



## Company Presentation

**“Unlocking the African Oil & Gas service sector potential”**



## PetroAfrica at a glance

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## Key Facts & Figures

- Mozambican company part of the PetroAfrica Group
- Headquarters in Houston/USA
- Leader in implementation of Local Content in Sub-Saharan Africa
- Several African subsidiaries
- 50 full time employees & approx. 300 contractors
- ISO 9001:2008 Certified



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International Presence



Mozambique



Angola



UK



USA



Congo /Pointe Noire



Congo Kinshasa



Equatorial Guinea



## Business Unit Structure



### Engineering Services

- **Project/Construction Management**
- **QA/QC & Inspection**
- **HSE**



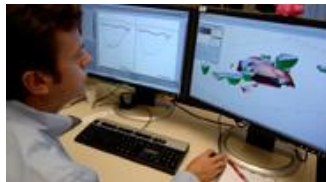
### Logistics & Procurement

- **MRO Supply Equipments**
- Other oilfield equipments & Materials
- **PPE (Personal Protective Equipments) & Site Safety Equipments**
- **LFTS (Logistic Fast Track Services)**



### Outsourcing/Manpower

- **Petroleum Engineers & Technicians**
- **Unskilled, Semi-skilled & Skilled labour**
- Local & Expatriate



### Training Division

- **Corporate Training:** Business & Management, IT, International Languages
- **Technical Training:** HSE, Petroleum Fundamentals, Welding & Instrumentation, etc.





# Products

### Equipment & Instrumentation

- Automation & Control
- Flow Instrumentation
- Instrumentation & Tools
- Laboratory Equipment
- Marine & Subsea Equipment
- Measuring Instruments
- Offshore Instrumentation
- Process & Control Equipment
- Wireline & Downhole Instruments

### Mechanical & Electrical Supply

- Engines, Motors & Parts
- Generators & Transformers
- Heavy Equipment & Machinery
- Lifting Equipment & Cranes
- Lightings & Electrical Products
- Mechanical & Electrical Parts
- Welding & Cutting Equipment

### pipes, fittings, flanges & valves

- Valves & Actuators
- Hoses & Fluid Handling
- Pumps, Parts & Accessories
- OCTG – Casing, Tubing, Drill Pipe
- Pipe Fittings & Flanges
- Pipe & Tubular Products

### Drilling

- Oilfield Drilling Chemicals & Muds
- Oil field Drilling Equipment
- Onshore Land Drilling Rigs
- Offshore Oil field Drilling Rigs

### Refinery & Petrochemical

- Heat Exchangers
- HVAC Equipment & Supplies
- Pressure Vessels & Boilers
- Petrochemical, Refinery Equipment
- Separators & Filters
- Compressors & Turbines

### Oilfield Safety Supply

- Fire Protection Equipment
- Hazardous Area Supplies
- Personal Protective Equipment

### Project Support & Services

- Commercial Project Supplies
- Gas & Oil Drilling Services
- Emergency Project Supplies
- Project Support Services
- Miscellaneous Materials, Equipment, Accessories, Consumables







## International Partners

International Partners	Country of Origin	Type of Activity	Specialities & Competencies
<b>Alscott</b>	Canada	Service Provider	HVAC Solutions & Services for Global Marine & Offshore Markets Maintenance & Repair of pumps, valves Maintenance of high & low pressure pumps Maintenance, cleaning, repairs of fire fun heat exchanger Maintenance of UPS battery
<b>Alatas</b>	UK	Service Provider	Ship & Offshore Crane Parts & Service
<b>Atlantic Oilfield Services</b>	Netherlands /Dubai	Service Provider & Distributor	Rig and accommodation barges supply & management HSE services Sewage & environmental services
<b>Dow Chemical IMEA</b>	Germany	Manufacturer	Chemical products
<b>Fremtac / Fire Raiders</b>	Rep. South Africa	Service Provider	Fire & Hazard Control - Equipments & Services
<b>Global Project Consultants</b>	USA	Service Provider	Project/Construction Management, Field Development Planning & Topside Facilities, Quality Assurance and Quality Control (QA/QC) & Inspection, Health, Safety & Environmental (HSE)

International Partners	Country of Origin	Type of Activity	Specialities & Competencies
<b>Industrial Scientific Oldham</b>	France/USA	Manufacturer	Gas Detection Equipments
<b>KS Energy</b>	Singapore /South Korea	Manufacturer & Distributor	Provision of drilling and rig management services
<b>Lelas</b>	France	Manufacturer & Distributor	Industrial Ruggedized Telecom and Intercom Systems
<b>SGB Cape</b>	Rep. South Africa	Service Provider	Scaffolding, Thermal Insulation, Painting, Corrosion Protection
<b>Tebodin</b>	Netherlands	Service Provider	Consultancy & Engineering, Project Management, EPCM
<b>Velan</b>	Portugal	Manufacturer	Cast Steel Valves
<b>Wenaas</b>	UK	Manufacturer & Distributor	Personal Protective Equipments & Site Safety Equipments



## Our Approach to Procurement

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## Our « Local Approach » and its advantages

- ▶ We always use a « Local approach » in all the countries where we operate in Africa, with a Global support from our international offices
- ▶ Our local office in Mozambique will provide a rapid and timely supply of material required that can be purchased locally through our Logistic Fast Track Service (LFTS)
- ▶ Our international offices in the USA and in the UK, will provide support for required material that are not available locally and can only be supplied through the international market
- ▶ We will use a workforce supplied locally, but under management from our team of international experts
- ▶ Transfer of technical knowledge and skills to the local workforce and our LFTS will ensure that we contribute to the local economy





## Logistic Fast Track Services

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## Why the LFTS business unit?

- An affiliate of an international company must follow the group's procurement, costs control and payment procedures and processes which are often too rigid to allow for large local cash purchases;
- Cash purchases must be limited to very small petty cash purchases as the risk of fraud is greater when a company procures that way;
- Local vendors will usually NOT offer credit terms in line with the petroleum industry's procurement standards i.e. 45 - 60 days from delivery date or invoice receipt;
- Local vendors tend to concentrate on one specific sector and do NOT stock a wide range of products and materials which will tie down their capital.
- Vendor A will focus on IT equipment, vendor B on furniture, vendor C on electrical appliances, etc.

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## Added Value

The added value that PetroAfrica brings with this approach:

- One stop solution for all local purchases
  - You no longer have to rely on a multitude of local suppliers/vendors
  - Cutting down of your administrative and paper work. You do NOT have:
    - To create and maintain extensive local vendor list
    - To negotiate, sign and monitor hundreds of contracts with local vendors for different products and materials
    - To keep track of KPIs for hundreds of local vendors
  - PetroAfrica guarantees quality and timely/physical delivery as our local suppliers/manufacturers data base only meet high quality standards
  - You can maintain your group payment policy i.e. only pay supplier after goods are received
  - PetroAfrica will pay local suppliers for your required items in advance, deliver them to you and then only invoice you
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## How it works

### Step 1

- You → PetroAfrica LFTS (PA LFTS)
  - Contract
  - Monthly subscription

### Step 2

- Your RFQs → PA LFTS → Local supplier A  
→ Local supplier B  
→ Local supplier C
- PA LFTS – Local suppliers Pro-forma Invoices/Quotations → sent to You

### Step 3

- Your Pos → PA LFTS
  - PA LFTS → Purchases and collections from Local suppliers
  - PA LFTS → Delivery made to You (Your indicated location)
  - PA LFTS → Invoice issued to You
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## Strategy for Mozambique

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## Strategy for Mozambique

- Qualify PetroAfrica as a supplier of products & services for the oil & gas companies in Mozambique
  
- Setup a logistics facility to support the local operations, including:
  - ◆ Warehouse
  
  - ◆ Workshop for maintenance and repairs
  
- Setup a technical training center, just like Petro-Academy in Luanda, to train local technicians



## Some of our Clients



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HALLIBURTON





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