



Government of **Western Australia**  
Department of **Jobs, Tourism, Science and Innovation**

# **AOG** | AUSTRALASIAN OIL & GAS EXHIBITION & CONFERENCE

## **13 March 2019**

### **Collaboration Forum**

Future Jobs in Oil and Gas

**Mike Deeks CSC – Agent General**  
Government of Western Australia in  
UK, Europe & Israel

# Agent General – role

- The Agent General is the Government of Western Australia's representative throughout Europe, UK and Israel
- **Key objectives include:**
  - expanding the local awareness of and the market penetration for a range of WA-sourced commodities, goods and services
  - liaising with government organisations and departments across the region building diplomatic relationships
  - promoting infrastructure investment and technology, education, innovation and scientific exchange
  - promoting the immigration of businesses and skilled people to Western Australia to meet the needs of a strongly growing economy.
  - support Tourism initiatives



# Meet the Team



**(L to R): Jeet Jandu** – Senior Trade and Investment Manager

**Charlotta Andresson** – Trade and Investment Manager

**Mike Deeks** – Agent General

**Sally Janssen** – Executive Assistant and Business Development Officer

**Michael Carstens** – Finance and Admin Manager

**Debbie Winfield** – Secretary

**Note: Vacant position** – Trade and Investment Manager



# Western Australia in Europe – our role



- Our office is located at Australia House in London
- Our region covers all of Europe, the UK and Israel (29 countries)
- We promote awareness of WA as an attractive destination for both trade and investment
- We facilitate relationships between businesses, academia and government agencies in WA and our region



# LNG Jobs Taskforce

- Australia has surpassed Qatar as the largest LNG exporter (WA's national share is 57%)
- LNG Jobs Taskforce is Premier's initiative
  - Turn WA into a global LNG hub
  - Create long-term local jobs
  - Maximise economic benefit to the State
- Taskforce consists of members from industry, government and the unions



# Offshore LNG Service and Support

- The developments taking place across the Western Australian offshore landscape will benefit from access to technology and expertise from Europe
- Particular areas of interest include: **subsea expertise, technology transfer, renewable energy, logistics**, and the North Sea region's **decommissioning** expertise



# Agent General's Role Supporting the LNG Jobs Taskforce

Support the transition of WA into a global LNG hub that has long term benefits for the State economy through bringing home the lessons learned from Norway and Scotland.

By actively participating in key global energy events in our region and supporting representation by WA companies and agencies.

By liaising with like-minded organisations:

- Global Centres of Excellence – Subsea and Node
- Innovation Norway
- Stavanger City Council
- Energy Industries Council UK
- Subsea UK
- Decom North Sea
- Aberdeen City Council





# Aberdeen engagement

- **Aberdeen-Perth Gateway** (4 Feb): Organised and addressed (in its 3<sup>rd</sup> year)
- **Offshore Europe** (3-6 Sep): Organising and hosting a Western Australia branded stand





# Norway engagement

ONS Stavanger (Aug 2018):

- Organised and hosted a WA branded stand
- Represented the Premier of WA
- Learnt how we can emulate the service and support industry that has grown up in Norway
- Learnt what the Norwegian Government has done to stimulate industry innovation



# Lessons from Norway

Norway's success has been built on:

- Trust and collaboration between government, industry and the union movement;
- Compete where necessary but collaborate when appropriate;
- Standardise;
- Coordinated pipeline network;
- Bipartisan political support;
- Sustained Government funding to Centres of Excellence;
- Strong government involvement; and
- Transparent and clear communication.



# Lessons from Norway - 2

Norway's success has been built on:

- Salary control to remain internationally competitive;
- Working together during difficult economic times;
- An outward looking approach to education and training – mobility of competence;
- Leveraging existing and well-trained skills base and applying to emerging industries
- Using challenges as imperative to develop new technologies and skills;
- Recognising the world is changing and prepare for the future;
- Internationalising its service sector; and
- Working hard to manage the industry's reputation and promote the benefits of the industry to the community.



# Conclusions

- The global gas industry is short on new, large-scale opportunities, with opportunities in gas being more attractive than oil in a carbon-conscious world.
- Australia is emerging as the world's largest LNG exporter.
- Long term: estimate \$9bn annual maintenance costs with WA's LNG operators having reserves expected to last more than 50 years.
- WA has the prospect of new projects and brownfields expansions.
- Norwegian and British companies see themselves as global leaders, who should be participating in these opportunities, particularly in the offshore environments that they are familiar with and have aligned competencies.
- Other WA positive attributes:
  - LNG Jobs Taskforce
  - Western Australia's industry is operated offshore, with some similarities to the North Sea;
  - In NOPSEMA, WA has a similar regulatory regime to Norway;
  - WA has a stable government and society, with low sovereign risk, and is corruption free;
  - WA is a good place to set up to target additional commercial opportunities across Australia and the Asia-Pacific region; and
  - WA is a great place to live and work



# A Case Study



## Aberdeen service company moves into Perth

- In another sign of growing confidence in both wider industry and in Western Australia **MInteg** has opened its **first international base in Perth** as it looks for growth in new markets for its maintenance, inspection and integrity services.
- The Aberdeen-based company sees the move as a way to **launch itself** into the LNG, upstream oil gas and industrial sectors **in the wider region**.
- MInteg will initially offer integrity management, non-destructive testing and mechanical rope access services and, capitalising on parent company EnerMech's extensive presence in Australia, **will look to add facilities in Gladstone, Darwin and Melbourne**.
- Patrick Gallagher, MInteg Director, said **years of experience and immersion in North Sea projects would be attractive to Australian clients** and he is confident the company's integrated approach of providing working at height expertise with traditional technical skills will prove successful.

# How can we assist?

- Facilitate meetings with European industry, industry representative organisations, research institutions and government representatives
- Support site visits/trade delegations
- Supporting WA companies to form partnerships with similar companies from our region
- Supporting WA companies to enter markets in our region
- Advice on living, working and doing business in WA or UK/Europe
- For more info visit: [www.wago.co.uk](http://www.wago.co.uk)





**We connect WA and Europe**

**Thank you!**

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