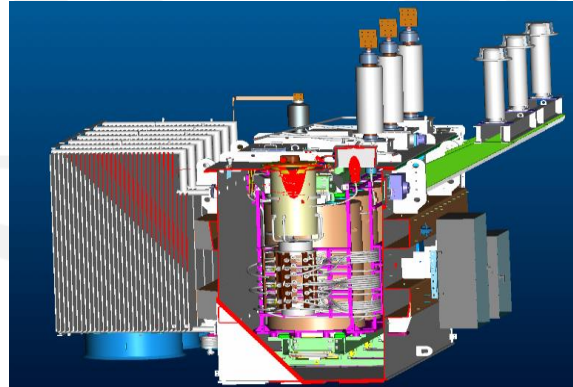
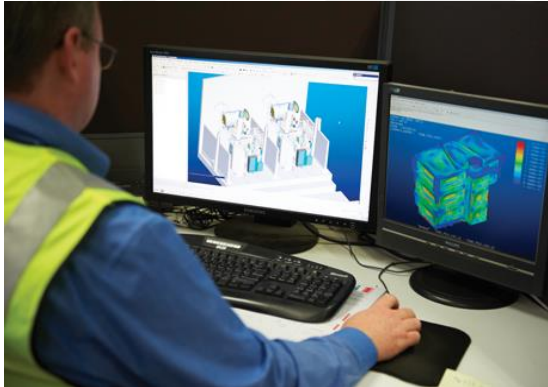
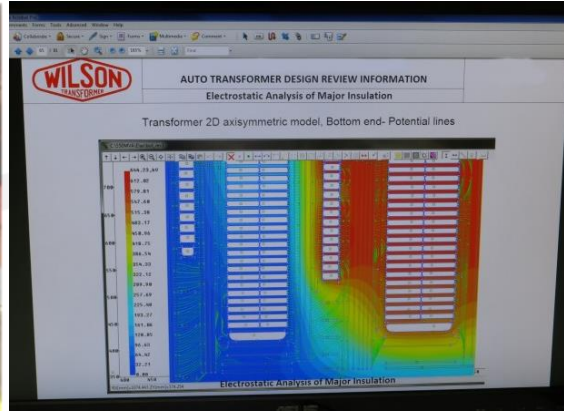


2010



2012





- Software programs: tender optimisation to sophisticated finite element modelling (FEM)
- Multi-physics 3D simulation tools to simultaneously analyse the electromagnetic, dielectric, hydraulic and thermal performance of each design
- Complete internal and external design of a transformer
- E3 Schematic: creation of control schematics, terminal plans, BOM, label lists & wire lists

WTC products and services

Power Transformers
From 3MVA up to 550MVA and
400kV



Distribution Transformers
From 16 kVA up to 5000kVA
and 72kV



Services

Storage
Condition Assessment

Installation
Factory/Field Refurbishments

Warranty Management
End of Life Management

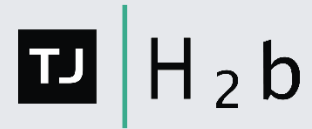


Associated products and services



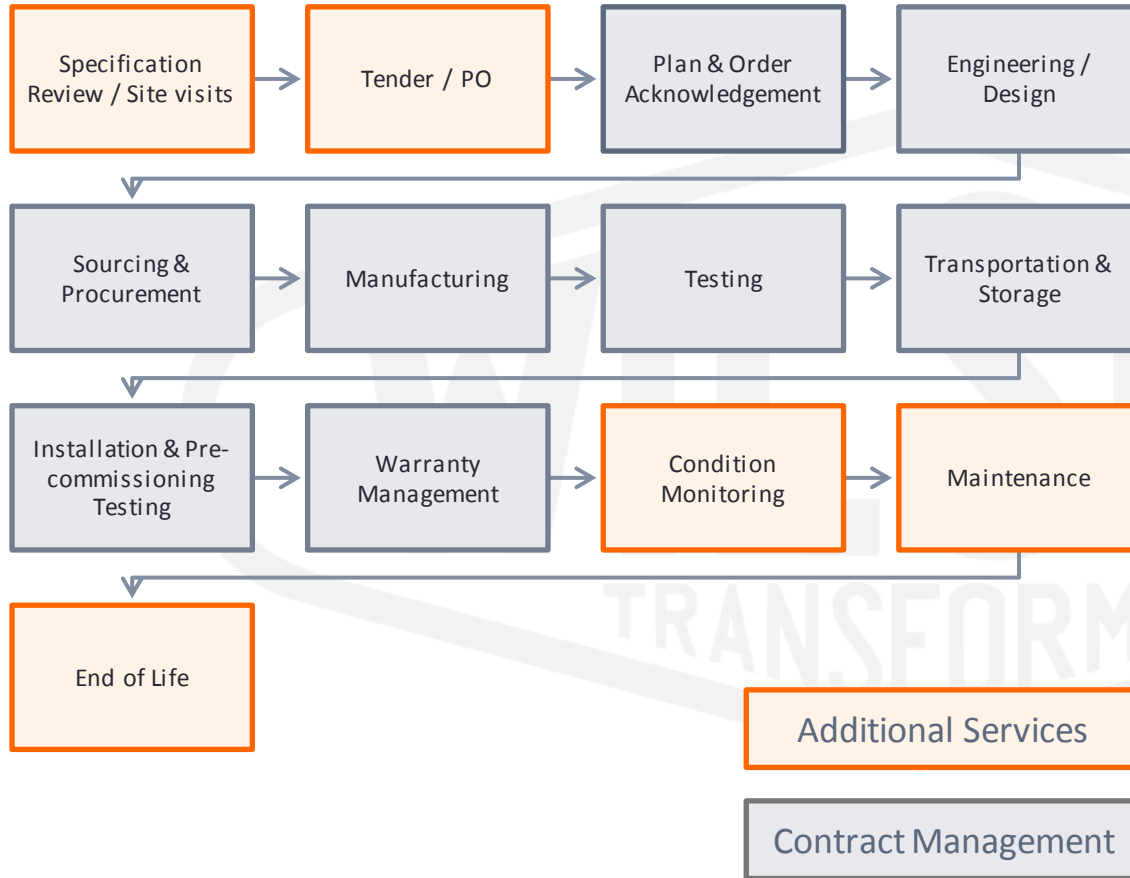
- Monitoring, control and communication solutions for electrical power apparatus
- Multi-mode Communication
- Data Consolidation and Recording

www.dynamicratings.com



- Diagnostic testing of oil, gas and other insulating materials using in HV Equipment
- Asia-Pacific region
- Access to 13 Oil Lab around the world

www.tjh2b.com





Generation, Transmission & Distribution



Rail



Industrials



Mining



Renewables



Oil & Gas



20 April 2015
Hilton Hotel Sydney

TechCon[®]
ASIA-PACIFIC-2015

21-22 April 2015
Hilton Hotel Sydney



Hosted yearly by Wilson Transformer Company and TJ|H₂b Analytical Services



Focus on maintenance and diagnostics of high voltage equipment



More than 300 delegates from around the world

Conferences



One Day Seminars



Factory Tours



Member of CIGRE and API



Industry Partner with UQ & RMIT



Factory Tours for Students & Community Groups



Multiple prizes for students, Monash University

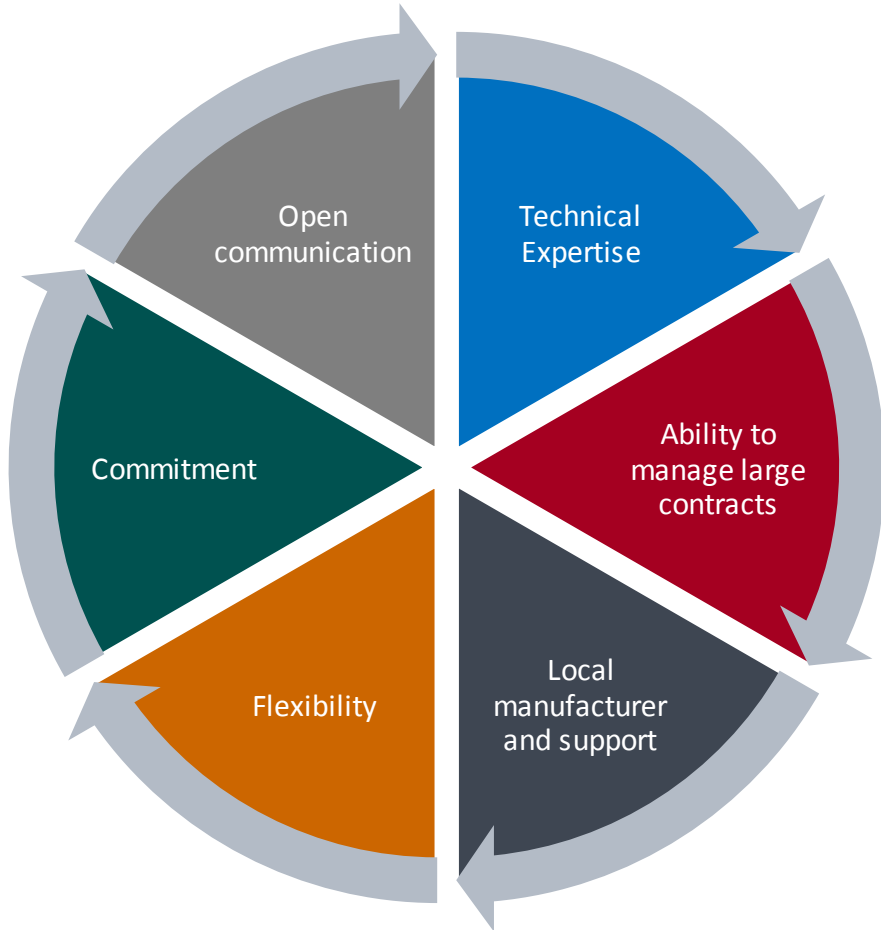


Solar Car Challenge



Other Initiatives include: Aboriginal Youth Development Program, Youth to Industry Project, Wilson Tsunami Appeal, Sponsored Sport Teams





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2. The Journey with Chevron



Early 2009

Contacted by ICN WA

WTC 1st visit to Chevron in Houston

WTC 2nd visit to Chevron in Houston (continuation technical assessment)

WTC 3rd visit to Chevron in Houston

1st Project awarded

Aug 2009

Jul 2010

Nov 2010

Dec 2011

Feb 2015

Jan 2010

Sep 2010

Early 2011

Aug 2012

Multiple visits in 2011 and beyond →

Coordinated AIP with Chevron

Chevron 1st visit to WTC (Technical Assessment begin; Quality Audit completed; Financial Assessment completed)

WTC to Chevron in Perth (HSE evaluation)

Completed the qualification

1st Delivery

WTC won other LNG contracts during this period and supplied the GLNG and QCLNG projects



Four Major Qualification Criteria

Financial

Quality System

Technical

Health, Safety
& Environment

1. Technical Challenge:

- Product compliance to IEC and ANSI stds
- Demonstrating the differences and understanding of the ANSI and IEC transformer specifications

2. Health, Safety and Environment Challenge:

- Compliance with the requirements of Chevron's exceptionally high standards (CHESM) HSE system
- Understanding and applying a rigorous HSE management system at different level (short time frame)

3. Benefits & Lessons Learnt

OUR VISION

Zero Harm,

Zero Waste,

Complete Customer Satisfaction

...Always

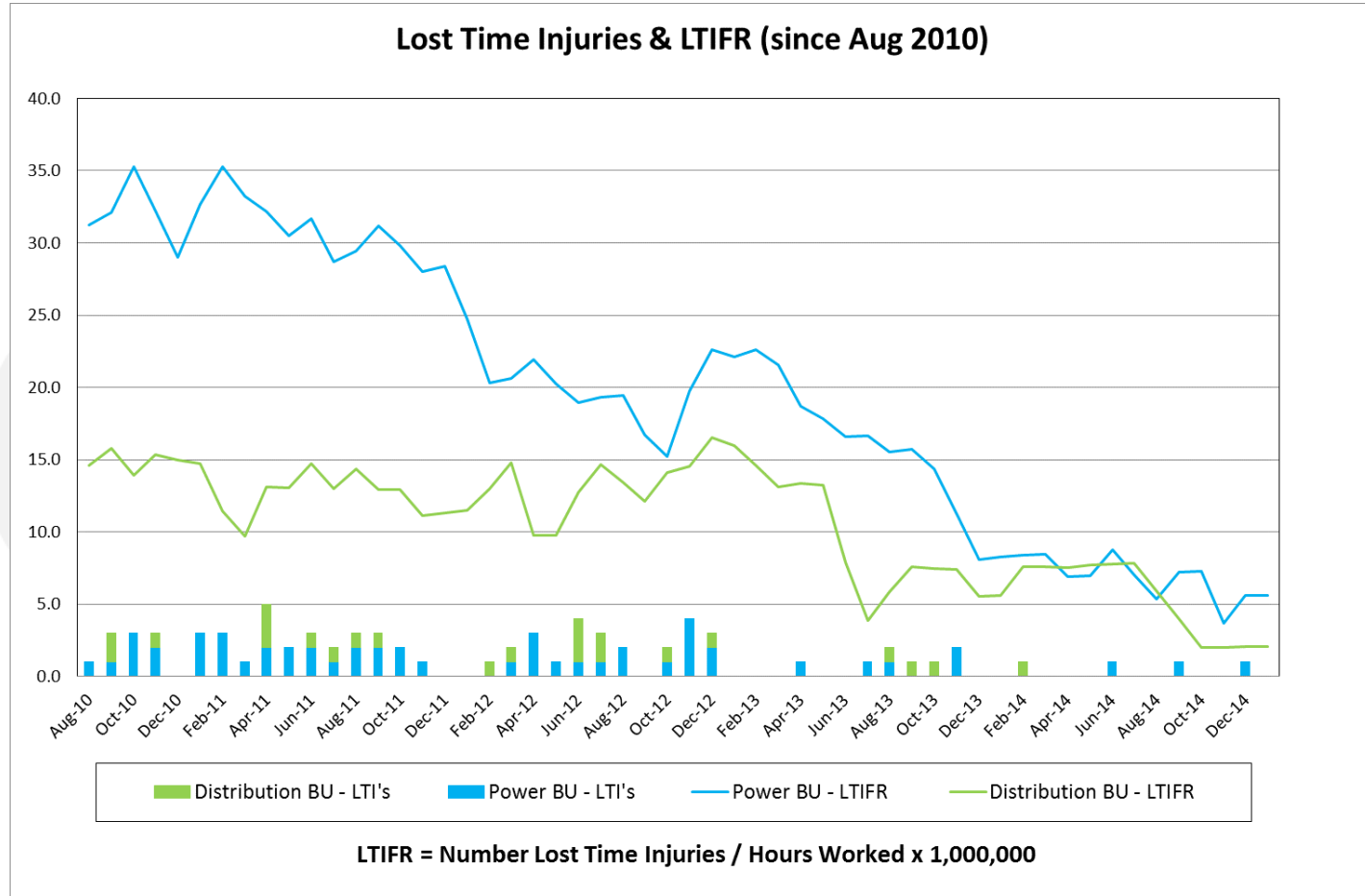
OUR CORE VALUES

■ Care

- Customer Focus
- Valuing People
- Integrity

- Commitment
- Innovation
- Competitiveness
- Unity





Health & Safety:

- Re-wrote entire WTC HSE management system
- Adopted a 'care' safety culture & changed mindset around rigorous HSE system
- Fewer employees injured & recovering at home (safer workplace)
- Workcover insurance premium dropped ($\approx \$1,200k \rightarrow \approx \$700k$ per annum)

Quality System:

- Exposure to most rigorous Quality System requirements
- Identified opportunities in WTC Quality Management System

Sales & Financial:

- The journey with Chevron has promoted the brand of WTC, given credibility within the sector, and contributed to being successful with other contracts
- Awarded ≈ \$5.3 Million of transformers for GLNG (Bechtel)
- Awarded ≈ \$5.5 Million of transformers for QCLNG (Bechtel)
- Awarded ≈ \$22.3 Million of transformers for Wheatstone (Chevron / Bechtel)
- Provided work for WTC which contributes to employment in the Manufacturing sector within Australia

4. Concluding Remarks

Value Proposition:

- Both WTC & Chevron benefited from the value proposition
- Chevron were the inspiration for WTC to improve

General:

- WTC invested significant time and expense
- WTC gained by learning from best in the world – striving for excellence (Safety & Quality)
- Safety Culture and Systems benefited WTC enormously financially and culturally
- Application of systems and workplace behaviours assisted with other Sales for WTC

Opportunities:

- Continuing to develop our systems (striving for excellence)
- Global supply chain now on WTC radar



TRANSFORMER SOLUTIONS FOR A SPECILIAED WORLD



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