



LOCAL OPPORTUNITIES SEMINAR (SOL)

MAPUTO, FEBRUARY OF 2021

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.

ACHILLES

1. The business & transport consultancy is registered in the Achilles database, it appears that there is already a need to pay the annual fee, but there is a lack of bank account details. How can we proceed?

There are no fees to be paid for the companies to register on the platform. The procedure to be followed, in this case is to update the registration.

2. We were registered with Achilles but this year when trying to access, we received a notification that the registration had expired. We restarted it and then received another notification about a confirmation e-mail that later we would receive (another e-mail) which did not happen. Alternatively, how can we proceed?

If you have any difficulties with the Achilles platform, please contact: oga@achilles.com .

3. We are registered on your Achilles supplier platform. However, from the beginning of registration until today, we have not had any requests for proposals or competitions from Total. It is important to mention that we represent a company that sells office furniture. We would like to understand how the process works.

Registration on the Achilles platform does not guarantee access to the opportunities available in the Project, but rather, it gives you the possibility to have access to information that is shared, which we recommend a visit. We remind you that all EoI and CFTs are published in national newspapers. This source of information remains the primary source for identifying and being informed of all business opportunities.

4. Is Ariba and Achilles co-related in any manner? On which of these platforms should SMEs in fact be registered to be part of the suppliers' database?

There is no relation between the two platforms. Local suppliers are encouraged to register with Achilles, as it is the main supplier registration database used for the Mozambique LNG Project.



5. Only companies registered on the Achilles platform can be selected on these opportunities?

All companies that meet the technical specifications and respond the demand for the scope of work presented can be selected. It is important to emphasize that they must respond correctly to Expressions of Interest that are made public in local media. Local companies are encouraged to register on the platform to increase their visibility with the main contractors and subcontractors.

LOCAL CONTENT

6. In the context of Local Content: In the contracting process by TOTAL, can national companies that are awarded be able to subcontract foreign companies to carry out their operations?

Yes. When an EoI is launched, national companies can participate as a consortium with an international company. Second, when a contract is awarded to a national contractor, this company can subcontract a foreign company (according to Mozambican law for the hiring of foreign companies).

7. What are the hiring processes that TOTAL will allocate to small companies to help them grow, not only in training, but also in the opportunity to create joint ventures?

We have started organizing thematic *Business to Business* events called “Speed Dating” (quick familiarization of partnership from company to company). The first was for “Training Service Providers” in February. Twelve Companies had the opportunity to present a five minutes pitch on their training services offers. Since then, several Mozambican and international companies have explored ways of working together.

In addition to promoting partnership events, a Partnership Formation module for SMEs will be created in due course, as well as an information session on business partnership in all its components.

8. How do TOTAL's contractors monitor their subcontractor's compliance with Local Content?

CCS JV, as a contractor of TOTAL, has a contractual obligation to provide a monthly report covering the different areas under national content, labor, training, expenses, amongst others. This obligation also extends to CCS JV's subcontractors and their subcontractors.



BUSINESS OPPORTUNITIES

9. Regarding engagement with companies, I would like to know if there are plans / actions in view, to improve the existing relationship with registered companies?

All suppliers that pass to the next stage during the selection process for the EoI are duly contacted. Normally we receive a large number / batch of bids from companies registered in our system. Companies with the requested qualifications will be duly contacted.

10. When will we have opportunities to provide cleaning, laundry, housekeeping, catering, and accommodation services in Pemba?

Considering the needs of the Project, there are possibilities of requesting these services. We recommend a regular visit to the local media, digital platforms for the diffusion of information and the CCS JV website (<https://www.ccsjv.com/opportunities/tenders/>) to keep abreast of existing opportunities. It is important to emphasize that the opportunities may come from CCS JV's subcontractors and not directly.

11. Is there an opportunity for the information technology area? What qualifications to obtain for your hiring?

There are several opportunities. However, there are competitions that are launched only for ICTs that may not need an EoI due to the low values and these are sent to selected suppliers from the database. Hence, the importance of becoming visible, registering in the database for suppliers. It is important to keep in mind that the Project has a large-scale supply chain and that it may already be part of it indirectly. EoI cover several scopes of work.

CERTIFICATIONS / STANDARDS / HSE

12. In terms of training services, what are the required standards?

All required certifications and standards are indicated in the EoI for reference. Please consult each of the EoI to have access to the requirements.

13. While the certification process is taking place, can the company compete for the provision of services?



Yes. The company can compete for the provision of services mentioning the ongoing certification process. If a certification is required at the time of competition, the company is expected to meet the applicable requirements for this.

14. What are the requirements that SMEs must have to work with TOTAL?

The Contractor must ensure compliance with all laws, regulations, standards, codes of conduct, authorization requirements and procedures and best international practices applicable to the performance of the work and, when necessary, demonstrate compliance with the Company, including the requirements of the company's standards. Company (during the Call for Proposal Phase), providing a HSE management plan when requested.

15. Is there a specific HSE document for construction and installation in TOTAL's DUAT?

Depending on the scope of work received, contractors must prepare and document a Project's-specific HSE Plan, which must be submitted to the company for review and approval prior to contract award. The HSE Plan must address the specific HSE risks for the scope of work, as set out in the Contract and the management of controls to eliminate, reduce or mitigate those risks prior to the commencement of any work at the Project Site.

SMALL AND MEDIUM-SIZED ENTERPRISES

16. TOTAL has interest in working with national companies and does it from institutions such as CCS JV, however CCS JV seems to have contractual interests that may not benefit local opportunities?

CCS JV follows a clear and transparent hiring procedure. EoI are duly published on different channels to provide greater coverage and visibility. All companies that respond to EoI are evaluated by a competent team for this purpose, stressing that the analysis carried out about the aspect of the national content is of due relevance. The development of a value chain of small and medium-sized national companies, competitive and efficient, is also beneficial for CCS JV and for the entire Oil and Gas industry.

17. For companies that do not have offices in the North of the country, how will the hiring or sub-hiring process be conducted?

The location of the company is not a decisive factor in hiring or selecting the company in question. The qualifications required to respond to the Bid in question determines the selection of the company. We believe that it is possible for the contractor to provide an answer even at a distance.



18. Many of the PO's attributed to national companies are of a high amount and it is necessary to finance the import of equipment or materials from the bank. Banks usually contact TOTAL or CCS JV or other contractors to obtain information about that PO or contract. Who on the TOTAL / CCS JV side may be available for these responses to banks?

Commercial banks already have the contacts to provide the aforementioned information.

19. In general, opportunities do not include training for Mozambican companies that provide services. Are there any funds planned and budgeted for SMEs?

The Mozambique LNG Project requires the training of service providers in different areas of technical and non-technical services. We have seen, in our supply chain and through our contractors, to form the service providers they provide to the Project. In direct support for the development of SMEs, several Social Performance programs are underway in Cabo Delgado. As announced during the seminar, the project is launching the “Business Development Program” which will directly support the development of SMEs and will require training service providers for basic and technical courses.

20. The companies contracted for the Project, have been on the market for more than five (5) years. The presentations show the work done prior, which I believe to be a factor that contributed a lot to your selection. Will there be similar opportunities for companies that are less than three years old? Since there is a tendency to consider the years of existence as a response capacity.

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

CONTACTS

21. Is it possible to provide CCS JV contacts for more information?

To access information about the CCS JV, kindly visit our webpage: www.ccsjv.com .

22. Can CCS JV inform and provide more details about the Local Opportunities Seminar or provide the e-mail address where we can find more information about the EoI.



The different opportunities made available by CCS JV can be found in the webpage by clicking on the following link: <https://www.ccsjv.com/opportunities/tenders/>

23. How to obtain the contact details of the following subcontractors: ZAGOPE, SUBTECH, RENCO and ALISTAR?

To obtain the contact details of the referred subcontractors, please visit the following links:

https://www.mzlng.total.com/pt-pt/system/files/atoms/files/forward_work_plan_feb_2021_1_0.pdf