



LOCAL OPPORTUNITIES SEMINAR (SOL)

MAPUTO, OCTOBER 21 AND 22, 2020

QUESTIONS AND ANSWERS RAISED DURING THE EVENT

Dear participants of the Local Opportunities Seminar (SOL) organized by TOTAL, CCS JV, and their partners in the “Mozambique LNG Project”. As agreed, we have shared below the questions and respective answers raised during the event.

- 1. Do subcontractors that are not selected in the Expressions of Interest (EoI) receive a response or report on the proposal submission?**

All suppliers that pass the next stage during the selection process of the EoI’s are duly contacted. We typically receive many responses and unfortunately it is not always possible to reply to all of them.
- 2. Expression of Interest (EoI) advertisements for the provision of Welding and Scaffolding services have been published?**

Yes - in June 2020. Depending on the needs of the Project there is a possibility that we will request the provision of these services again. We recommend a regular visit to the media houses and the CCS JV website to keep up with existing opportunities.
- 3. What is the strategy for scaling opportunities for local content and development of the national Liquefied Natural Gas (LNG) market?**

The Project has set an ambitious goal to involve Mozambican owned or registered companies during its activities.

Our focus – in partnership with the Government of Mozambique – is on steps to increase the competitiveness of local companies and maximize local participation.

To do so, Total and its contractors have developed strategies to scale up opportunities for local content, from process to promote local content as part of our procurement activities, capacity building programs and market communication. To that end, the Forward Work Plan is updated quarterly, communicated during the contracting workshops and available on Total and its contractors’ websites (<https://www.mzlng.total.com/en/opportunities/suppliers>, <https://www.ccsjv.com/wp-content/uploads/2020/12/CCS-JV-Forward-Work-Plan-December-2020.pdf>) in order to inform the local market in a timely manner of the opportunities that will be available throughout the Project.
- 4. What do they seek or expect from companies that provide Social Responsibility and Information services?**

Efficiency, effectiveness and timely response. Always in line with the commitment to develop national content, giving priority to Mozambicans in the various existing opportunities.
- 5. Is there an alternative email for submitting proposals for expressions of interest at CCS JV?**

We do not have an alternative email, however, the email contact provided in the expressions of interest remains operational and available to receive application submissions.



6. What is the level of selection of suppliers?

For companies to become potential suppliers of goods and services for the Project they must comply with all requirements requested in EoI, from the scope of work to technical documentation.

7. The contracting model or expressions of interest in the provision of IT (Information Technology) infrastructures are often placed as a single batch of supply. How can IT companies participate in projects of this nature, when the tender launched already suggests that the construction contractor provide all the services right away?

This question may be referring to a specific EOI that was sent out maybe as a turnkey service. There are however tenders that are issued just for IT that may not require an EOI due to lower values and these are sent out to selected suppliers from the database. Hence the importance to make yourself visible by registering on the supplier registration database. As well please keep in mind the project as a large supply chain, and may already be contributing without knowing it.

The EOIs are all very specific and cover diverse scopes of work, but whenever possible some scopes of work are unbundled.

II DAY OF THE SEMINAR

8. After making the first registration on the Achilles platform, we must wait for feedback to continue the process, what is the procedure to follow? And if there is no return, how should we proceed?

Registration on the Achilles platform is a requirement for a company to become eligible to provide goods and services to TEPMA 1. It should be noted that registration on the Achilles platform is voluntary. However, it does not guarantee any contractual link with registrants. According to the needs of the Project and respect to local content promotion, companies will be contacted taking into consideration their activity, as registered in the Achilles platform. Although registration is a recommended first step, companies should pay attention to the published Expressions of Interest (EOI), as most business opportunities are in the project's supply chain.

9. I have been applying for three years and to date I have not managed to get a deal. Why?

In general, bidding for or responding to Expressions of Interest does not guarantee that the deal will be obtained. There are several factors to consider when establishing a business with the Project. It is important to emphasize that, the Project may need certain categories of goods and services at different times, depending on the type of goods and services this can happen at the beginning or at the end of the Project, or also repeatedly throughout the Project. Whenever suppliers meet the requirements, they will be duly considered/evaluated.

10. Closed tenders can be accessed?

Yes. Through the website of [CCS JV](https://www.ccsjv.com/pt/oportunidades/manifestos-de-interesse/) (<https://www.ccsjv.com/pt/oportunidades/manifestos-de-interesse/>).

11. What is the average EoI Assessment time? How long does it take for bidders to be notified of the position of submitted documents?



There is no pre-defined average for evaluations of expressions of interest. Evaluations vary depending on several factors, including scope of work, complexity, demand, delivery times, among others.

12. What are the evaluation and qualification criteria of the companies? Seniority on the market? Or compete equally with new suppliers?

Companies with less time in the market can also apply for tenders published through Expressions of Interest (EoI), if they meet the requirements stipulated for each tender, since companies are evaluated according to the criteria requested in EoI. The company's existence on the market is not a decisive factor. If a company with less time in the market meets the requirements and the capacity to develop the requested work will be evaluated in the same way as the company that has more years of activity in the labor market.

13. Is it mandatory to disclose the identity and number of shareholders of a limited liability company?

Yes. Because it is part of one of the requirements requested in the scope of the delivery of technical documentation to become eligible.

14. Is there a reason that explains the preference for international companies?

There is not, on the contrary if two companies have the same qualifications – and one is foreign and one Mozambican – preference is given to Mozambican companies. However, some international companies that are working for the Project, with CCS JV can respond to the demand considering the detailed specifications and technical standards requested.

15. If a national company without a quality certificate joins another certified company, could it be approved by the JV?

CCS JV strongly encourages SMEs to create consortiums with other companies to become more competitive and be able to respond to the requested demand.

To apply, the company does not need to be certified, depending on the nature of the goods and services to be provided, however, companies that implement ISO standards, normally become more competitive in this sector.

16. How to access the list of companies selected with contracts or subcontracted to Total or CCS JV, so that we can see the possibility of supporting Fund raising?

The list of all companies known to be involved in the Mozambique LNG project is not made public and thus cannot be shared. The main reason is to mitigate the pressure on our supply chain. Process have been implemented to promote local content which gives preference to local companies, the process now needs to be fed with information on local capacities (supplier registration database and local participation motivated by local advertisement of EOIs and SOL workshops).

17. What are the platforms used to publicize Expressions of Interest?

Once successfully registered in the Mozambique LNG database, the supplier must keep up to date on business opportunities by frequently visiting the Mozambique LNG website, the CCS JV website,



Club of Mozambique and some national newspapers such as “*Notícias*” and “*Savana*” in which expressions of interest will be published.

18. How does driver quarantine management work? Are vehicles paralyzed in Pemba? Who drives the truck from Mocímboa da Praia to Afungi?

Currently, drivers do not quarantine; the trucks are dispatched on the Pemba vessel and they proceed directly to the port of Afungi. Drivers are in Pemba waiting for the trucks to return, and trucks that are unable to get on the vessel immediately are parked in the former Mozambique LNG shipyard in Pemba awaiting the next load. There is no operation between Mocímboa da Praia and Afungi. All trucks leave directly from Pemba to the Port of Palma and from there are received by qualified CCS JV drivers.