



Axis Group Global Procurement & Supply

Typical Petrochemical Industry Categories, Products
& Packages with Global Sourcing Relevance

Q4 2023

Global Markets. Connected

Axis Group provides market access solutions. For clients that compete in complex international markets, our deep capabilities, expertise and commitment translate into business performance and profitability

Our Business



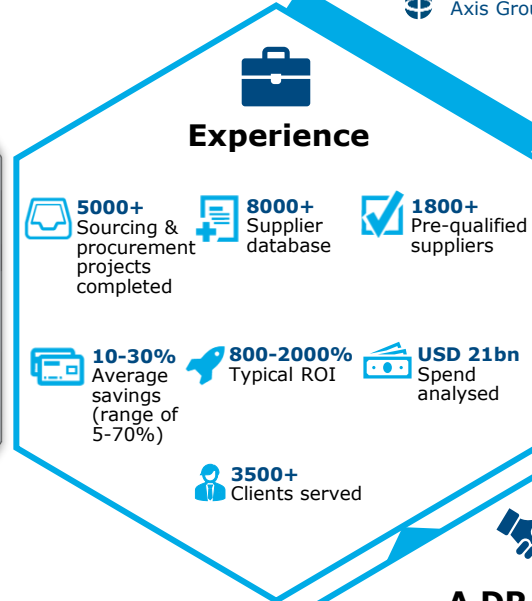
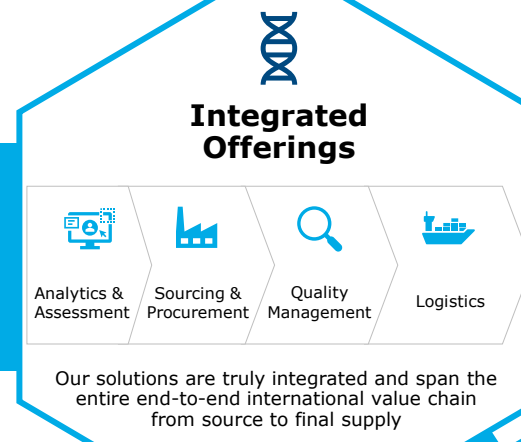
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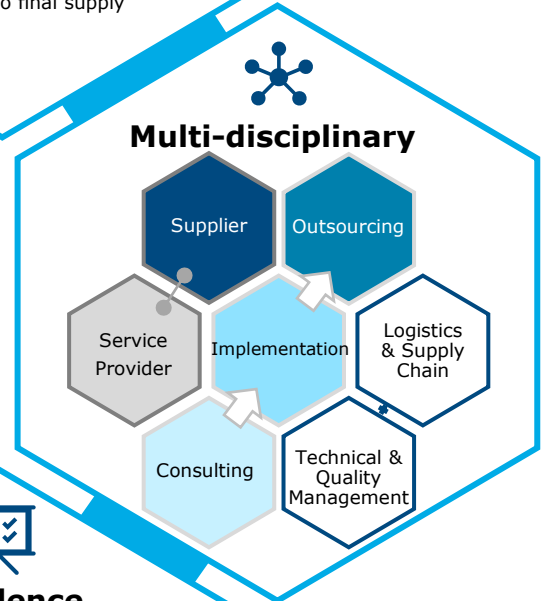


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- Local Knowledge**
 - Incorporate **Local Knowledge** and **Supply Market Intelligence** into your low-cost country sourcing strategy to reduce **Risk**
- Speed to Value**
 - Rebalance your overseas sourcing risk profile with **New Savings** bringing genuine **Speed to Value** from harnessing **Local Knowledge**
- Remote Management**
 - Allows you hands-off **Remote Management** of supplier appraisal, engagement and selection – and complex execution in remote low-cost country sourcing destinations



Typical Petrochemical Industry
Categories, Products & Packages with
Global Sourcing Relevance



Categories and products across the industry value chain are potential targets for China / LCC sourcing



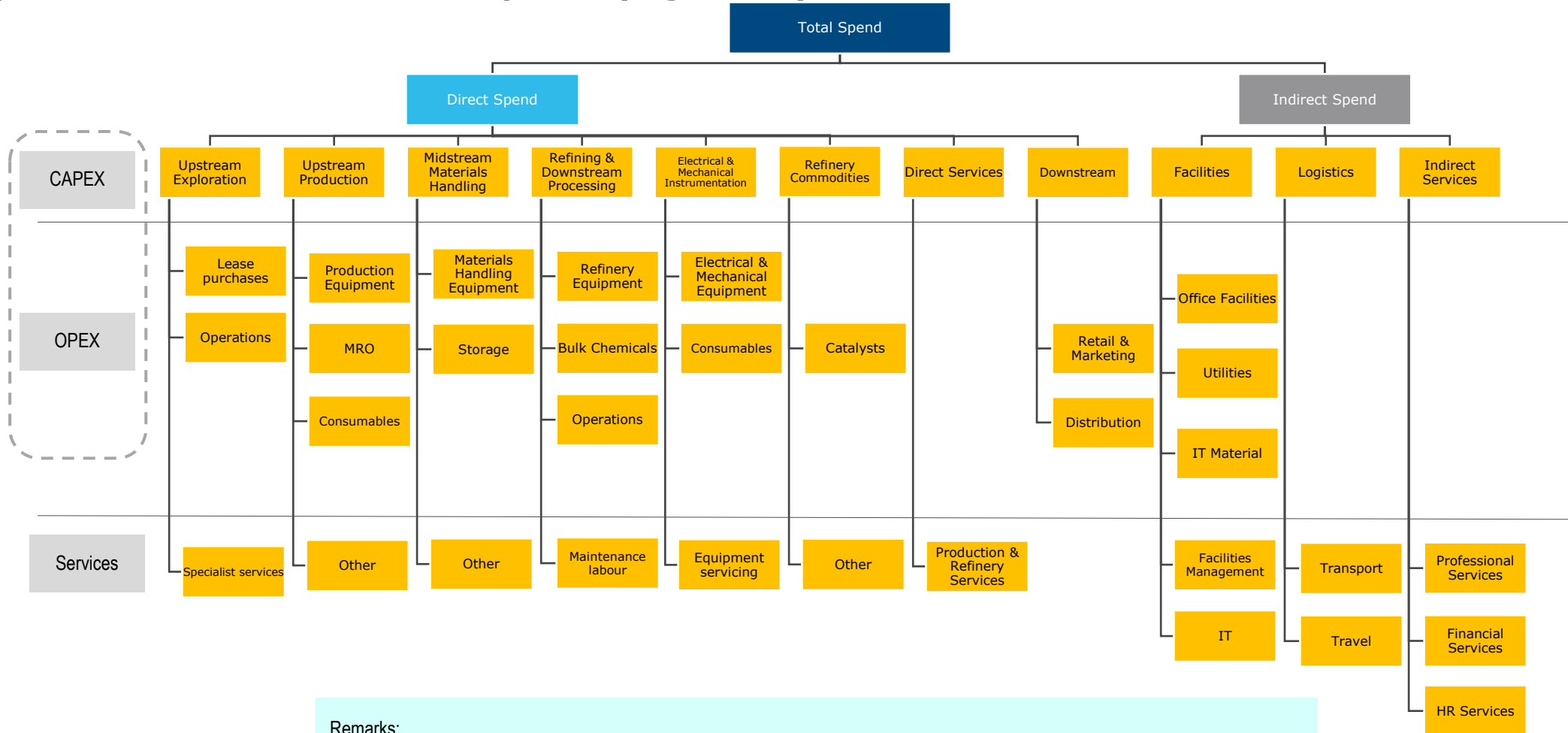
Typical categories included across the value chain are as follows:

- Equipment
- Chemicals
- Electricals
- Other



Classification of the total spend of typical Petrochemical companies

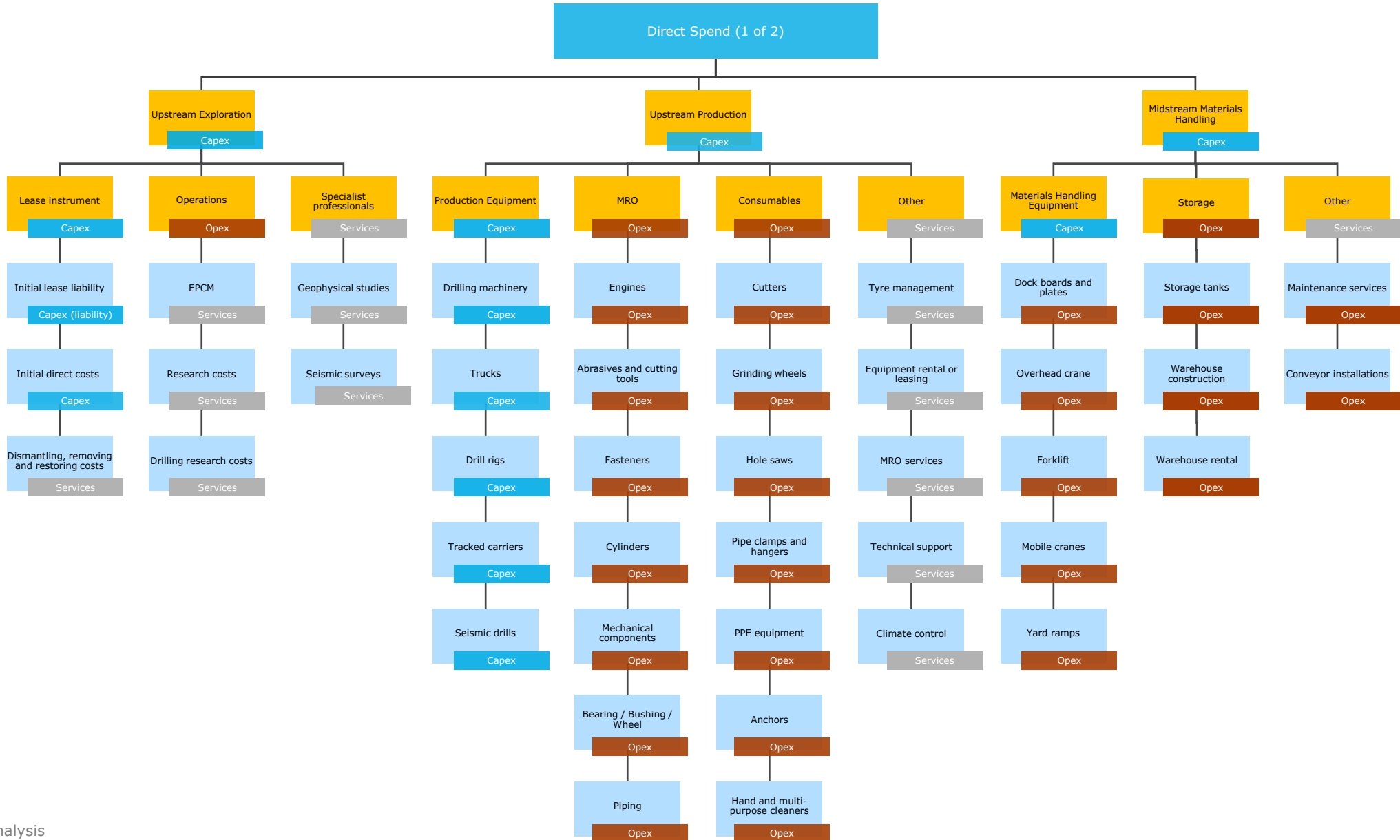
Spend Tree of Petrochemical companies (High Level)



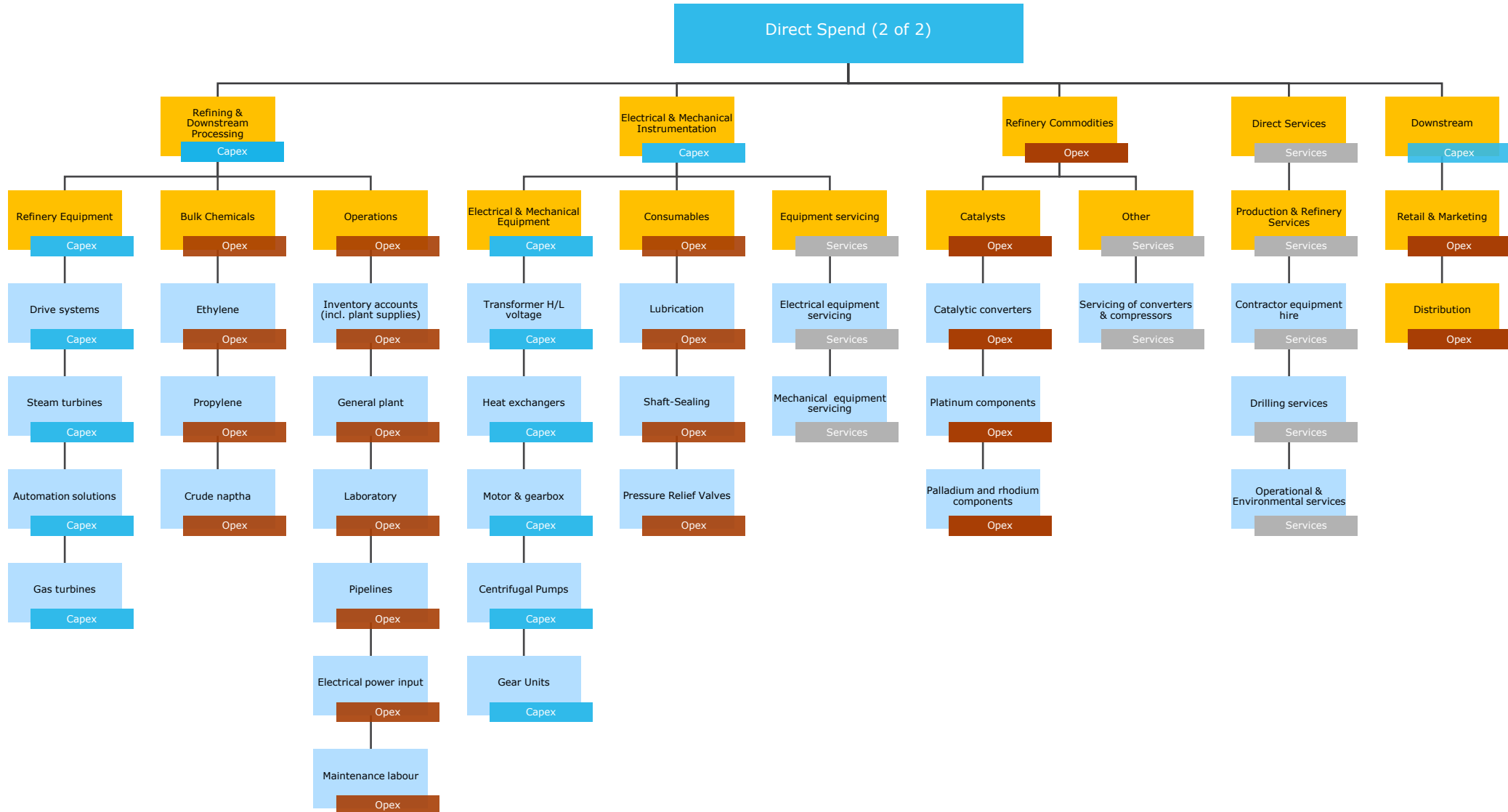
Remarks:

1. CAPEX refers to the initial investment in exploration/production; OPEX refers to repeated investment in exploration/production;
2. What is categorized as CAPEX will not be simultaneously categorized as OPEX

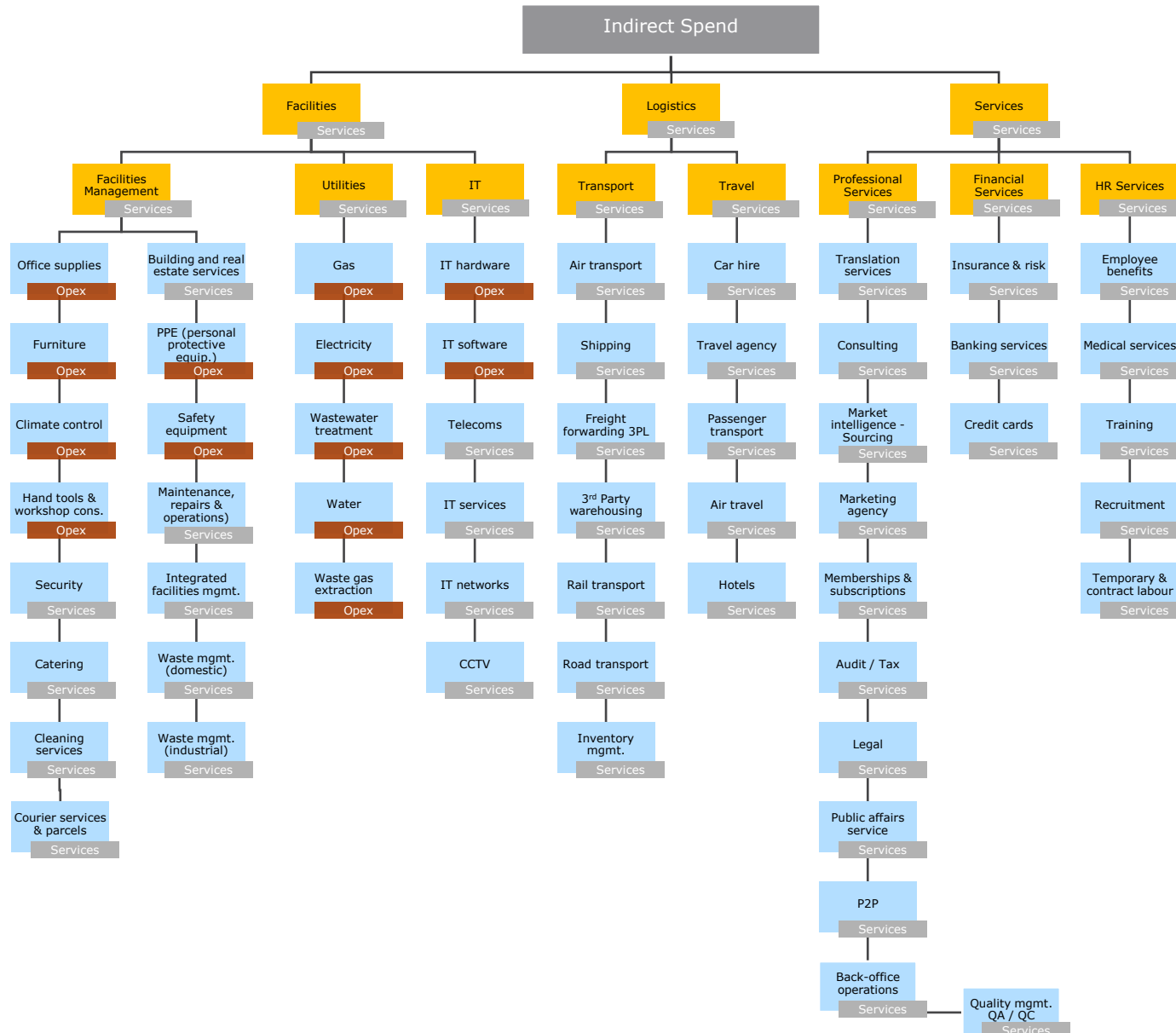
Classification of the total spend of Petrochemical companies



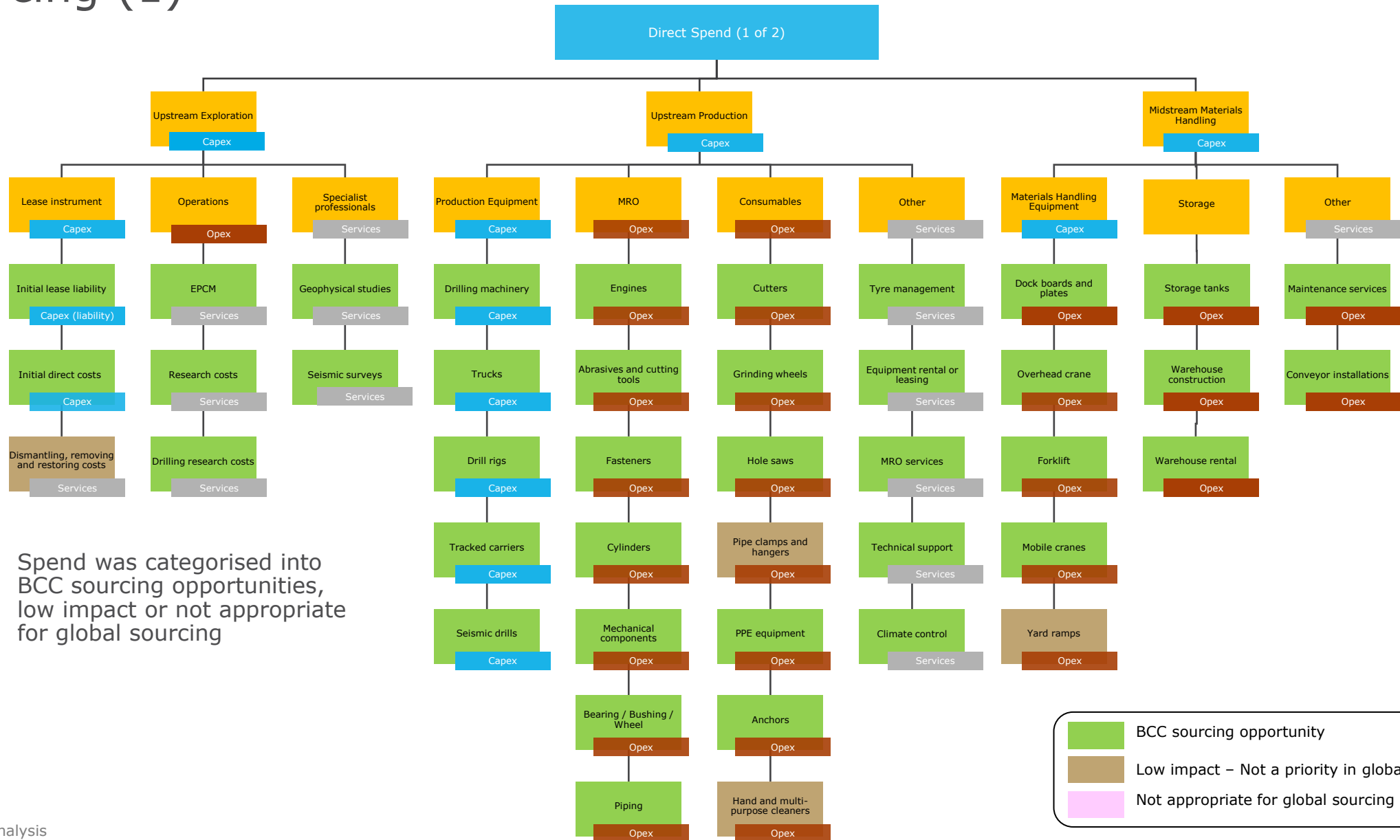
Classification of the total spend of Petrochemical companies



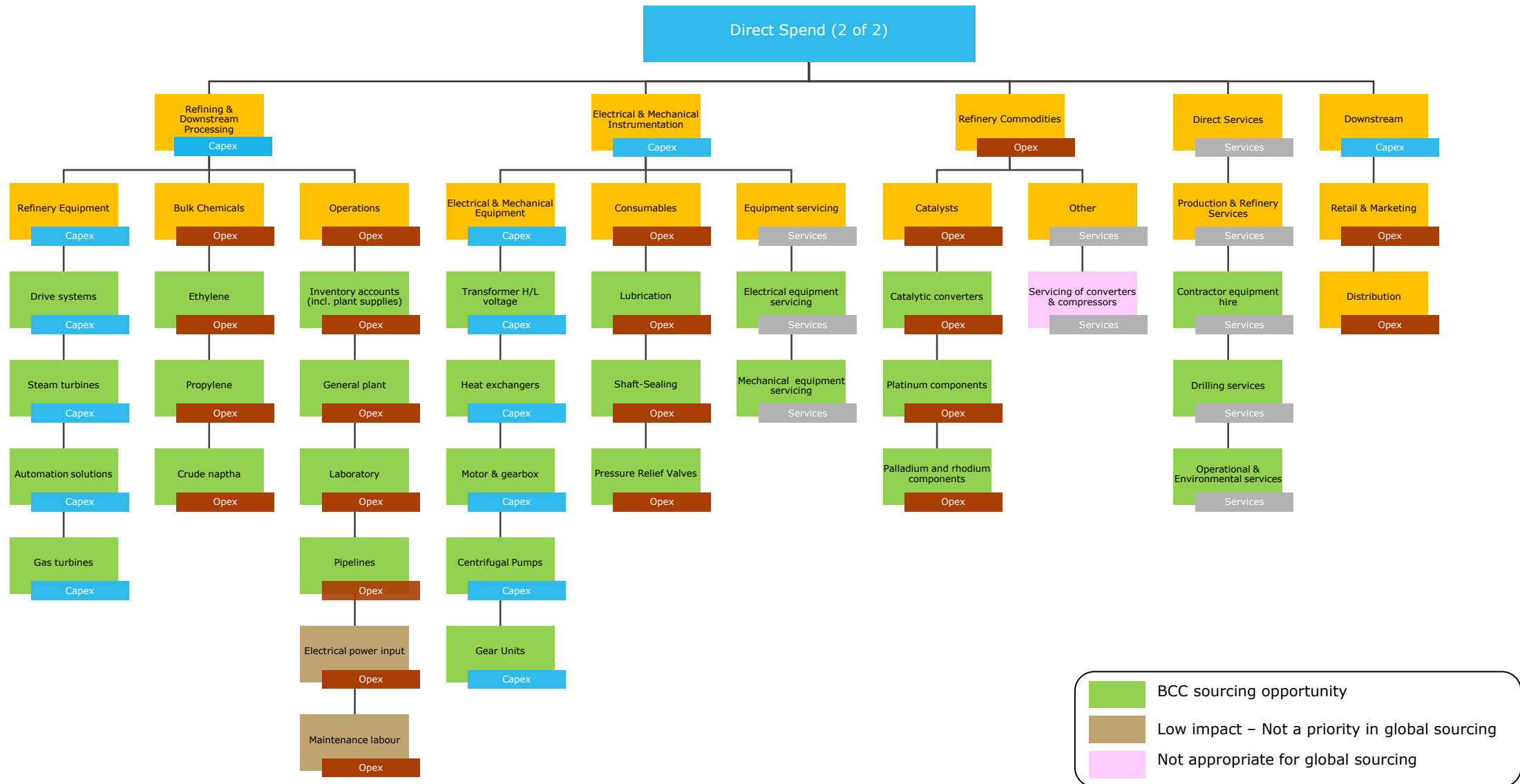
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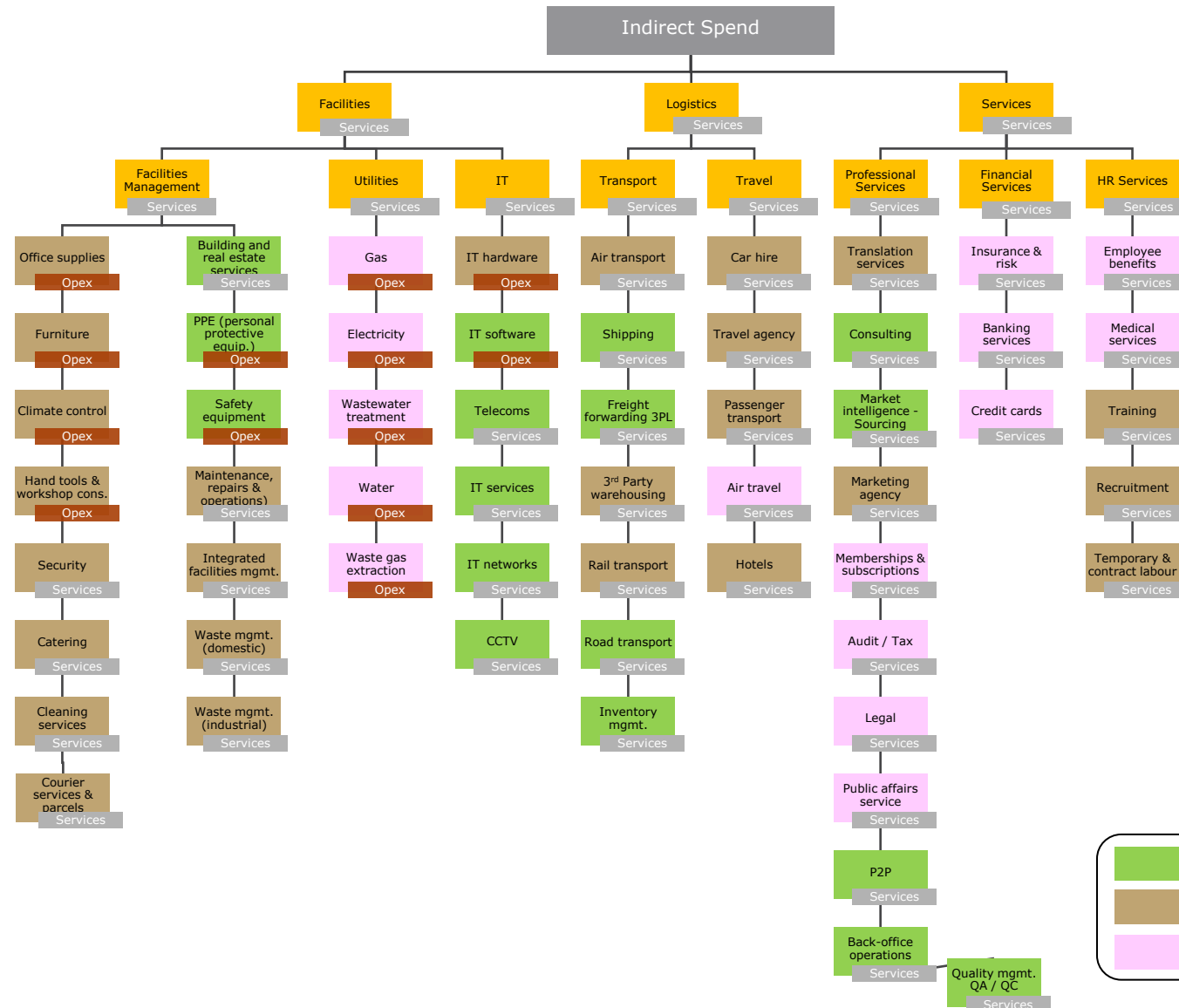
Elements of expenditure profile potentially addressable via BCC sourcing (1)



Elements of expenditure profile potentially addressable via BCC sourcing (2)

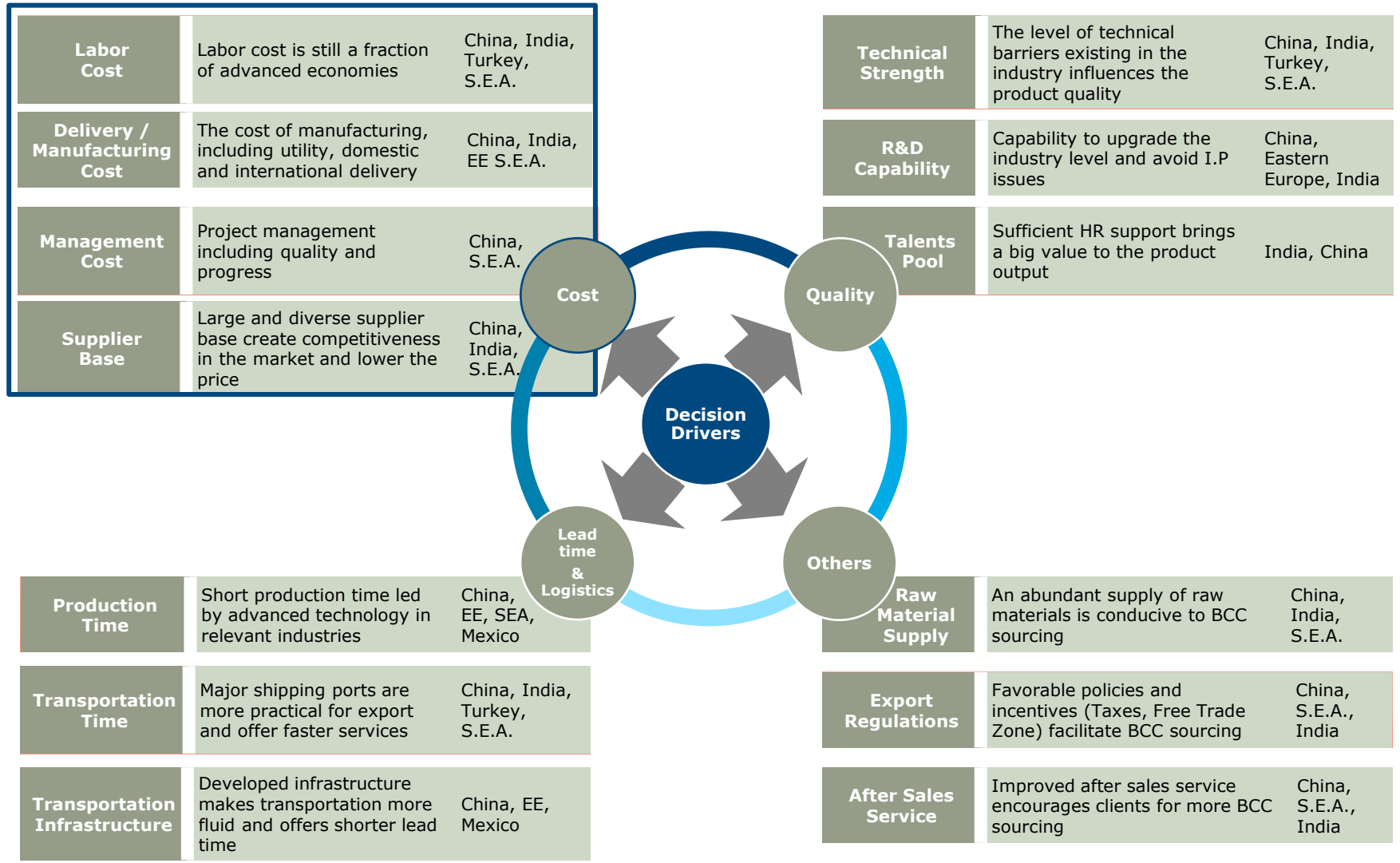


Elements of expenditure profile potentially addressable via BCC sourcing (3)



- BCC sourcing opportunity
- Low impact – Not a priority in global sourcing
- Not appropriate for global sourcing

With increasingly improved production capability in BCCs, procurement decision drivers are becoming more multilayered with cost remaining an important element



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Jumeirah Lakes Towers, Plot No. JLT-PH1-N1, Unit No. 1703-B
The Dome Tower
Dubai, United Arab Emirates

Kobus van der Wath, Founder & CEO

T +61 (0) 483 386 118 / +86 138 0111 2112

E kobus@axisgroup-international.com

Rachel Wu, MD: Global Procurement & Supply

T +61 (0)408 859 125 / +86 135 0111 2984

E rachel.wu@axisgroupinternational.com

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