

ALTUS OIL & GAS MALAYSIA:

CREATING VALUE WITH ROBUST OIL & GAS SUPPLY CHAIN SERVICES



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Mirroring the growth rate of the global oil and gas market, estimated to be at \$6,923.33 billion in 2024 and projected to reach \$8,917.40 billion by 2031, Malaysia's oil and gas industry is also robustly growing. The rise is driven by diverse factors like a steadily growing upstream segment, rising demand for natural gas in the country and neighboring regions, and a surging demand for refined petroleum products. However, the growth isn't smooth. Challenges like the industry's cyclical nature governed by fluctuating oil prices, and operational inefficiencies that increase costs continue to plague the industry.

Against this background, the pioneering Altus Oil & Gas Malaysia Sdn Bhd, a Kuala Lumpur-based oil and gas supply chain company has transcended boundaries, effortlessly navigating through challenges with agility. A visionary organization, Altus is redefining the sector through strategic diversification, intelligent technology integrations, and

digital transformation solutions. Operating across three major segments, namely marine solutions, oilfield solutions, and logistics solutions, the firm leverages diversified expertise, robotic solutions, and proactive protocols to enhance operability and asset control.

Multi-Sector Expertise

Altus Oil & Gas Malaysia Sdn Bhd, a part of the Altus Group, stands out for its ability for synchronizing integrated operations across its operational domains of marine, oilfield, and logistics. The firm's integrated service model addresses prevailing complexities of fragmentation, excessive overhead costs, and low visibility and accountability, by combining key functionalities in one coordinated framework. The team's multidisciplinary skills expertly eliminate the need for multiple vendors, thereby streamlining workflows, lowering administrative, contracting, and interface expenditures, and shortening project timelines.

Altus Group brings vast cross-border offshore base experience in Malaysia, Indonesia, China, and Australia, and a robust network spread across these regions along with global expertise and local capability to craft tailored solutions. Leveraging its regional presence, the firm proactively optimizes costs, understands local compliance, and utilizes regional expertise to boost efficiency. To maintain transparency, the team continually shares insights on weather delays, port congestion, permit handling and any new rules implementation as part of continuous improvement and risk mitigation across all locations.

"Through Altus Group Global Networks, we offer global coordination with deep local regulatory knowledge, local partnerships, port access, and cross-border fleet and equipment sharing to optimize costs and reduce downtime", shares Mohammad Taufik Othman, Managing Director, Altus Oil & Gas Malaysia Sdn Bhd.

This regional excellence, widespread reach, customer-centric innovation efforts, and operational agility, along with the firm's ISO 14001, ISO 45001, and ISO 9001 certifications that ensure quality set it apart. Operating cross-border, Altus Oil & Gas Malaysia's focus on compliance is stringent,



aligned with the ISO as well as DNV guidelines which enable consistency in HSE performance. The proprietary Altus safety culture plays a pivotal role in boosting compliance and safety. Under this, employees perform hazard identification and risk assessments and are empowered to stop any unsafe activities or conditions. Routine audits, both external and internal strengthen compliance adherence.

Thriving Journey & Future

Established over 15 years ago, Altus Oil & Gas Malaysia's journey started with a singular focus on logistics for the oil and gas, and energy sectors. Robustly expanding its footprint, the company moved to Kuala Lumpur a year later, penetrating Labuan in 2012, and continuing expansion to reach Kemaman, Bintulu, Miri, Kuantan, Tok Bali, and recently in Kota Kinabalu. The strategic presence across key cities helps the firm boost support to the pertinent industries.

In its efforts to grow, the firm has built a thriving team with diverse expertise, deep industry knowledge, and a collaborative spirit. The team growth came in along with the firm's proactive domain expansion initiatives, reaching into marine and oilfield segments, providing integrated supply chain solutions for the oil, gas, and energy industries. Today, the firm brings world-class solutions powered by decades of experience and a dynamic team of professionals, a combination that enables it to tailor global best practices to Malaysia and Southeast Asia's operational realities.

Consequently, Altus Oil & Gas Malaysia holds a prominent position in the sector today, collaborating closely with partners across ASEAN, the Middle East, and Europe, bringing cross-border innovation to local execution. Its agility and adaptability to rapid technological transformations have encouraged its efforts to serve a global clientele, while its driven workforce has cemented its reputation for client-centricity and reliability.

As it envisions the future, the company remains steadfast in its approach to service provision. Projecting a sharp growth of Malaysia's oil and gas market, driven by ongoing exploration activities, increasing demand for petroleum, and the expansion of downstream infrastructure in the coming years, the company is preparing to double its size to meet the rising demand for solutions. Altus Oil & Gas Malaysia is actively investing in CAPEX in key areas, providing high-value solutions, and moving up the value chain to keep up with the changing industry landscape. It further aims to expand its presence, targeting Southeast Asian nations, and ASEAN countries. In addition, Altus Oil & Gas Malaysia has plans for launching new products and developing the Liquid Mud Plant (LMP) in Sarawak to support exploration activities.

Through its diversified plan for the future, Altus Oil & Gas Malaysia is positioning itself to become a global leader in the oil & gas segment, offering comprehensive integrated solutions that simplify cross-functional operations. 