

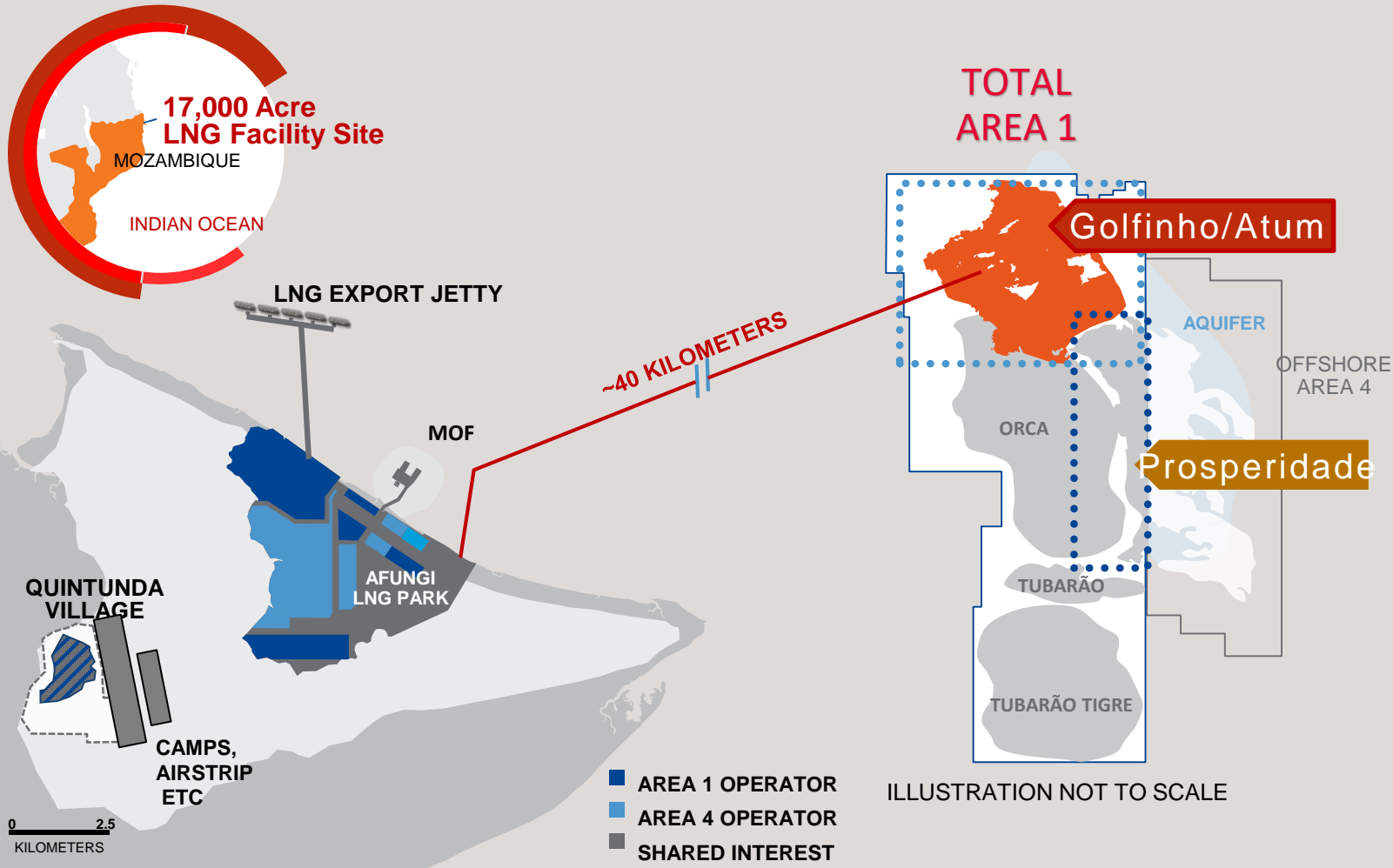
MOZAMBIQUE LNG

Project Background and Status

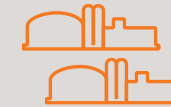
December 2020



ONSHORE AND OFFSHORE AREA 1: OVERVIEW



TOTAL-LED EXCLUSIVELY AREA 1 GOLFINHO/ATUM FIELDS



13.12 MTPA from
2 Initial Trains



Marine Facilities
(MOF/Jetty)



18 Subsea Wells



2 Bcf/d Feedgas

A TRANSFORMATIONAL OPPORTUNITY FOR MOZAMBIQUE



FID
June 2019
STARTUP 2024



**US \$20
BILLION
INVESTMENT**



**\$2.5
BILLION**
TO LOCAL COMPANIES
DURING ITS ACTIVITIES



**LOCAL CONTENT
EMPLOYMENT
41% AT START OF
OPERATIONS
75% AT END**



**COMMITMENT TO
SOCIAL DEVT &
COMMUNITY
CONTENT**

**5,100
MOZAMBICAN
WORKERS
ON SITE IN
SEPT 2020**



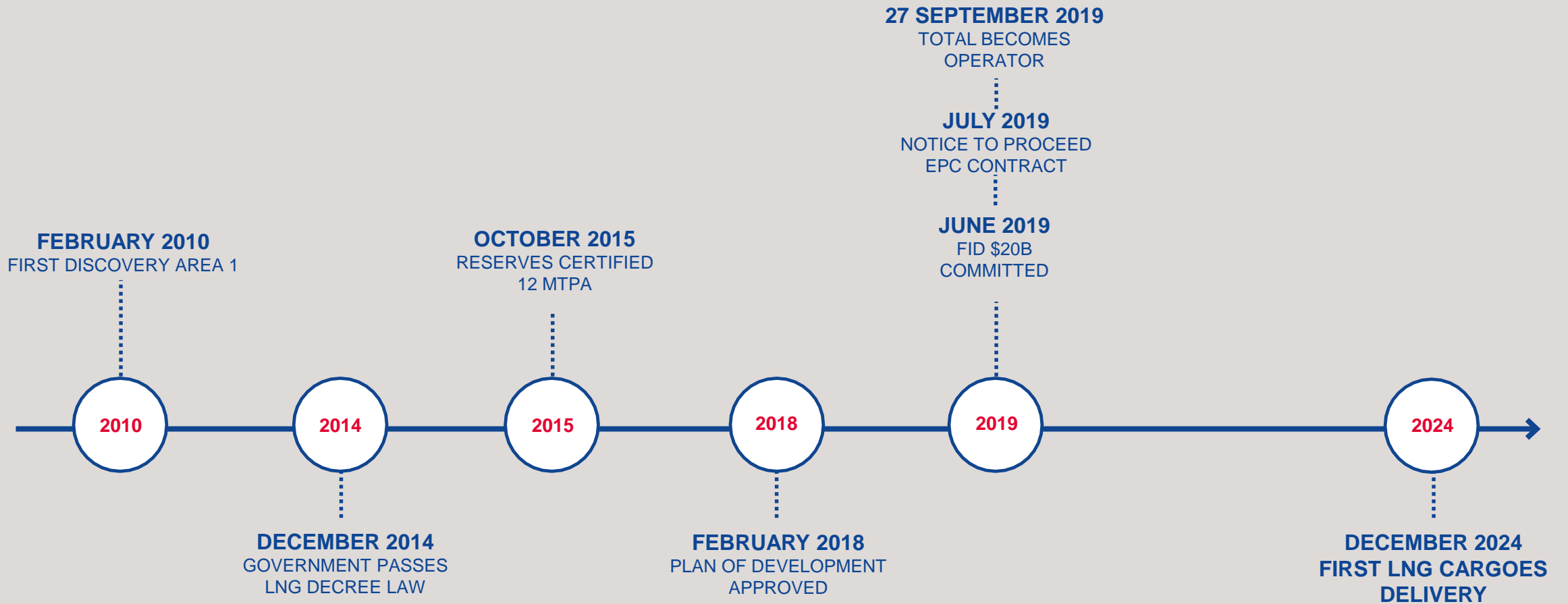
\$890m
ALREADY
INVESTED WITH
LOCAL
COMPANIES

14,000
PEAK
WORK FORCE

400 MMSCFD
Two Phases
(100+300)
**DOMESTIC GAS
COMMITMENT**



PROJECT MILESTONES



CHALLENGES TO DEVELOP A LARGE PROJECT IN CABO DELGADO: **COMBINING PROJECT & COUNTRYS LONG TERM OBJECTIVES**

Use the Mz LNG Project as a footbridge for national & local economic development in alignment with Mozambique long term vision

- **Country's objective : long term industrial development**
 - Long term effort to establish capable workforce and O&G industrial capability
 - Develop local industries
- **Projects' nature: leverage for a lasting industry**
 - High mobilization of manpower and equipment
 - Large-scale enterprise with high technological content => inherent international dimension
- **High expectations in terms of**
 - Recruitment & training of Nationals
 - Use of local good and services
 - Capacity building

Reconciling objectives and **delivering the MZ LNG projet in due time** without compromising **Total QHSE standards**, requires an integrated approach emphasizing :

Capacity building

OPPORTUNITIES FOR NORWEGIAN COMPANIES



TEPMA1 and its main contractors share quarterly forward work plans through SOL workshops. Some examples of contracting opportunities for 2020-2021:

1. Specialized Recruitment Services.
2. Supply of electrical equipment and materials
3. Portable power supplies
4. Supply of power tools
5. Supply of hand tools and equipment
6. Supply of welding equipment
7. Supply of fittings and flanges
8. Cargo transportation services
9. Miscellaneous steel fabrication
10. Dust protection mask
11. Supply of fall protection equipment
12. Provision of laboratory analysis services

Source: www.mzlng.total.com (Forward Work Plans)

Main focus:

1. Recruitment, Training and Succession Plan

Hiring and training needs with a breakdown of the skills required, the activity specific training requirements, and the anticipated expenditure to be made directly by contractor in implementing employment and training plan;

A time frame for employment opportunities for Mozambican citizens;

For each position to be occupied by a Mozambican citizen a clearly defined training plan including the description of training modules with overall planning, and Key performance indicators.

2. Provision of local goods and services

Detailed plan on:

- Procurement of goods obtainable in Mozambique, and
- Services to be provided by Mozambican registered companies and Mozambican citizens
- Required quality, health, safety and environment standards for goods and services to be procured;

The services to be provided by Mozambican registered companies and Mozambican citizens established within the local communities.

3. Capacity building

Detailed plan setting out details and initiatives aimed at promoting the effective transfer of technology, technical know-how and skills relating to petroleum activities from the contractor to the Government of Mozambique, Mozambican registered companies and Mozambican citizens.

LOCAL CONTENT REQUIREMENTS: WE EXPECT LOCAL CAPACITIES



Reserved goods and services to Mozambican registered companies provided there is available capacity, determined by the contractor:

Goods	Services
<ul style="list-style-type: none">• Food and beverages• Office supplies• Local manufactured construction material• Food for animals• Agriculture supplies• School material• Wood generated product• Plastic generated material	<ul style="list-style-type: none">• People road transportation within the national territory• Onshore safety services• Onshore catering• Domestic telecommunication without use of satellite services• Tourism services• Medical services• Current courier and IT supporting services• Human resources management• Fuel supply• Surveyor services• Cleaning and washing• Collection and management of solid refuse• Sewage services• Crane renting

Other services include but are not limited to: Manpower recruitment / consulting services, camp maintenance, security services, bus transportation, logistics, etc. Should the Subcontractor not be able to achieve this commitment, a deviation shall be issued to Contractor for approval including justification.

WHAT SHOULD NORWEGIAN SUPPLIERS DO TO PARTICIPATE IN THE PROJECT



Be visible

Norwegian companies should register in the Project's Supplier Registration Platform – **Achilles**

- registration is done online by accessing Project's webpage: www.mzlng.total.com

Be informed

- Visit Project's webpage to learn about Expressions of Interest (EOI) that are publicized from time to time
- Visit Project's webpage to acknowledge the project forward work plans

Engage with Mozambican companies

- Establish joint ventures with existing local Mozambican companies
- Promote delegation or trade missions to meet and get to know local Mozambican companies
- Norwegian companies have more exposure to O&G, therefore should team up with local companies to :

- ✓ Develop the local offering
- ✓ Develop local skills and capacity
- ✓ Implement capacity building and technology transfer

WHAT SHOULD NORWEGIAN SUPPLIERS DO TO PARTICIPATE IN THE PROJECT: IMPORTANCE OF LOCAL PARTNERSHIP



Some of the pros of partnering with Mozambican companies include but are not limited to:

- ✓ No one **know Mozambique** better than Mozambican
- ✓ Facilitate **sourcing** of local capacities regarding Mozambican workforce and suppliers
- ✓ Facilitate **transfer of knowledge and competencies** in Mozambique
- ✓ Demonstrate interest for **sustainable** activities in Mozambique

Point of attention:

- If you are not a Mozambican owned companies, to be competitive you will be expected to compensate with a **high-quality capacity building program**.
- National content is not optional, proposals are mandatory.

We strongly recommend all parties interested in the Mozambique LNG project to prepare and avoid waiting for CFTs to work on their National content plan. Much can be anticipated, especially in regard to training program and process to promote local goods and services.

DISCLAIMER AND COPYRIGHT RESERVATION



The TOTAL GROUP is defined as TOTAL S.A. and its affiliates and shall include the person and the entity making the presentation.

Disclaimer

This presentation may include forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 with respect to the financial condition, results of operations, business, strategy and plans of TOTAL GROUP that are subject to risk factors and uncertainties caused by changes in, without limitation, technological development and innovation, supply sources, legal framework, market conditions, political or economic events.

TOTAL GROUP does not assume any obligation to update publicly any forward-looking statement, whether as a result of new information, future events or otherwise. Further information on factors which could affect the company's financial results is provided in documents filed by TOTAL GROUP with the French *Autorité des Marchés Financiers* and the US Securities and Exchange Commission.

Accordingly, no reliance may be placed on the accuracy or correctness of any such statements.

Copyright

All rights are reserved and all material in this presentation may not be reproduced without the express written permission of the TOTAL GROUP.