



# Welcome

to HillConsult Asia-Pacific, a boutique consulting company specializing in [Corporate Strategy](#), [Executive Advisory](#), [Technical Consulting](#), and [Business Development](#). HillConsult is a small consulting business offering select consulting services in the [Global Hydrocarbons & Energy Industry](#) to Producers (Owners), Contractors/Consulting Firms/Vendors (Service Providers), & Financial Services Sector (Investors/Lenders).

HillConsult, through its President & Founder, Graham Hill, has experience in the Upstream, Midstream and Downstream Sectors of the Global Hydrocarbons Industry. [Graham has 42+ years in this industry](#), with truly [global experience](#), having had technical & executive positions in UK, USA, Singapore, Japan, Korea, India and Australia/NZ; with KBR Inc, Worley Ltd, KBC Advanced Technology plc, and Kvaerner Engineering & Construction.

The consulting assignments range from a few hours, to a few weeks, to ongoing consulting services and non-executive positions. No assignment is too small, and offerings can be arranged on an hourly, daily or retainer basis. HillConsult is a company registered in Australia, headquartered in Melbourne. Most of the consulting to date has been in Asia, Middle East, USA & Europe.

## TYPICAL ASSIGNMENTS ARE

- Corporate Strategy Stewardship
- Corporate Strategy Review
- Business Development Training for Executives
- Organizational Development in the Engineering & Construction Industry
- Technical & Market Advisory for Finance Companies, Banks, & Hedge Funds
- Competitor Strategy Analysis in the E&C Space
- Technology Advisory, Competitive Landscape, and Marketing
- Communications & Marketing
- High-level Technical Consulting in Upstream, Midstream, and Downstream Sectors
- Vendor and supplier positioning in the EPC space
- Digital Strategy and Planning

HillConsult Asia-Pacific, is a boutique consulting company operating in the Global Hydrocarbons & Energy Industry, specializing in:

- Corporate Strategy – at all stages of corporate development
- Executive Advisory – working closely with CEO/Board
- Technical Consulting – strategic choices, competitive landscape
- Business Development – projects/developments/alliances/M&A
- Digital Strategy in EPC & Maintenance

## About Us

HillConsult Asia-Pacific is incorporated in Victoria, Australia with Australian Business Number (ABN) 47 984 850 109. HillConsult operates across the Upstream, Midstream and Downstream Sectors of the global hydrocarbons & energy industry, providing select consulting services to Producers (Owners), Contractors/Consulting Firms/Vendors (Service Providers), & the Financial Services Sector (Investors/Lenders).



### PRESIDENT AND FOUNDER

HillConsult, through its President & Founder, Graham Hill, has experience in the Upstream, Midstream and Downstream Sectors of the Global Hydrocarbons Industry. Graham has 45 + years in this industry, with truly global experience, having had technical & executive positions in UK, USA, Singapore, Japan, Korea, India and Australia/NZ.

Most recently Graham was EVP, Global Business Development and Corporate Strategy with Global E&C and Government Services firm KBR Inc, based in Houston, Tx. Graham's portfolio of responsibilities included: Corporate Strategy Development and Stewardship, M&A, Global Business Development, Marketing and Communications.

Prior to that Graham held the same global business development position with Worley Ltd (formerly WorleyParsons), based in Singapore. Prior to Worley, Graham was SVP Asia-Pacific, KBC Advanced Technology plc, based in Singapore, and SVP Business Development Kvaerner Engineering & Construction also based in Singapore for Asia-Pacific.

Graham has a wealth of experience in the Hydrocarbons Industry in all aspects of contracting including: commercial foundations for mutual success; negotiation and all technical and execution aspects of the EPC business, across upstream, midstream and downstream, including technology development, licensing and consulting services, and digital.

Graham has lived in UK, USA, Australia, Japan, Korea, Singapore and India, and has travelled to most parts of the world working with Hydrocarbons & Energy Customers in all the prime centres – a truly global perspective. Graham holds a Master of Chemical Engineering degree (MEng) from the University of Cambridge, England (Fitzwilliam College). He is a Fellow of the Institution of Chemical Engineers (FICHEME), UK and a Chartered Engineer (CEng). He is a graduate of the Australian Institute of Company Directors (GAICD).

DEVELOPMENT OF

Tailored consulting to meet your requirements, schedules and budgets.

HillConsult is experienced in developing a tailored approach to match consulting requirements, schedules and budgets. HillConsult is willing to structure commercial assignments around hourly (“on-call”) rates, through regular structured engagements (daily rates), and longer term (eg retainer) arrangements

## Services

Services offered by HillConsult Asia-Pacific cover a broad range, including:

- Teleconference Consulting on focused questions, background and industry landscape
- In-Person Consulting and Advisory in the development, documenting, presenting to Boards of Corporate Strategy
- In-Person Consulting in Executive Business Development Training (2/3-day workshops)
- In-Person Consulting in Organizational Development – Interfacing with Engineering & Construction Companies for sustainable success
- Non-Executive Director & Advisory Roles – Liaison with the CEO/Board on high level corporate strategy
- Select Assignments (desktop studies) on specific areas of research on industry developments, trends and opportunities (eg Digital Strategy)
- Select Business Development Services focused on Project Opportunities, Alliance Opportunities and M&A Opportunities

# Experience

Through Graham's 45+ years of experience HillConsult Asia-Pacific has amassed an extensive portfolio of work in the global hydrocarbons industry. Below is a select sample of our recent work.

Client	Country	Work Focus Area	Description of work
SABIC	Saudi Arabia	Organizational Development	Options for creating a viable Engineering & Project Management Department in-house: structure, governance, location, recruiting, training and sustaining; through a global consulting company. 2 month engagement.
Tata Consulting Engineers	India	Corporate Strategy	Leading the creation of a long-term corporate strategy. 6 business streams, identification, prioritization, selection, measurement, and review of corporate governance; and presentation to the independent Board. Ongoing bi-annual review.
Hedg Fund (confidential)	USA	Targeted Investment Strategy	Review of certain strategic markets, engineering & construction landscape; competitive advantage and specific company corporate strategy review
Osaka Gas	Japan	Business Development Training	Development and delivery of a business development training workshop for executives, including sales strategy development, pursuit tactics and linkage to corporate strategy. 2 month engagement.
Hedge Fund (confidential)	USA	Targeted Investment Strategy	Review of LNG markets, priorities, company positioning, technologies and sustainability
Investment Company (confidential)	UK	EPC Investment Landscape	Review of certain engineering & construction companies – corporate strategy, culture and sustainability.
KBR	Singapore	Corporate Strategy	Development of corporate strategy for the APAC Region. 6 business lines, identification of markets, prioritization, selection and measurement of strategic direction.

<b>Client</b>	<b>Country</b>	<b>Work Focus Area</b>	<b>Description of work</b>
<i>ChemTech - software technology</i>	USA	Technology Development & Marketing/ Strategy	Appointment as Chairman of the Company Advisory Board – ongoing appointment. Business development, strategic partners, alliances and marketing.
<i>Public Company (confidential)</i>	Australia	M&A	Introduction to potential M&A/Alliance targets in Asia
<i>Private company (confidential)</i>	Abu Dhabi	Corporate Strategy	Ongoing engagement to review opportunities for growth and development in LNG and gas
<i>Public company (confidential)</i>	Australia	Corporate Strategy	Development of corporate strategy for the APAC Region. 3 business lines, identification of markets, prioritization, selection and measurement of strategic direction. Reporting to the CEO and Board.
<i>SABIC</i>	Saudi Arabia	Digital Strategy for E&P Division	Advice on E&PM Digital Strategy, as part of a wider corporate strategy initiative, through a global consulting company; including business case, prioritization, and execution plans. 2 month engagement.
<i>TubeTech – Niche Industrial Services firm</i>	UK	Corporate Strategy Non-Executive Director and Advisory on Strategic Direction	Development of corporate strategy for the APAC Region. 3 business lines, identification of markets, prioritization, selection and measurement of strategic direction. Reporting to the CEO and Board.
<i>TCG Digital</i>	Australia	Business Development	Appointment as TCG Representative for Australia in Digital Strategy and Implementation (ongoing)



# Markets

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Markets served by HillConsult cover the Upstream (offshore/onshore oil & gas), Midstream (LNG, pipelines and terminals) & Downstream (oil refining, petrochemicals, chemicals, derivatives, fertilizers and specialties) Sectors, across:

- **Producers** (Owner Companies) – Firms seeking to understand specific markets, developments and trends, strategic choices, and understanding the EPC Service Suppliers.
- **Finance Companies** (Investors/Lenders) – Firms looking at strategic investment either in equity or in lending; and hedge funds analyzing the short term opportunities in selected companies; understanding the technical complexity of the industry, deciphering published strategies, and seeking advisory on sustainability.
- **Engineering & Construction Companies** (Service Providers) – Companies seeking to understand the competitive landscape and analyzing/critiquing published strategies; developing corporate strategy and presentations to boards, with on-going measurement, monitoring & review.
- **Technology** (Intellectual Property Owners) – organizations looking at marketing approaches, understanding the competitive landscape, and M&A opportunities
- **Global Consulting** (Service Providers) – top-level global consulting firms wanting additional high-level technical advisory and specific technical input and industry understanding.
- **Developers** (Project Initiators) – Firms seeking advisory and guidance on project development opportunities, strategic choices, EPC Providers, & Contract Fundamentals for success.



## Contact us

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If you would like to know more about the services HillConsult Asia-Pacific can offer, or would like to discuss a potential consulting assignment, please contact us through:

**Email (General inquiries):** [info@hillconsultasiapacific.com](mailto:info@hillconsultasiapacific.com)

**Email:** [graham@hillconsultasiapacific.com](mailto:graham@hillconsultasiapacific.com)

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HillConsult is incorporated in Australia, based in Melbourne, Australia, (on Australian Eastern Standard Time, AEST or Australian Eastern Daylight Savings Time, AEDT, in summer) and operates globally, with customers in USA, Europe, Asia, Middle East and Australasia. Emails and phone messages are monitored daily, and we would be delighted to respond within 24 hours to any message you may like to leave.