

SUPPLIER DEVELOPMENT WORKSHOP-PPT

PRESENTATIONS-Q1'23



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1. Tilenga Project- Context, Overview & Updates.
2. Production Chemicals Supply and Associated Services.
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5. National Content -Typical Bid Requirements.



01.

Tilenga Project- Context, Overview & Updates



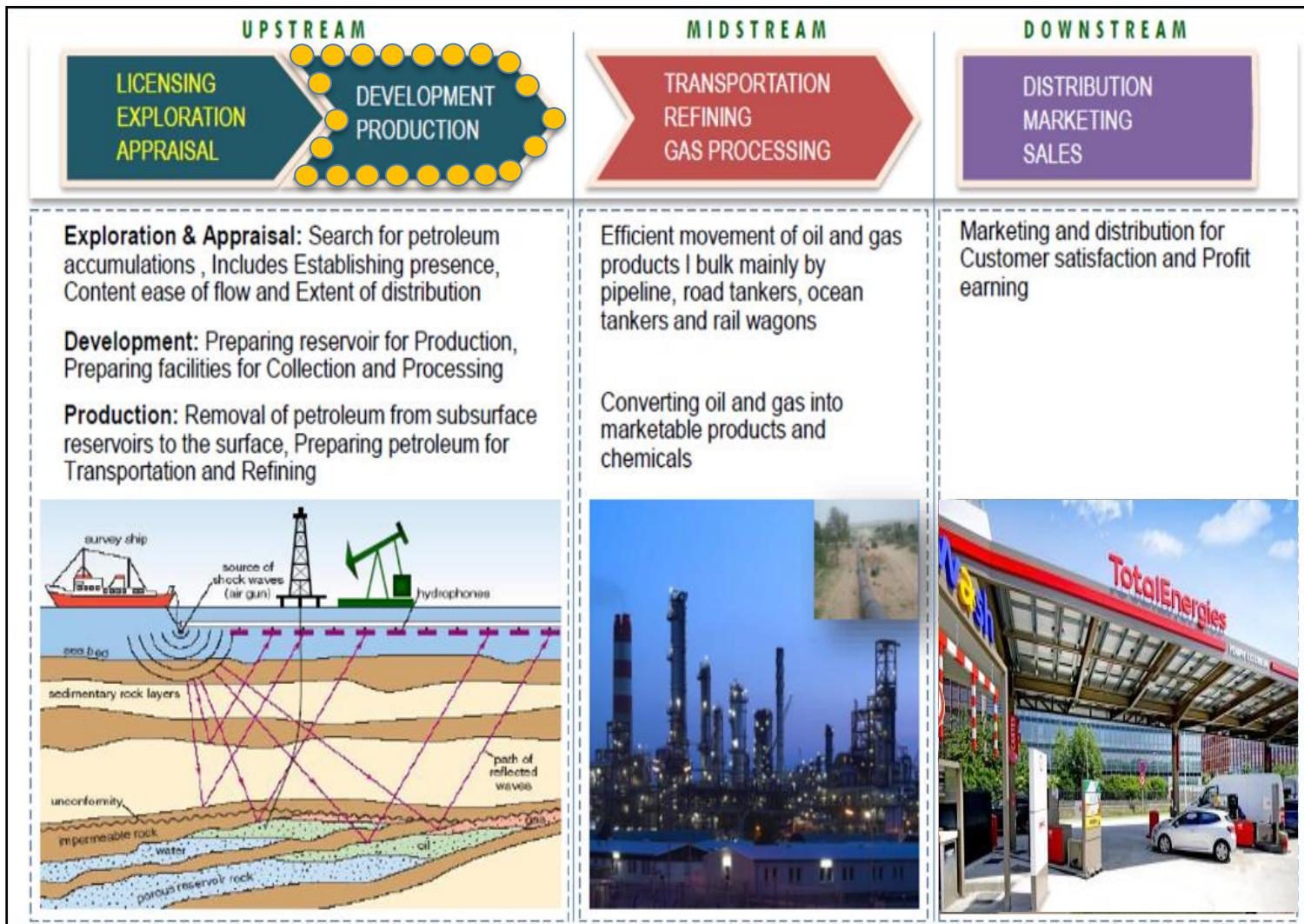
PROJECT CONTEXT, OVERVIEW & UPDATES



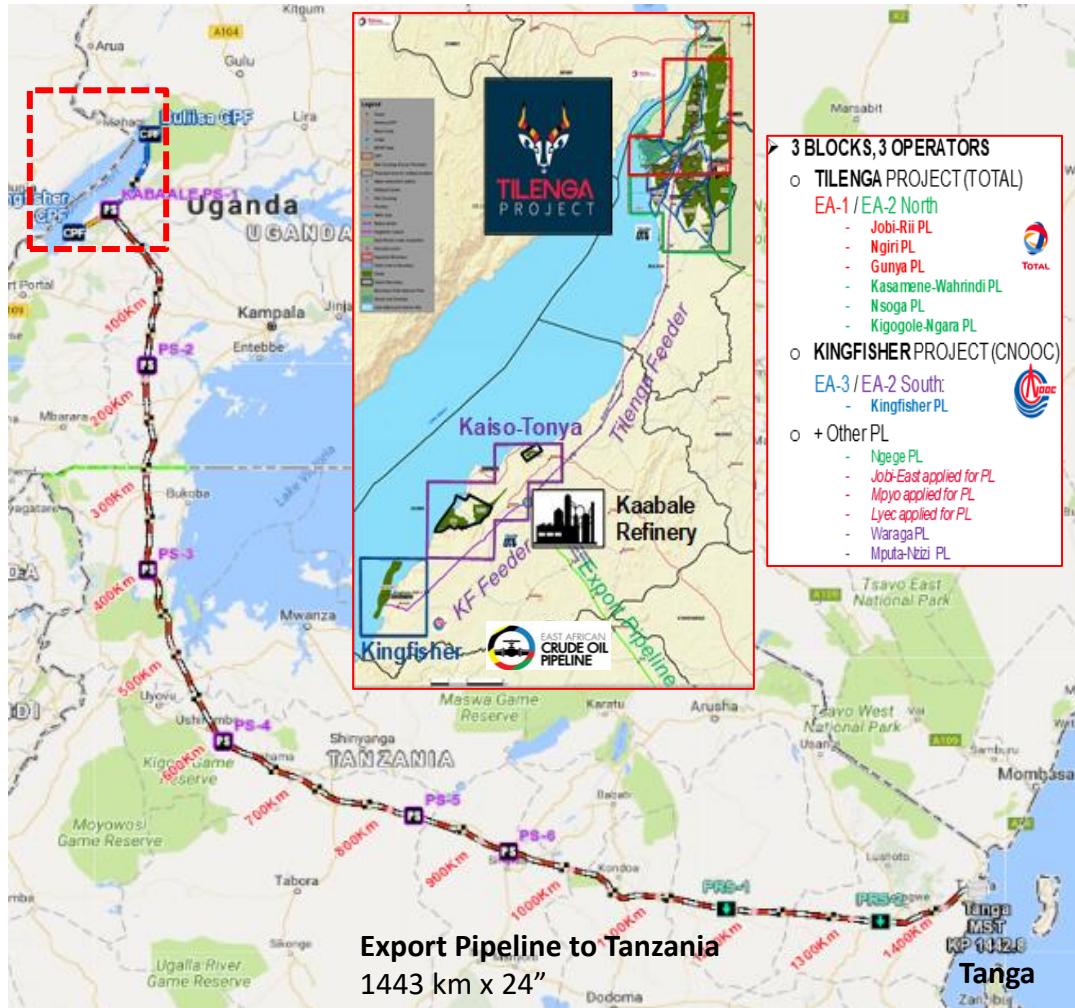
Supplier Development Workshop Presentation
Q1 2023

James Berya Opiyo
Upstream Project Coordinator

Context – Petroleum Value Chain



Context - Lake Albert Development



• UPSTREAM

- 3 Blocks, 2 Operators
 - **CA-1/ LA-2 North: Tilenga (TotalEnergies)**
 - **KFDA / LA-2 South: Kingfisher (CNOOC)**
- Partnership
 - TotalEnergies (56.67%) – PI: 66.67% until FO
 - CNOOC (28.33%) – PI: 33.33% until FO
 - UNOC (15.00%)

• MIDSTREAM

- **EACOP** – East African Crude Oil Pipeline
- Shareholders:
 - TotalEnergies
 - CNOOC
 - UNOC
 - TPDC
- Refinery

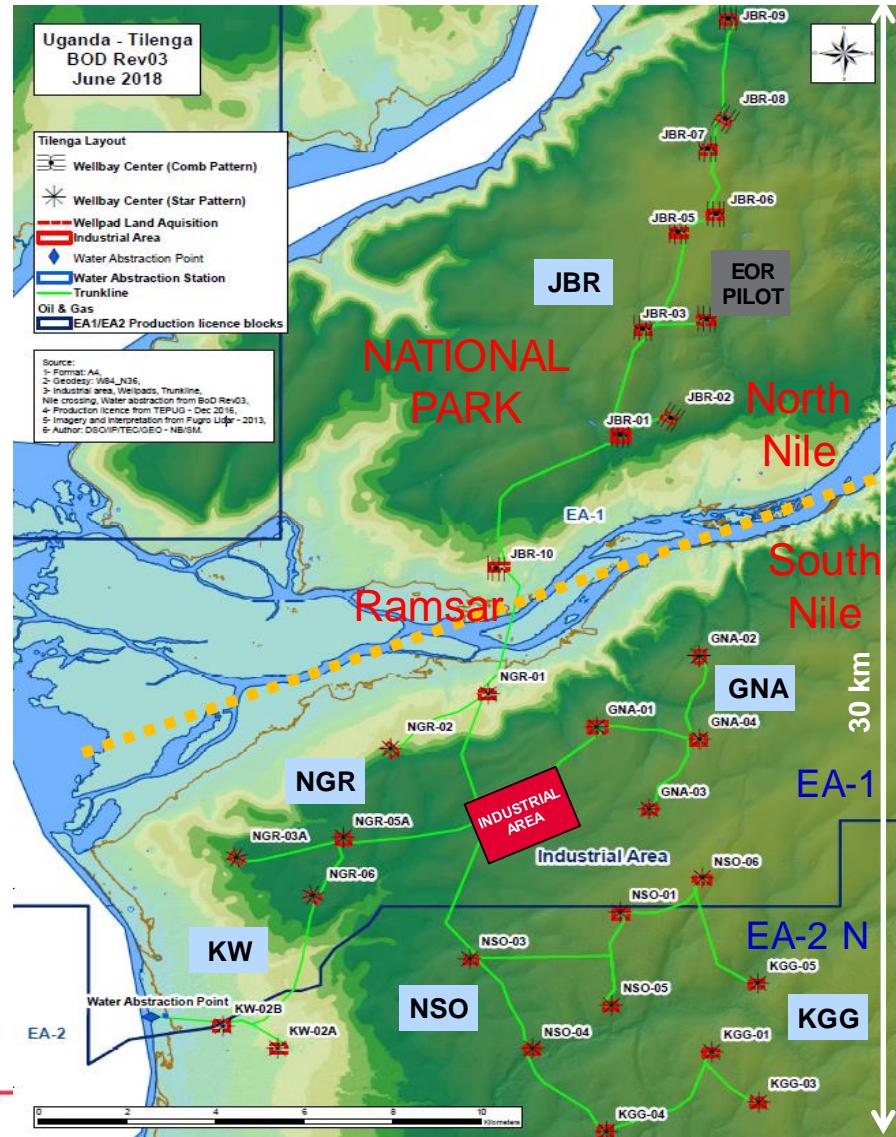
• DOWNSTREAM

- Oil Marketing Cos & UNOC

... Tilenga project is key part of Uganda's Lake Albert Oil & Gas Development

Overview - Tilenga Project Main Features

- A development on Contract Area-1 and Licence Area-2 North; In Buliisa and Nwoya Districts
- 31 well pads: 10 North of Nile + 21 South
- Over 400 Development wells (OP/WI/OBS); 3 Rigs (1 North Nile / 2 South Nile)
- Water flooding Development Strategy from start-up
- Victoria Nile crossing (HDD~2 Km) and other on-land flowlines
- Industrial Area
 - Central Processing Facility
 - ~200 kbpd capacity and 710 kbpd Liquids
 - 100% of Produced Water reinjected.
 - Connected to the National Electricity Grid
 - 40 to 80kT/year LPG recovery plant
 - Operations and Drilling Support bases + Temp Construction camps
- Lake water abstraction facility
- 95 km Feeder line (24" Dia) - EHT Feeder Line exporting to Kabaale Delivery Point, Hoima
- Strong Environmental & Social constraints



ENABLING INFRASTRUCTURE

Contracts	Status Update
CFT-1 - Industrial Area Site Prep. CTR: Mota-Engil Uganda	<ul style="list-style-type: none"> Working on delivering the various sections related to the CPF area End of December: sections 1, 2 and 3 delivered Working on sections 4 and 5 Overall progress: 81% by end Nov 2022
CFT-2 – Road upgrade/ construction CTR: Pearl Engineering	<ul style="list-style-type: none"> C1 & N2 roads: completed A1 West & A4: works progressing well in areas where land access has been granted Tangi CSB: completed and handed over A1 East, A2, A3 contracts being finalized with CTR
CFT-3- Bugungu Airstrip Upgrade CTR: Terrain/ Excel	<ul style="list-style-type: none"> Cancelled- final settlement with CTR under discussion
CFT-4 – Well Pads Site Prep. CTR: Mota-Engil Uganda	<ul style="list-style-type: none"> JBR05 – platform processing and CP installation completed NGR03, GNA01 – CP installation completed and platform processing at varying stages of completion; being prepared for Rig-2 and Rig-3 arrival in Q1 and Q2 2023, resp. NGR02 & NGR05- work on standby awaiting full access (RAP incomplete) Temp. ROW road (JBR09-JBR05)- works ongoing

EPSCC FACILITIES

Contracts	Status Update
Industrial Area CTR: McDermott	<ul style="list-style-type: none"> Detailed engineering > 60% progress Several areas completed and handed over to EPSCC : CPF area partially handed over (remaining area expected to be handed over Q1 2023) Start of construction activities : pipe-rack foundations laid. Camp Construction : 400 pax capacity achieved at the end of December. Completion of camp (3900 pax) expected at the end of June 2023. SMLS Line-pipe production commenced in China

DRILLING & WELLS

	<ul style="list-style-type: none"> Arrival of Rig-1 at JBR05 well pad achieved on 2/11/22; expected to start drilling mid April 2023. Rig-2 and Rig-3 expected to start drilling in mid May and July 2023, respectively. Long Lead Items and Equipment Mobilization in progress with first batch of WH & OCTG orders delivered at DSB
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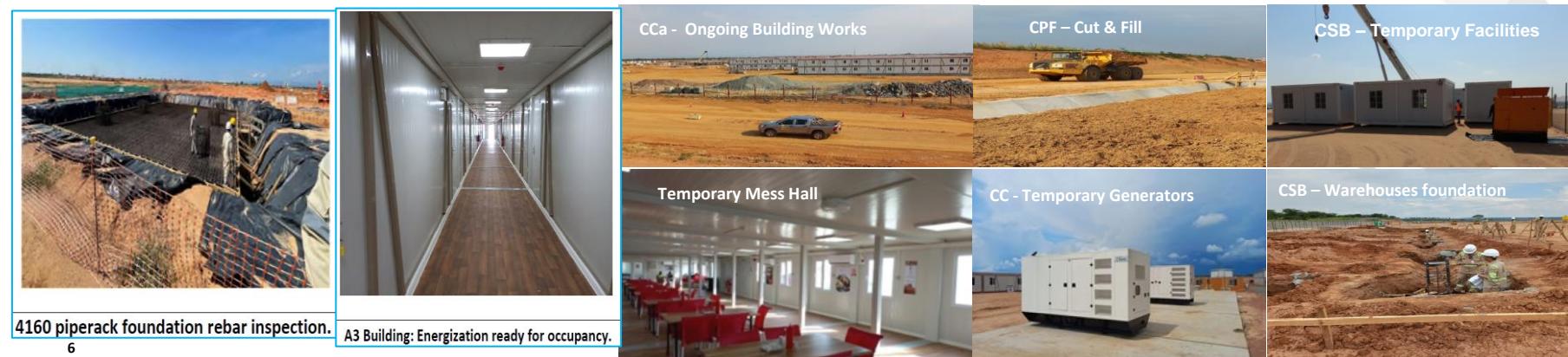
GEOSCIENCE & RESERVOIR

	<ul style="list-style-type: none"> JBR05 Well Proposal presented to PAU & JVPs (Aug) Preparation of well SOR for NGR03 and GNA01 Formal submission of JBR05 Geological Well Proposal to the PAU on Oct 11th, 2022, as part of the “Application to drill and complete wells” on JBR05 well pad
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Enabling Infrastructure



EPSCC





Merci Thank you Asante XiéXié

02.

Production Chemicals Supply and Associated Services



PRODUCTION CHEMICALS SUPPLY AND ASSOCIATED SERVICES



Q1 2023 SUPPLIER DEVELOPMENT FORUM

9TH FEBRUARY 2023

TILENGA PRODUCTION CHEMICALS | Strategy



- **Two types** of Production Chemicals to be supplied:

Specialty Chemicals

- Specific to the nature of Tilenga produced fluids characteristics
- Only qualified products will be selected for tender
- Contractor to procure **chemicals from specific pre-qualified vendors**
- Contract duration: 5 years firm commitment + 2 years option to extend contract

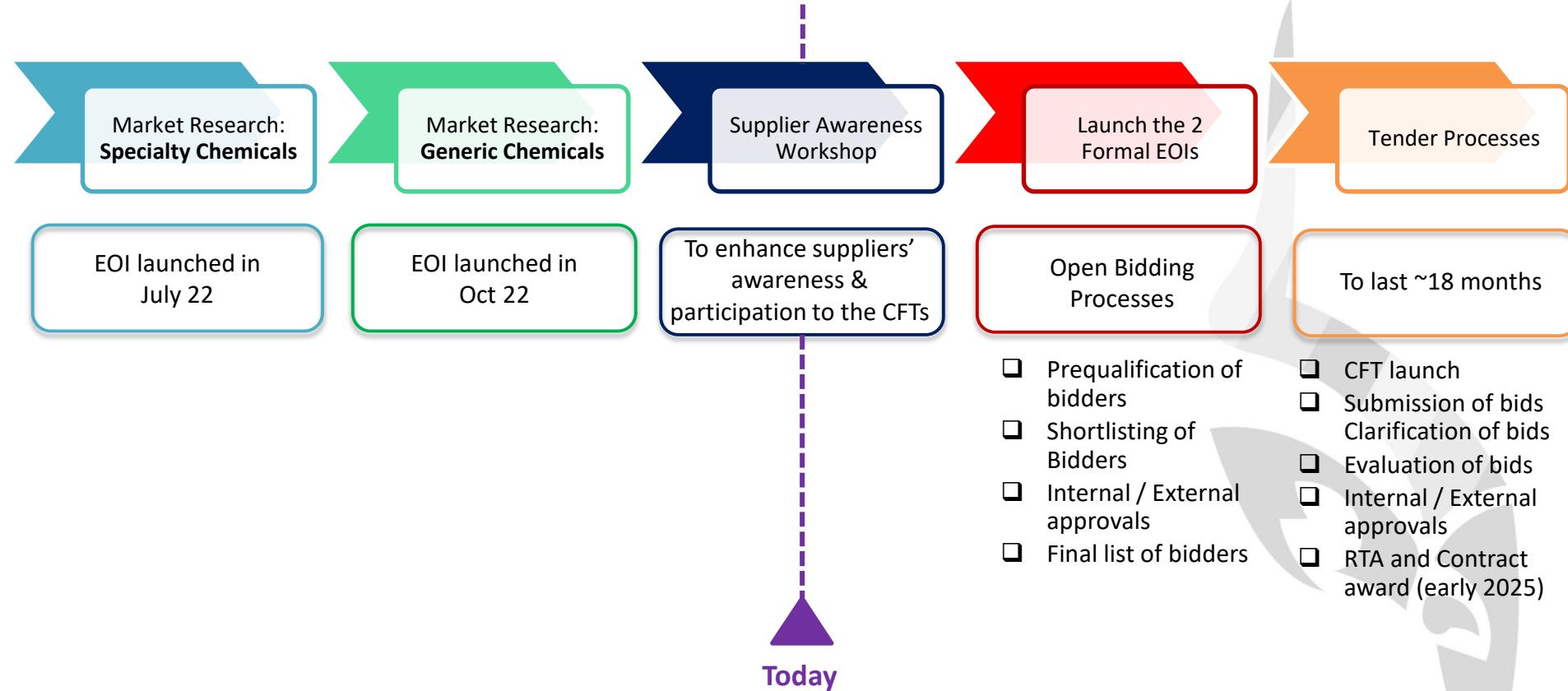
Generic Chemicals

- Generally used on most oil & gas production plants
- Contractor not restricted to specific vendors
- Contract duration: 3 years (minimum 2 years)

- **Two** separate **CFTs** to be launched **concurrently**:
 - **CFT 1** : Provision of Specialty Chemicals and/or Associated Services
 - **CFT 2** : Provision of Generic Chemicals and/or Associated Services
- Similar evaluation criteria

Companies can bid for either or both Tenders

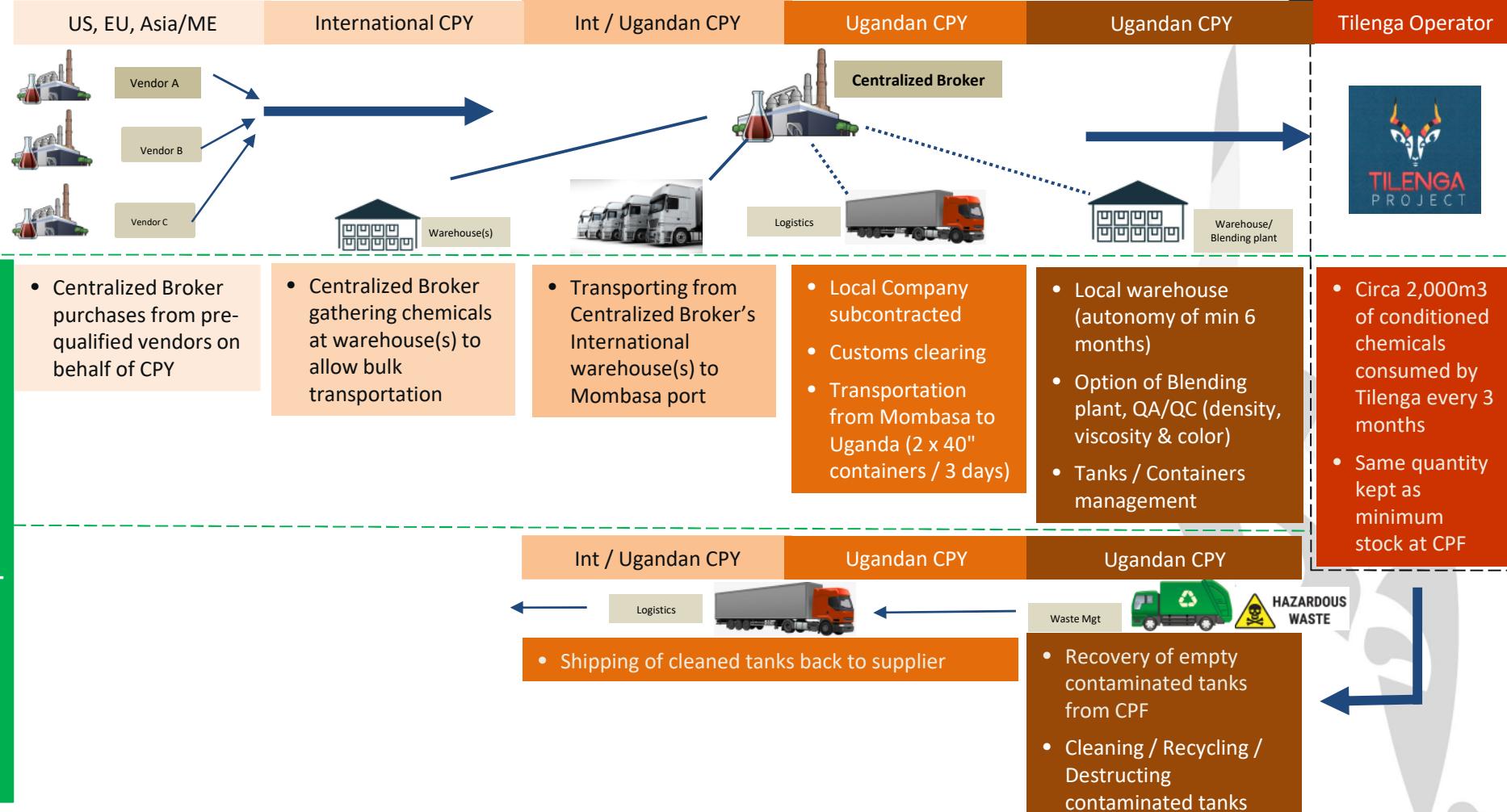
TENDERING STRATEGY | Where we are



The 2 EOIs launched so far were only for market research purposes

CHEMICAL SUPPLY WORKFLOW | Specialty Chemicals

- Main scope



Emergency response capability shall be provided at each stage in case of chemicals spills

SOW WORKPACKS* | Specialty Chemicals



Ring fenced for Ugandan Companies

1

Supply of Chemicals

- Procurement of Specialty Chemicals from pre-qualified vendors in various regions of the world for the initial years – *Contractor will have an opportunity to switch & supply alternative products after successful lab tests & CPY approval*

2

Logistics & Storage

- Clearance & transportation of the chemicals to CTR's warehouse in Uganda
- Maintaining an adequate buffer storage (~ 6 months) at CTR's warehouse
- Delivery of conditioned chemicals to Tilenga CPF
- Shipping of cleaned tanks back to chemicals suppliers for re-use

3

Blending**, QA/QC

- Blending & conditioning chemicals at CTR's premises
- Performing QA & QC checks of chemicals (density, viscosity & color) at CTR's premises

4

Waste Management

- Recovering contaminated empty tanks from Tilenga CPF & carrying out appropriate waste management (Cleaning / Recycling / Destructing of tanks)

Emergency response capability shall be demonstrated

*Scope could be adjusted to include Chemicals to be injected on the Ugandan side of EACOP (Kabaale Hub)

** Blending not a mandatory requirement for first years of the contract – feasibility to be assessed

SoW will require formation of a JV or major subcontracting with Ugandan Companies

5

Lease of Specialised Chemical Trucks

- Specialised chemical tanker trucks & drivers for the transportation of the Demulsifier & Corrosion inhibitor from the Tilenga IA storage area to wellpads



6

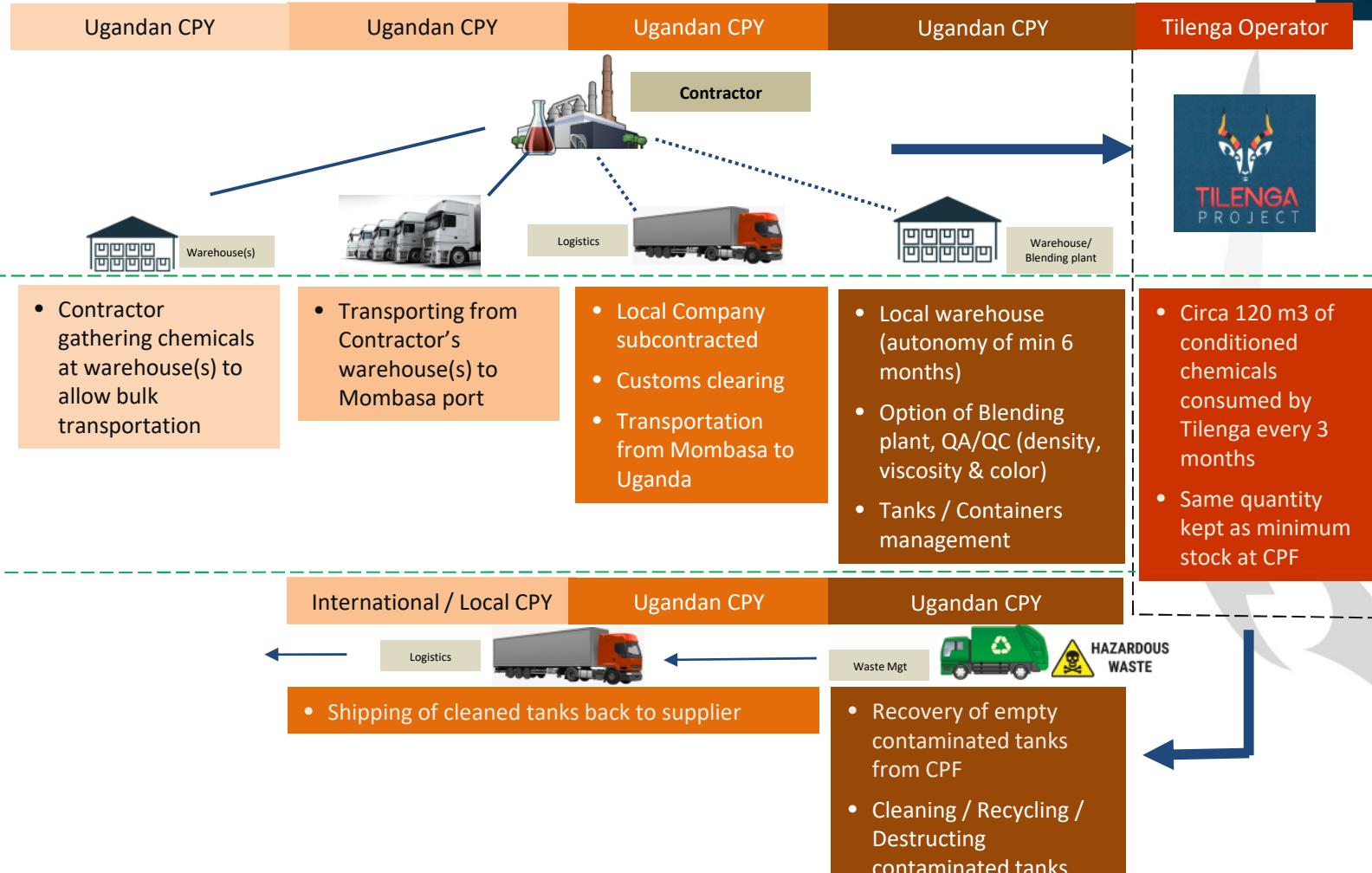
Warehouse Personnel

- Provision of Warehouse Personnel trained in Chemical Management
- With the appropriate PPE
- For handling chemicals at the Tilenga IA storage area, stock management, loading delivery trucks



Optional scope, will require experience in Chemical Management

CHEMICAL SUPPLY WORKFLOW | Generic Chemicals



Similar services as Specialty Chemicals, but focused on Ugandan chemicals suppliers

SOW WORKPACKS | Generic Chemicals



 Ring fenced for Ugandan Companies

1

Supply of Chemicals

- Supply of Generic Chemicals *Contractor shall prioritise local chemical suppliers*

2

Logistics & Storage

- Clearance & transportation of the chemicals to CTR's warehouse in Uganda
- Maintaining an adequate buffer storage (~ 3 months) at CTR's warehouse
- Delivering conditioned chemicals to Tilenga CPF

3

Blending*, QA/QC

- Blending & conditioning chemicals at CTR's premises
- Performing QA & QC checks of chemicals (density, viscosity & color) at CTR's premises

4

Waste Management

- Recovering contaminated empty tanks from Tilenga CPF & carrying out appropriate waste management (Cleaning / Recycling / Destructing of tanks)

Emergency response capability shall be demonstrated

** Blending not a mandatory requirement for first years of the contract – feasibility to be assessed*

Future capability to undertake manufacturing and blending in-country

LIST OF CHEMICALS* | Tilenga scope



GENERIC CHEMICALS

	Category of Chemicals	Product Name
1	Cleaning Products	Inhibited Hydrochloric Acid
2		Caustic soda
3		Soap, cleaning agent
4		Membrane Reverse Osmosis acid cleaner
5		Membrane Reverse Osmosis basic cleaner
6	Biocide	Oxidizing Biocide
7		Reverse Osmosis Membrane biocide
8	Water Anti-foam	De-foamer
9	Oxygen Scavenger	Oxygen removal
10	Naphthenate dispersant	pH controller
11	Closed loops treatments	pH controller/corrosion inhibitor
12	Filtration Improver	Polyelectrolyte

SPECIALITY CHEMICALS

	Product Name
1	Demulsifier
2	Scale inhibitor
3	Antifoam (Oil Process)
4	Corrosion Inhibitor
5	Biocide 1
6	Biocide 2
7	Reverse Demulsifier
8	Coagulant
9	Flocculant

* List of chemicals required for the operations will vary and be refined after start-up

CONTRACT EXECUTION | Minimum Requirements



HSE

- Emergency response in case of chemicals spills and intervention team capabilities
- Compliant & updated Material Safety Datasheet (MSDS)
- Chemicals handling by specially trained personnel
- Appropriate Chemical PPE as per MSDS
- Proper tracking for industrial hygiene related risks to direct users/contacts

Logistics

- Labelling of Tanks (Dangerous goods pictograms, warning notices, hazard statements, precautionary advice...)
- Vehicles to be fitted with the minimum safety features (in-vehicle monitoring systems, tracking software, first aid equipment, fire extinguisher...)
- Adherence to designated routes & speed limits

Storage Facilities

- Away from sensitive habitant or ecosystems
- Secured, marked with appropriate signs, adequate ventilation, fire fighting systems
- Suitable spill response equipment, paved or protected from direct contact with the soil
- Segregated Sectors as per chemical compatibility
- Emergency first aid equipment (safety showers, eye wash stations...)

Waste Management

- No discharge of chemicals to the environment. 100% wastes to be taken out from the National Park.
- Suitable waste packing / container / tanks during transit in accordance with Dangerous Goods regulations
- Vehicles to be fitted with the minimum safety features (IVMS, tracking software, first aid equipment, fire extinguisher...)

In line with Local and International laws & regulations

KEY EVALUATION CRITERIA | Specialty & Generic



Technical

- Experience in Oil & Gas Production Chemicals Management
- Experience in the transportation of dangerous/hazardous goods
- NEMA licenses/permits for the transportation of hazardous goods
- Certified & trained Operators & truck drivers (Logistics, Warehouse, Waste Management)
- Certified equipment for chemical management (lifting equipment, trucks, transfer pumps...)
- Capability to manage a storage area of chemicals in Uganda (chemical compatibility, storage organization, Fire Fighting, drainage, spill control & management in case of release, etc)
- Ability to blend & condition chemicals
- Ability to conduct quality control on chemicals at Contractor's premises, in compliance with good laboratory practices
- Capability to implement a digital solution (Chemical Management tool) to manage stock inventory & anticipate delivery
- Proof of ISO Certifications in ISO 9001, 14001 & 45001

Experience in management of similar contracts is key

KEY EVALUATION CRITERIA | Specialty & Generic

HSEQ



- Health, Safety, Security, Social and Environment (H3SE) Management System, Quality Policy and related procedures in compliance with local and international standards
- Standard Operating Procedure (SOP) for each tasks and suite field requirements. Focus more especially on critical tasks eg: chemical transfer operations
- Emergency response in case of chemicals spills and intervention team capabilities
- Risk prevention related to the use of chemicals
- Ability to conduct quality control on chemicals, in compliance with good laboratory practices.
- MSDS for Products to evaluate toxicity, biodegradability, bioaccumulation (note MSDS issue date must be <5 years from current year)
- Industrial Hygiene chemical risk assessment
- Waste Management Plans
- Requisite Waste management permits/licenses from NEMA

High HSE exposure for chemical transportation and emergency response preparedness



谢谢
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Merci Thank you Asante Sana



03.

Contracts & Procurement - Typical Bid Requirements



CALL FOR TENDER PROCESS KEY ASPECTS



Q1-2023 Supplier Development Workshop

9 FEBRUARY 2023

- 1) Procurement Governance Framework
- 2) The Procurement wheel
- 3) CFT Participation
- 4) Demo - E-Sourcing Tool



1/ PROCUREMENT GOVERNANCE FRAMEWORK



Ugandan O&G Regulations

- The Petroleum (Exploration, Development And Production) Act 2003
- The Petroleum (Exploration, Development And Production) Regulations, 2016
- The Petroleum (Exploration, Development And Production) (National Content) Regulations, 2016

Internal Procedures & Processes aligned with Industry best practice

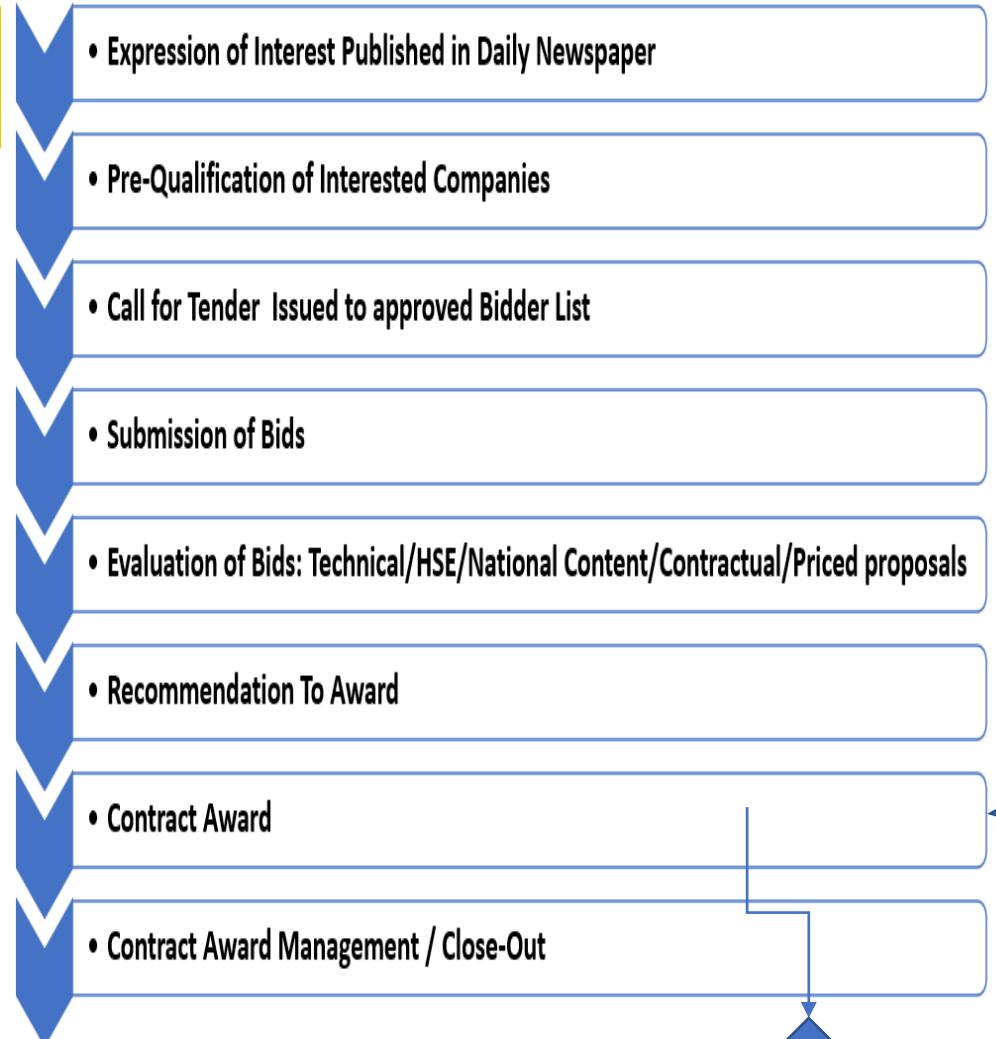
- Tender committee approvals – Strategy & Award
- Transparent & traceable E-sourcing platforms – ARIBA

Partners Joint Operating Governance

- Budget approval processes
- Bidder list development
- Participation to bid awards process



2/ PROCUREMENT WHEEL



Feedback mailbox included in
Instruction to Tenderer
→ ep.ugeo-procurement-queries@totalenergies.com



3/ CFT PARTICIPATION



- Keep apprised with advertised Procurements**
 - ✓ Locally circulating media
 - ✓ TotalEnergies EP Uganda website
 - ✓ Petroleum of Authority website
- Maintain valid registration to the Petroleum National Supplier Database**
 - ✓ Validity of a registration is 3 years
 - ✓ Renewal of registration is through the Petroleum Authority of Uganda
 - ✓ Any foreign entity will be required to notarise its documents with the responsible consulate in-country
 - ✓ Keep all statutory filings up to date
- Use the advised communication channels;**
 - ✓ All procurement processes are run via COMPANY's official e-sourcing (platform) system SAP-ARIBA. → <https://proposals.seller.ariba.com>
 - ✓ Link to the prequalification/tender documentation is issued by the ARIBA platform to Bidder's email
 - ✓ Bidder will be required to confirm Company details on platform and thereafter requested to confirm participation to tender ("referred on platform as "pre-requisites")
 - ✓ Once the bidder confirms 1/participation 2/agreement to T&Cs of use of platform 3/key bidder contact & address: Bid is opened to bidder
 - ✓ Timer for the tender is at the top right corner of the sourcing platform. Please note once timed out, you are unable to upload bid submissions



See Demo below 😊

4/ Demo- E-Sourcing Tool



ARIBA DEMO



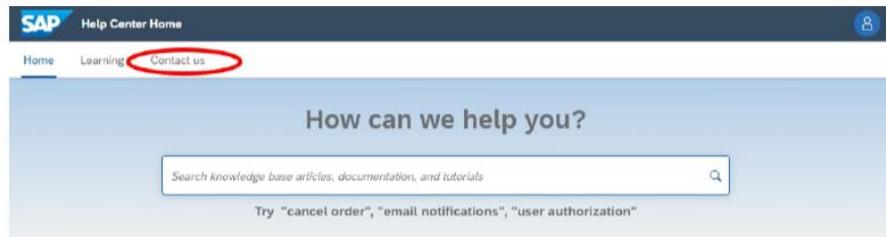
BACK UP



HOW TO ACCESS THE SUPPORT CENTRE 1/3

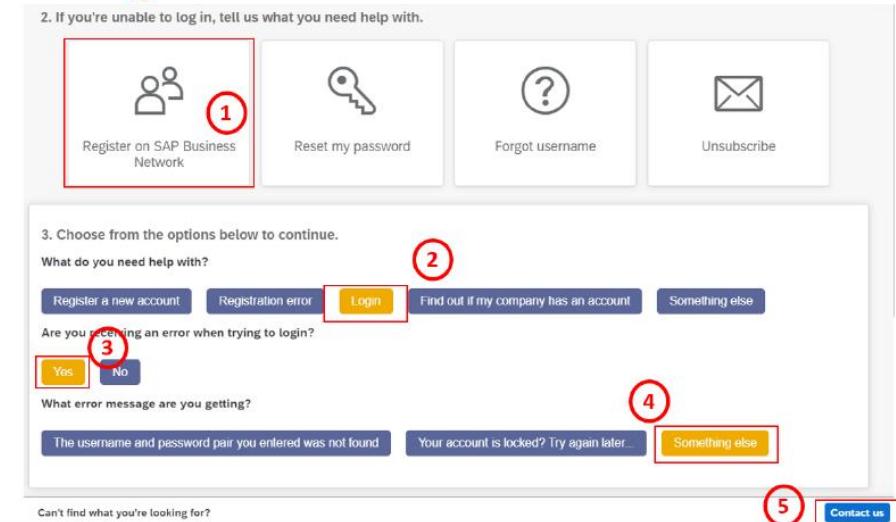


A new window will open. Click on the "Contact us" menu



Follow the four-step procedure below to reach the menu

"Contact us (5)" menu



HOW TO ACCESS THE SUPPORT CENTRE 2/3



Home Learning **Contact us**

Requested language of support: English [Change?](#)
Note: If agents are unavailable to support in the language you've chosen, support will be provided with the assistance of a translation service.

1. Tell us what you need help with.

Subject: Register on SAP Business Network
Full description: **Invitation to participate in the event Doc123456789** (1)
Attachment:
Document or Event Number:
Company that invited you:

Top Recommendations:
① How do I register on SAP Ariba Sourcing?
② Error: The username and password entered has already merged to another Ariba Sourcing user account

2. Please review your contact information for correctness:

First name: **Surname**
Last name: **NAME**
Username:
Company: **Supplier of TotalEnergies**
Email: **surname.name@supplier.com**
Phone: **+1 201-555-2841 United States** (2)
Extension:
Confirm phone: **+1 201-555-2841**
 My phone number is correct. (3)
Ariba Network ID:
You expressly agree and understand that your data entered into this system will be transferred to Ariba, Inc. and the Ariba hosted computer systems (currently located primarily in the U.S.), in accordance with the SAP Ariba Privacy Statement and applicable law.
 I agree

Recommendations*
Search
① How do I register on SAP Ariba Sourcing?
② Error: The username and password entered has already merged to another Ariba Sourcing user account
③ Why can't I find an event?
④ Why do I receive the error "The username and password pair you entered was not found" when trying to sign in to a sourcing event I was invited to?
⑤ Error: "Your requested profile information has been submitted to [Customer Name] and is pending approval."
⑥ How to access a sourcing event?
⑦ How do I submit my intent to participate in an event?
⑧ How do I unsubscribe from event notifications as a supplier?
⑨ What kind of opportunities can I find as a seller?
⑩ Why am I receiving an error saying the link has expired when trying to access a sourcing event?
⑪ What is my event status?
⑫ Why can't I access an event with the username provided by my customer?
⑬ Why is there no Decline to Respond option in the event?
⑭ Why am I taken to a login page after entering my event ID?
⑮ What is my event status?
⑯ Why can't I access an event with the username provided by my customer?
⑰ Why is there no Decline to Respond option in the event?

1 – Full description:
indicate in this text
the reference of
the event in the
notification
received (in the
form
"Doc123456789")

**2 – Enter your
professional
information**

**3 – Finalize this
step**

HOW TO ACCESS THE SUPPORT CENTRE 3/3



SAP Help Center Contact us

Home Learning Contact us

Choose this contact method for the fastest resolution of your issue:

 Recommended

1

Phone

A support engineer will respond to your Service Request by phone.

Estimated wait time in minutes: 2

Do not record my phone call.

Other methods you may choose:

 Email

A support engineer will respond to your Service Request by email.

2

Back Submit Cancel



Merci

Thank you!

Asante Sana



04.

Health Safety & Environment



HSE REQUIREMENTS IN THE TENDERING AND CONTRACTING PROCESS.



Q1-2023 Supplier Development Workshop

9 FEBRUARY 2023

HSE Evaluations



- 1) Safety is a core value.
- 2) HSE Rating- Low, Medium, High
- 3) Questionnaire Adaptability to SOW
- 4) Submission of Bid Documents (organization, Nomenclature, Referencing etc.)
- 5) Evidence-Based Evaluation
- 6) Physical Inspections of High-Risk Bidders
- 7) Prequalification Minimum Score



CFT MEDIUM AND HIGH-RISK HSE REQUIREMENTS



No.	SECTION	COMPLIANCE REQUIREMENT	SAMPLE DOCUMENTS EXPECTED
01	COMPLIANCE WITH LAWS AND REGULATIONS	Compliant with the Employment Act of Uganda 2006	<ul style="list-style-type: none"> Sample blank employment contract Contractor insurance policy
		Compliant with the Occupational Safety & Health Act of 2006	<ul style="list-style-type: none"> Workplace registration certificate with Ministry of Gender, Labour & Social Development (MGLSD)'s DOSH
		Contractor HSE management system in place	<ul style="list-style-type: none"> HSE Plan Contractor master control document.
		Contractor HSE system certified.	<ul style="list-style-type: none"> ISO certificates (14001, 45001).
02	MANAGEMENT LEADERSHIP AND COMMITMENT	Policy defining the commitment of the top management on HSE matters.	<ul style="list-style-type: none"> Signed HSE policy (Signed & dated)
		HSE management system emphasizing about training, risk analysis, and lessons learned from accidents, follow-up of regulation evolution	<ul style="list-style-type: none"> Training matrix Risk analysis and identification procedure Training procedure Incident investigation and follow up procedure
03	OPERATIONAL ACCOUNTABILITY	Professional HSE support	<ul style="list-style-type: none"> HSE organization chart CV of the HSE manager/ Senior HSE person
		HSE orientation program	<ul style="list-style-type: none"> Orientation program. Sample attendance list or form for any recent orientation done for a new joiner. Sample attendance of orientation conducted for any subcontractor.

CFT MEDIUM AND HIGH-RISK HSE REQUIREMENTS



No.	SECTION	COMPLIANCE REQUIREMENT	SAMPLE DOCUMENTS EXPECTED
03	OPERATIONAL ACCOUNTABILITY (Continued)	HSE Meetings	<ul style="list-style-type: none"> HSE meeting records (minutes, attendance lists etc.). Committee meeting KPI/ frequency.
		Control/ Maintenance For The Equipment	<ul style="list-style-type: none"> Procedure of control/maintenance for the equipment Equipment maintenance schedule.
		Supervision Of Site Activities	<ul style="list-style-type: none"> Site management procedure.
		Land Transportation / Driving	<ul style="list-style-type: none"> Signed policy on land transportation/ driving.
		System for Identifying The Hazards, Assess & Control The Risk Of Work Activity	<ul style="list-style-type: none"> Hazard identification and treatment procedure Risk assessment procedure. Sample risk assessment of previous activities conducted.
04	RISK MANAGEMENT	Hazard Employee Communication	<ul style="list-style-type: none"> Work permit procedure. lock out tag out procedure. hazard sign/line. Sample Material Safety Data Sheet (MSDS) tracker for chemicals. Sample registration lists of HSE talk / toolbox meeting form. A copy of past permit to work used.
05	ENVIRONMENT	Protection Of Environment	<ul style="list-style-type: none"> Environment Policy (Signed & dated)
		Waste Management	<ul style="list-style-type: none"> Waste Management Plan/ Procedure
		Chemical Profiling (MSDS)	<ul style="list-style-type: none"> Chemical risk assessment

CFT MEDIUM AND HIGH-RISK HSE REQUIREMENTS



No.	SECTION	COMPLIANCE REQUIREMENT	SAMPLE DOCUMENTS EXPECTED
06	SAFEGUARDING OF HEALTH	Health Management Plans	<ul style="list-style-type: none"> Industrial Hygiene, Malaria, COVID-19 Management Plans etc
		Medical Follow Up	<ul style="list-style-type: none"> Medical insurance policy/ medical insurance letter. Health & Hygiene Management Procedure Sample medical fitness certificate of company employees.
07	SUBCONTRACTORS AND SUPPLIERS	Subcontractor Management	<ul style="list-style-type: none"> Procedure for evaluating the minimum HSE requirements of subcontractors Selection criteria of subcontractors Procedures for controlling the safety performance of a sub-contractor.
		Cascade Client HSE Requirements	<ul style="list-style-type: none"> HSE meeting minutes of client HSE requirement communication.
08	PERSONNEL COMPETENCY	Training & Awareness	<ul style="list-style-type: none"> HSE training plan / matrix with relevant HSE trainings and copies of HSE inductions/certificates. Sample toolbox meetings held / attendance lists.
		Personal Protective Equipment (PPE) & Training	<ul style="list-style-type: none"> PPE Matrix PPE training content PPE Training records of recently completed.

CFT MEDIUM AND HIGH-RISK HSE REQUIREMENTS



No.	SECTION	COMPLIANCE REQUIREMENT	SAMPLE DOCUMENTS EXPECTED
08	PERSONNEL COMPETENCY (Continued)	Specialised Works	<ul style="list-style-type: none"> Appropriate qualification from recognised institutions/bodies for workers e.g., chemists, drivers etc.
09	EMERGENCY PREPAREDNESS	Emergency Management	<ul style="list-style-type: none"> Emergency response plans (List of equipment – mobile & fixed; emergency contacts etc) Sample drill report for any recent drill conducted
10	INCIDENT ANALYSIS	Reporting System	<ul style="list-style-type: none"> Incident reporting & investigation procedure A copy of an investigation report.
		HSE Stats	<ul style="list-style-type: none"> Accident statistics for the past three year
11	AUDITS AND INSPECTIONS	HSE Work Practices	<ul style="list-style-type: none"> HSE Inspection procedures Sample inspection records of workplace, PPE, equipment, etc.
		HSE Internal and/or External audit	<ul style="list-style-type: none"> HSE Internal/ External audit procedures Recent internal or external audit report of the HSE Management System (HSE MS) Annual audit plan
12	PERFORMANCE IMPROVEMENT	Improvement Plan	<ul style="list-style-type: none"> Incentive/ recognition scheme to promote HSE awareness Action plan to improve HSE within the company
13	SOCIETAL COMMITMENT	Social Responsibility	<ul style="list-style-type: none"> Community Employment Plan. Community Content Plan.
14	SECURITY	Security Policy	<ul style="list-style-type: none"> Signed Security Policy (Signed & Dated)





Thank you!



05.

National Content -Typical Bid Requirements



NATIONAL CONTENT REQUIREMENTS IN THE TENDERING AND CONTRACTING PROCESS.



Q1-2023 Supplier Development Workshop

9 FEBRUARY 2023

AGENDA



- 1) What is National Content?
- 2) TEPU/TILENGA National Content Strategy
- 3) National Content in the Tendering process
- 4) National Content Tender Documents
- 5) Tips for a successful National Content Proposal
- 6) Questions & Answers



WHAT IS NATIONAL CONTENT?

As per “The Petroleum (Exploration, Development and Production) (National Content) Regulations, 2016”



National Content means:

- a) the level of use of Ugandan local expertise, goods and services, Ugandan companies, Ugandan citizens, registered entities, businesses and financing in petroleum activities; and
- b) the substantial combined value added or created in the Ugandan economy through the utilisation of Ugandan human and material resources for the provision of goods and services to the petroleum industry in Uganda.

Key purpose of National Content

To promote the training and employment of Ugandans, transfer of knowledge and technology and the provision of goods and services by Ugandan companies, Ugandan citizens and registered entities, in petroleum activities.

National Content regulatory framework

TEPU Contractors shall be aware of the National Content requirements established by law in Uganda; including, but not limited to:

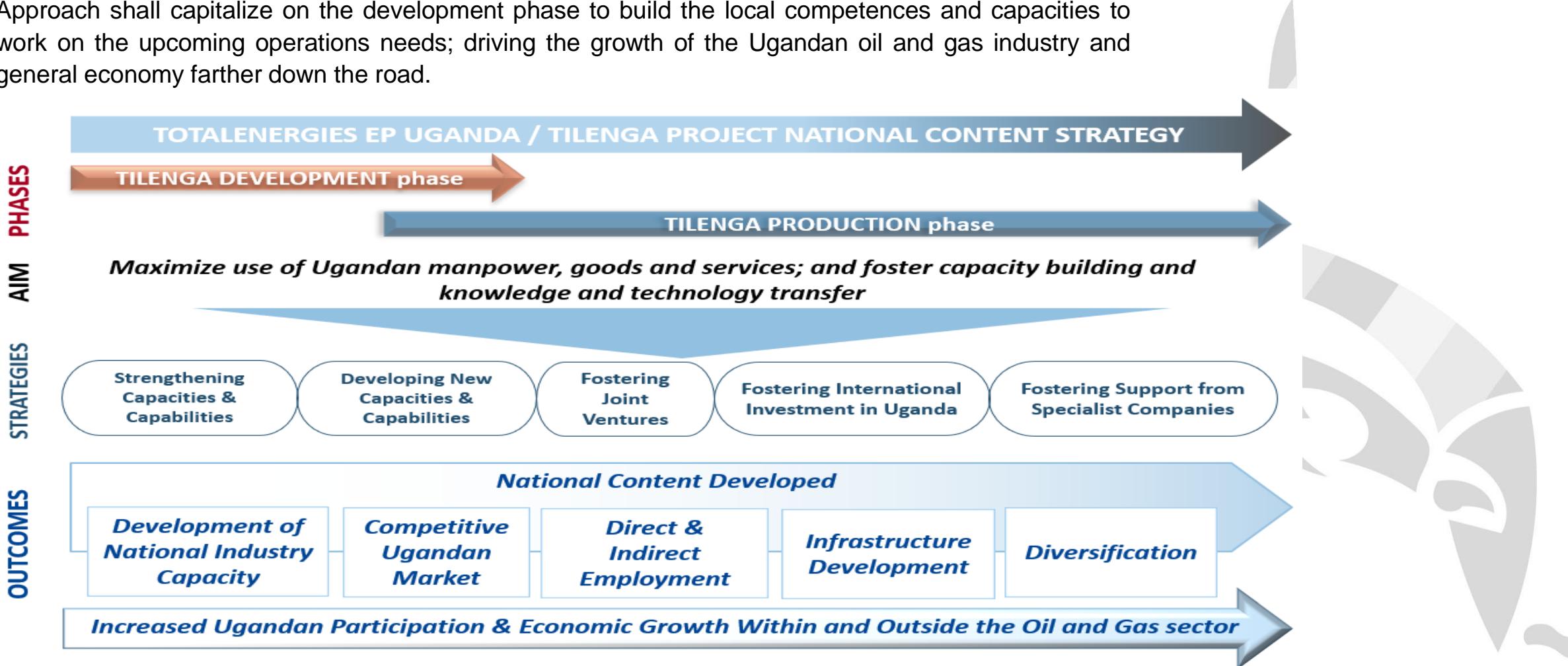
- **Petroleum (Exploration, Development and Production) Act, 2013** Act No.3 of 2013
- **Statutory Instruments 2016 No. 44 (June 24th , 2016)** The petroleum (Exploration, Development and Production) National Content) Regulations, 2016

Regulation 2 (2) Every licensee, operator, contractor, subcontractor and any other entity involved in petroleum activities in Uganda shall incorporate and implement national content as an important element of their overall petroleum activities.

TEPU / TILENGA NATIONAL CONTENT STRATEGY



- Integrated approach to National Content development; throughout the Project life cycle.
- Approach shall capitalize on the development phase to build the local competences and capacities to work on the upcoming operations needs; driving the growth of the Ugandan oil and gas industry and general economy farther down the road.



NATIONAL CONTENT IN THE TENDERING PROCESS



National Content is considered in all tendering processes in line with the Petroleum (Exploration, Development and Production) (National Content) Regulations, 2016

Priority shall be given to Goods produced and available in Uganda, and Services rendered by Ugandan citizens, Ugandan companies and Registered Entities; where such goods and services meet the contract requirements e.g., HSE, quality, price, quantity, suitability and delivery conditions.

- National Content forms part of the Tender evaluation criteria and is allocated a minimum of 10% of overall evaluation; with evaluation focus on 3 key aspects/pillars;
 - 1) Employment & Training of Ugandan citizens
 - 2) Utilization of local goods & services
 - 3) Capacity building and transfer of knowledge, skills and technology to Ugandan citizens.
- Whenever bids are close to each other at financial evaluation stage by 5%, the bid containing the highest level of national content shall be selected over other bids.
- The National Content Proposal MUST be specific (to the planned scope of work of the contract); in line with the COMPANY and Regulatory requirements.
- TENDERERS shall provide all information demonstrating willingness to actively promote National Content and adhere to Company and Regulatory National Content Requirements.

NATIONAL CONTENT –TENDER DOCUMENTS.



1) NATIONAL CONTENT PREQUALIFICATION QUESTIONNAIRE (PQQ)

- Includes three (3) questions about the TENDERER'S National Supplier Database (NSD) Registration status, current category of the Tenderer's Entity and category at contract award.

2) INSTRUCTIONS TO TENDERERS- National Content Proposal

- Guidelines for Contractor's contribution to COMPANY National Content STRATEGY & PROGRAMME to gain an understanding of the COMPANY's National Content Programme and how TENDERER is expected to contribute to it through their own National Content Proposal.
- Templates to guide Tenderers in the preparation of National Content plans and Commitment tables i.e.;
 - Labour Commitments,
 - Training Commitments,
 - Goods & Services Commitments
 - Capacity building, transfer of knowledge, skills and technology Commitments.

3) SPECIMEN CONTRACT-National Content Exhibit

- Indicates the requirements.
- Indicates the key performance indicators for National Content during contract execution
- The National Content plan and 4 Commitment tables
- Indicates the National Content Reporting requirements and templates
- Where necessary, indicates the milestones for required updates to the National Content Proposal

INSTRUCTIONS TO TENDERERS - National Content Proposal

TENDERER'S National Content Proposal must be specific to the planned execution of the CONTRACT

1) Tenderer's NSD registration status

Provide NSD registration number & evidence -As per Regulation 11 (2) of the Upstream National Content Regulations a company shall not provide goods, works or services for petroleum activities unless it is in the National Supplier Database (NSD) of the Petroleum Authority of Uganda.

2) Category of Tenderer's Entity

Ugandan Company OR Registered entity OR Joint-Venture OR International Company- Refer to the definitions from the upstream national content regulations

3) Plan for employment and plan for training of Ugandan citizens

- Detailed plan for the employment of Ugandan citizens during the execution of the CONTRACT; including Succession plan for positions held by expatriates.
- Detailed plan for the training of Ugandan citizens (in-country or out of the country) for the execution of the CONTRACT.

4) Plan for utilisation of local goods and services

Detailed plan to utilize locally manufactured or available goods and services.

5) Plan for Capacity building and transfer of Knowledge, Skills and Technology

Details of proposed initiatives e.g., support to local suppliers, education institutions.....

6) Plan for monitoring, evaluation and reporting of national content

Explain how monitoring, evaluation and reporting of TENDERER's & their subcontractors' national content performance will be done.

7) Commitment tables

Four (4) commitment tables filled in & submitted in the MS EXCEL spreadsheet templates provided (Commitments for Labour, Training, Goods &Services, Capacity Building & Technology Transfer)

Community Content must be highlighted in all plans. "Community Content" is the part of the National Content that applies to the local communities in the vicinity of CONTRACT's site(s) of execution



TIPS FOR A SUCCESSFUL NATIONAL CONTENT PROPOSAL



- 1) Clearly understand the scope of work to enable you propose a National Content plan that is specific to the planned contract.
- 2) Read and understand all provided instructions and respond to all questions exhaustively.
- 3) Make use of the templates provided by COMPANY
- 4) When in doubt, seek clarification from COMPANY.





Thank you!

