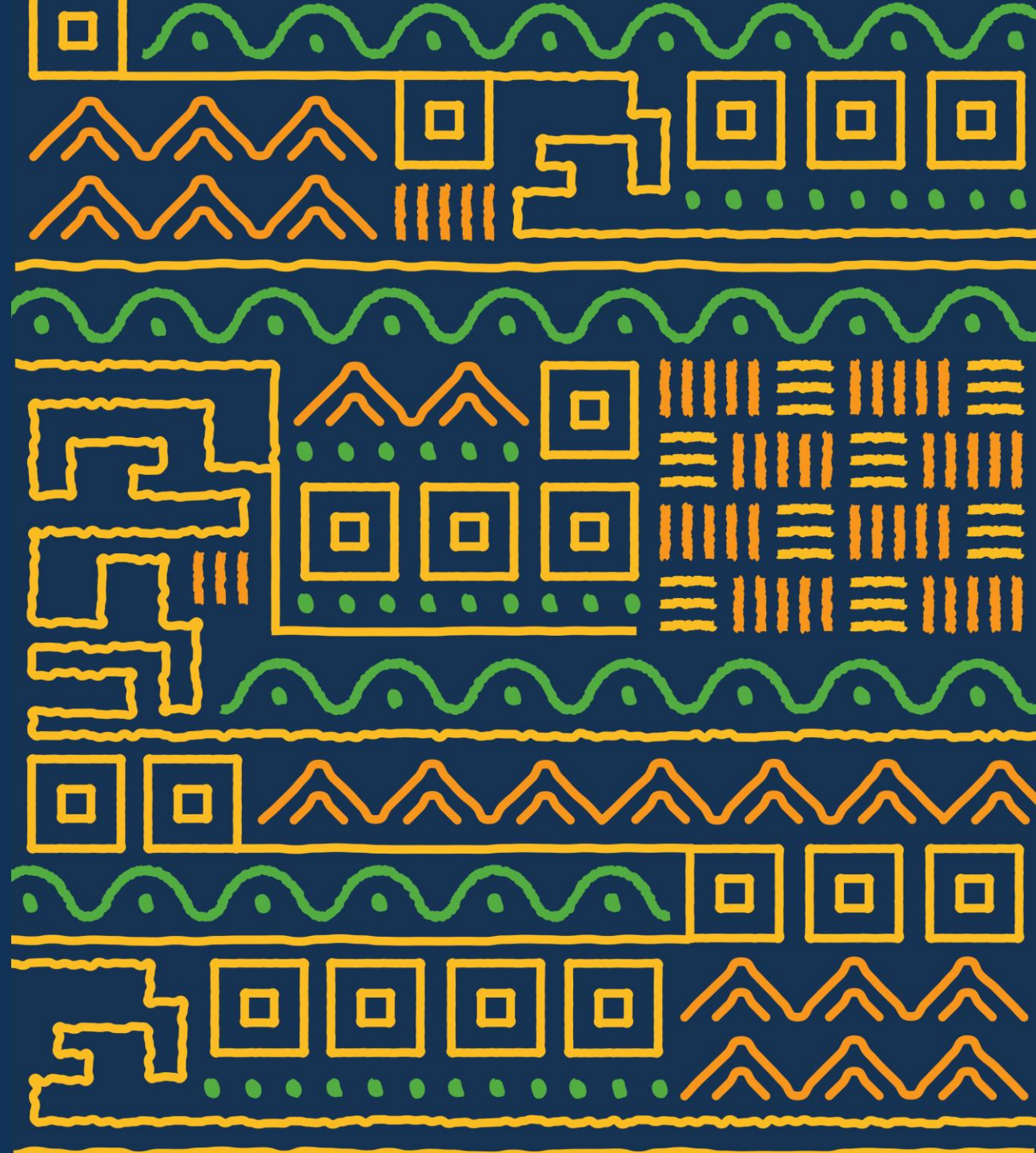


TULLOW

2024 Annual Procurement Plan

November 2023



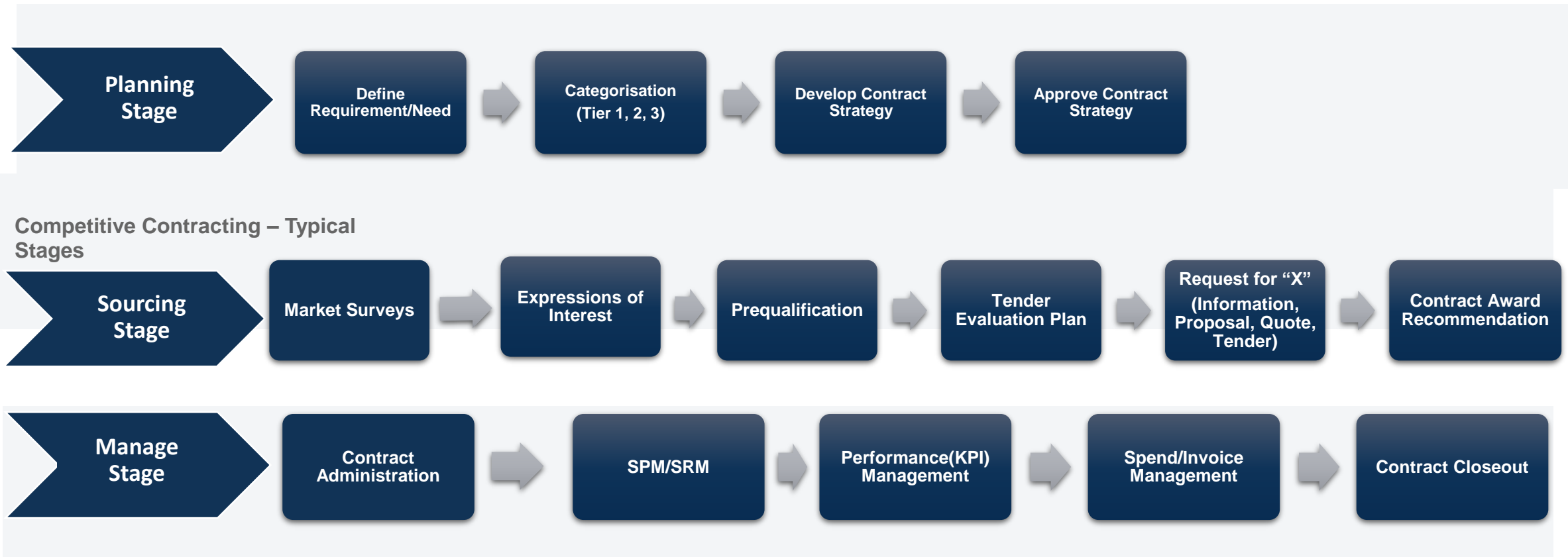
Disclaimer

This presentation contains certain forward-looking statements that are subject to the usual risk factors and uncertainties associated with the execution of oil and gas exploration and production.

Whereas Tullow Ghana believes the expectations reflected herein to be reasonable considering the information available at this time, the actual outcome may be materially different owing to factors beyond our control.

Tullow Ghana undertakes no obligation to revise any such forward-looking statements to reflect any changes in our expectations or any change in circumstances, events or our plans and strategy. Accordingly, no reliance may be placed on the figures contained in such forward-looking statements.

Procurement & Contracting Process



Tendering / contracting can take between 3 to 12 months

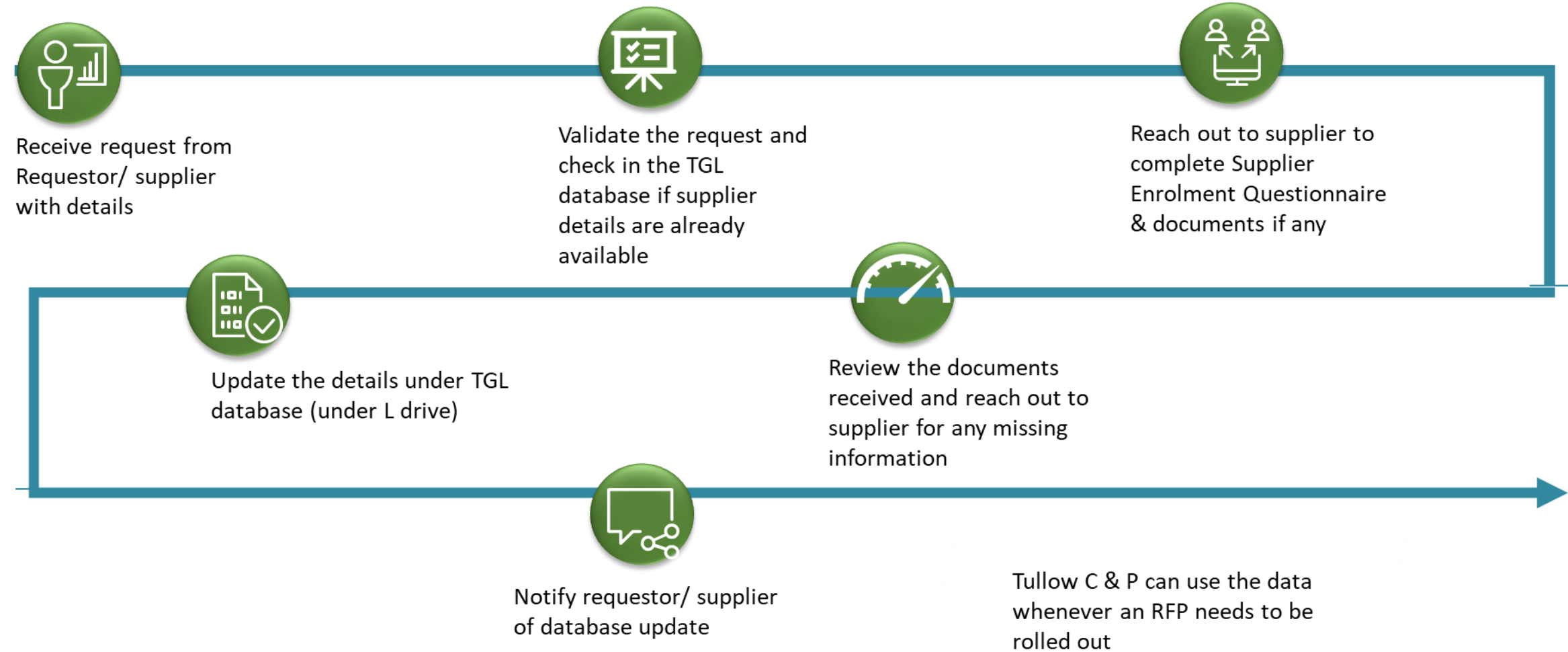
Competitive tendering - assessments are carried out on a balanced scorecard basis

Technical	EHS	Local Content	Commercial
Focus on capability, execution planning, operational readiness	Focus on personal safety and safeguards	Focus on nationalisation and community support	Focus on rates and prices and ways of working
<ul style="list-style-type: none"> • <i>Technical Proposal</i> • <i>Execution Plan</i> • <i>Personnel & Organisation</i> • <i>Equipment & Materials</i> • <i>Facilities</i> • <i>Contract Management</i> • <i>Workload & Experience</i> • <i>QA/QC</i> 	<ul style="list-style-type: none"> • <i>Commitment, Alignment & Objectives</i> • <i>Policies, Procedures & Systems</i> • <i>Environmental Management System</i> • <i>EHS Experience in Offshore O&M</i> • <i>ALARP Principles & Practices</i> • <i>Sub-contractor EHS Management</i> 	<ul style="list-style-type: none"> • <i>Local Content Development Plan</i> • <i>Employment, Development, Training of Nationals</i> • <i>Procurement of Local Goods & Services</i> • <i>Investment</i> • <i>Knowledge Transfer</i> • <i>Professional Services</i> 	<ul style="list-style-type: none"> • <i>Rates & Prices</i> • <i>Procurement & Subcontracting</i> • <i>Performance Management</i> • <i>Collaboration & Value</i> • <i>Compliance with Contracting Terms & Conditions</i>

- Tullow's primary C&P objective is to obtain the optimal contracting solution that meets the needs of the business assessed through the above four core areas

Expression of interest – register supplier to TGL database

Z CURVE



Key requirements of Suppliers & Areas of input

Our Suppliers play a Vital role in ensuring efficiency, accuracy, and successful execution of the entire workflow.



Key components of an RFP and procurement contract

Typical components of a Tender / Request for Proposal (RFP):

1. Mandatory conditions for bidders to participate in the Tender
2. General Conditions of Contract (aka Terms and Conditions / T&Cs)
3. Detailed Scope of Work: Standards and specifications to be met, schedule / milestones / frequency, individual tasks, deliverables / expected outcomes
4. Estimated demand /quantities
5. Term of contract
6. Blank pricing model – to be filled in by bidders

Typical Components for Contract formation:

1. Terms and Conditions
2. Scope of Work
3. Pricing Model
4. Various Annexes / Schedules (Local Content, Parent Company Guarantees etc)

Final message



Support available

NO PO

NO PAY



- Suppliers should send invoices to invoice@tulloil.com
- Queries should be sent to apqueries@tulloil.com
- Change to Supplier profile including Bank Account details shall require formal notification to Tullow at support.procurement@tulloil.com
- All general SCM related queries:
TulloilGhanaStakeholderEngagement@tulloil.com
- Supplier Portal website: <https://www.tulloil.com/suppliers>

Attached is a useful [guide](#), which highlights all invoice requirements to help you when creating invoices for Tullow. Please note this guide can change periodically as requirements change so, please visit www.tulloil.com/suppliers/ for the latest version.

Supplier Portal

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Partner with us

A strong supply chain is paramount to the success of Tullow as a whole. Whether you are an international supplier looking for...

[Read more](#) ▶



Sustainable supply chain

Suppliers are critical to our success as a business. We rely on suppliers to deliver key components of our operations.

[Read more](#) ▶



Local content

We work to maximise participation of local businesses within our supply chain to ensure the oil and gas sector creates positive...

[Read more](#) ▶



Coupa Sourcing

Coupa Sourcing will improve the efficiency and effectiveness of how Tullow and its suppliers can work together to deliver value.



Expressions of interest

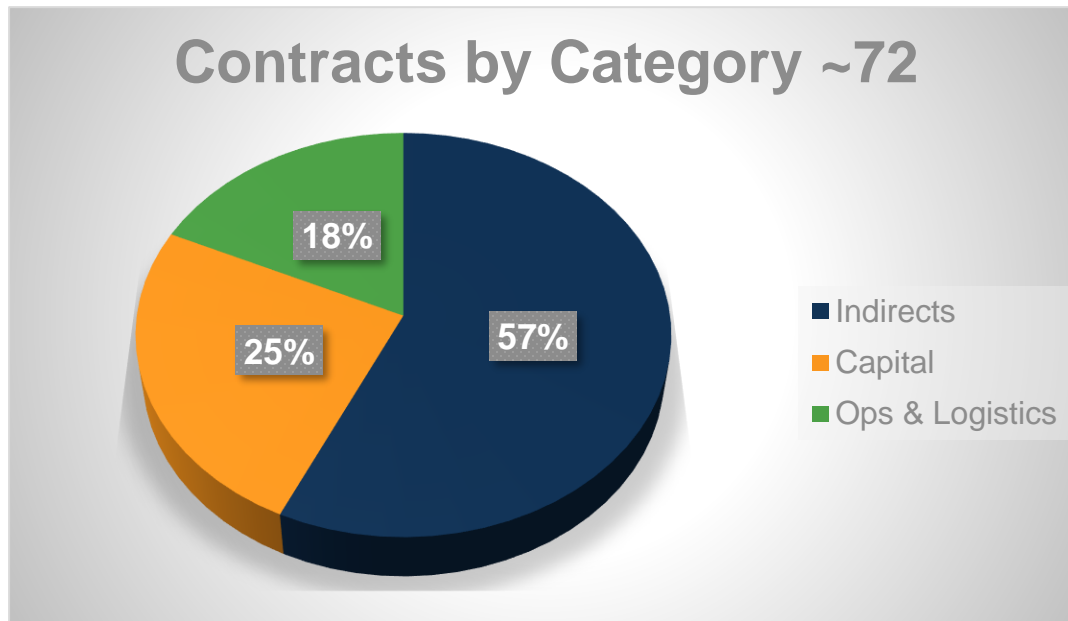
View current opportunities for suppliers.

2024 Procurement Outlook

For information only, may be subject to change, all data are estimates

2023 contracting activity will continue to be grouped under three core categories:

1. Indirects – a broad category covering business support and general administration services;
2. Operations – focusses on contracts that support the O&M of the FPSOs and logistics services;
3. Capital – covers major projects, engineering, exploration, drilling, and associated materials



Capital: Projects & Engineering

Ref No.	Project Description	Estimated Contract Value (\$)	Procurement Method	Anticipated Date of Contract Award	Contract Duration (Yrs.)	Contracting Stage
1	Provision of Asset Integrity Management Services	>1M-5M	Competitive Tender	Q 2024	3	Tender In progress
2	Provision of ROV Tooling Maintenance and Management Services	>1M-5M	Competitive Tender	Q2 2024	3	Strategy Stage
3	Supply of Jumper Connectors & Porches	>5M	Competitive Tender	Q1 2024	5	Tender In progress
4	Supply and Installation of Variable Frequency Drive (VFD)	>5M	TBC	Q2 2024	TBC	Tender In progress
5	Seawater Lift Pump Hose	>5M	TBC	Q3 2024	TBC	Strategy Stage

Capital: Wells & G&G

Ref No.	Project Description	Estimated Contract Sum(\$)	Procurement Method	Anticipated Date of Contract Award	Anticipated Contract Duration (Yrs)	Contracting Stage
1	4D Seismic Data Acquisition	>5M	Competitive Tender	Q2 2024	1	Tender In progress
2	Provision of 4D Seismic Support Services	100K-500K	Competitive Tender	Q3 2024	0.4	Tender In progress
3	4D Seismic Data Processing	>1M-5M	Competitive Tender	Q3 2024	1	Tender In progress
4	Provision of XTs & Associated Services FWA	>5M	Sole Source	Q1 2024	10	Strategy Stage
5	Subsea Wellheads, Large Outer Diameter (OD) Tubulars (incl. connectors) and associated services	>5M	Competitive Tender	Q1 2024	5	Tender In progress
6	Upper Completions	>5M	TBC	Q2 2024	TBC	Strategy Stage
7	Rig & Blow Out Preventer (BOP)Inspection Services (Provision of rig and BOP inspection services)	>5M	Competitive Tender	Q2 2024	5	Tender In progress
8	Mobile Offshore Drilling Unit (MODU)	>5M	Competitive Tender	Q3 2024	TBC	Strategy Stage
9	Drilling Services - Directional Drilling (DD) / Measurement While Drilling (MWD)/ Logging While Drilling (LWD), Bits, Mudlogging, Drilling Fluids, Cementing Services, Coiled Tubing Services, Wireline	>5M	Competitive Tender	Q4 2024	TBC	Strategy Stage
10	Completion Services - Surface Well Testing, TCP/DST, Filtration, Wellbore Cleanout, Slickline Services	>5M	Competitive Tender	Q4 2024	TBC	Strategy Stage
11	TEN OCTG (Oil Country Tubular Goods)	>5M	Competitive Tender	Q4 2024	TBC	Strategy Stage
12	Casing and Tubular Running Services	>5M	Competitive Tender	Q4 2024	TBC	Strategy Stage
13	Suspension Plugs	>5M	Competitive Tender	Q2 2024	TBC	Strategy Stage

Operations & Logistics

Ref No.	Project Description	Estimated Contract Value (\$)	Procurement Method	Anticipated Date of Contract Award	Contract Duration (Yrs.)	Contracting Stage
1	KNK O&M: Flexible Hose Assembly (and SBT) Management Services	>1M-5M	Competitive Tender	Q1 2024	2	Tender In progress
2	Logistics: Provision of Low Sulphur Marine Gas Oil (LSMGO)	>5M	Competitive Tender	Q2 2024	5	Tender In progress
3	Logistics: Fixed Wing Aircraft	>5M	Competitive Tender	Q2 2024	3	Tender In progress
4	KNK O&M: Supply of Oil, Lubricants & Greases	>5M	Competitive Tender	Q4 2023	3	Tender In progress
5	Logistics: Weather Forecasting / Tidal Height / Squall Advisory Services	100K-500K	Competitive Tender	Q1 2024	5	Strategy Stage
6	KNK FPSO Deck and Hull Cold Repairs	>5M	Competitive Tender	Q1 2024	3	Strategy Stage
7	KNK O&M: Inspection, Rigging & Lifting Support Services	>5M	Competitive Tender	Q2 2024	3	Strategy Stage
8	KNK O&M: Offshore Crane Services	>1M-5M	Competitive Tender	Q2 2024	3	Strategy Stage
9	Construction Engineering, Fabrication and Installation Services	>1M-5M	Competitive Tender	Q2 2024	3	Strategy Stage
10	KNK Gas Fiscal Metering Skid	>1M-5M	Competitive Tender	Q2 2024	2	Strategy Stage
11	MRO (Maintenance, Repair and Operations) Supply	>5M	Competitive Tender	Q2 2024	5	Strategy Stage
12	CALM (Catenary Anchor Leg Mooring) Buoy Hose Build & Change out	>500K-1M	Competitive Tender	Q3 2024	3	Strategy Stage
13	Provision of Subsea Construction Vessel with Engineering and Installation Services	>5M	Competitive Tender	Q2 2024	3	Strategy Stage

Indirects

Ref No.	Project Description	Estimated Contract Value (\$)	Procurement Method	Anticipated Date of Contract Award	Contract Duration (Yrs.)	Contracting Stage
1	2024 Holiday Vouchers For Staff	<100K	Competitive Tender	Q4 2024	0.1	Strategy Stage
2	Group Life Comprehensive Insurance	100K-500K	Competitive Tender	Q3 2024	1	Strategy Stage
3	Employer's Liability Insurance	<100K	Competitive Tender	Q3 2024	1	Strategy Stage
4	Immigration Services	<100K	Competitive Tender	Q4 2024	1	Strategy Stage
5	Contingent workforce and recruitment outsource services	>5M	Competitive Tender	Q4 2024	3	Strategy Stage
6	Office Rationalisation phase 3 (Accra) and upgrade of automated taps and motorised units for office doors for Head Office and Takoradi new office	<100K	Competitive Tender	Q1 2024	0.2	Strategy Stage
7	Repainting of internal walls at Colosseum Staff House	<100K	Competitive Tender	Q1 2024	0.3	Strategy Stage
8	Installation of solar system for Colosseum Staff house and Head Office	100K-500K	Competitive Tender	Q2 2024	0.4	Strategy Stage
9	Renovation of TEN Warehouse	100K-500K	Competitive Tender	Q1 2024	0.3	Strategy Stage
10	Renovation of the Roustabout Recreational Cabin, Contractors Canteen, Pipe Yard Crew Changing Room and Pipe Yard Washroom	<100K	Competitive Tender	Q2 2024	0.2	Strategy Stage
11	Resurfacing of a section of Pipe Yard paved area	100K-500K	Competitive Tender	Q1 2024	0.3	Strategy Stage
12	Anti-rust treatment and painting of containerised office units and associated structures at the Sekondi Fabrication	<100K	Competitive Tender	Q2 2024	0.2	Strategy Stage

Ref No.	Project Description	Estimated Contract Value (\$)	Procurement Method	Anticipated Date of Contract Award	Contract Duration (Yrs.)	Contracting Stage
13	Rebranding of Takoradi office wall materials	<100K	Competitive Tender	Q3 2024	0.2	Strategy Stage
14	Servicing and parts replacement on Power Factor Correction Unit (PFCU) and Automatic Voltage Regulator (AVR) units at the Takoradi Shore Base Power Farm	100K-500K	Competitive Tender	Q1 2024	0.3	Strategy Stage
15	Infrastructure support for free SHS/ Construction of 2 dormitory blocks and a classroom block for Senior High Schools)	>1M-5M	Single source	Q1 2024	1	Strategy Stage
16	Community Water and Sanitation Project (Management of seaweeds on the beaches and plastic management	100K-500K	Single Source	Q1 2024	1	Strategy Stage
17	Scholars Aid Project - Scholarship for SHS students from fishing communities (Management Services)	>500K-1M	Single Source	Q1 2024	1	Strategy Stage
18	Fisherman's Anchor Project (ongoing)	100K-500K	Single Source	Q1 2024	1	Strategy Stage
19	Quarterly Stakeholder Engagement	<100K	Competitive Tender	Q1 2024	1	Strategy Stage
20	Agribusiness Management Support (project beneficiaries)	<100K	Competitive Tender	Q2 2024	1	Strategy Stage
21	Bright Start Project – Kindergarten (project to support general improvement in kindergarten education)	100K-500K	Competitive Tender	Q2 2024	1	Strategy Stage
22	Bright Start Project - Primary and JHS (project to support general improvement in JHS and SHS education)	100K-500K	Competitive Tender	Q1 2024	1	Strategy Stage
23	Tertiary Scholarship (Management of scholarship to tertiary students in area of influence)	>500K-1M	Competitive Tender	Q2 2024	1	Strategy Stage
24	Community-Led Project (Projects to be selected by key stakeholders in health, education and environment)	100K-500K	Competitive Tender	Q2 2024	1	Strategy Stage

Ref No.	Project Description	Estimated Contract Value (\$)	Procurement Method	Anticipated Date of Contract Award	Contract Duration (Yrs.)	Contracting Stage
25	Schools Engagement (Meeting with schools to provide update on Tullow's operations)	100K-500K	Competitive Tender	Q2 2024	1	Strategy Stage
26	Labour/Job Linkages Pilot (Management services to support graduates to find jobs)	100K-500K	Competitive Tender	Q1 2024	1	Strategy Stage
27	Estate Agency Services	<100K	Competitive Tender	Q1 2024	3	Strategy Stage
28	General Maintenance Services for Takoradi	100K-500K	Competitive Tender	Q2 2024	3	Strategy Stage
29	Football Pitch maintenance & Changing Room Facilities	<100K	Competitive Tender	Q2 2024	2	Strategy Stage
30	General Maintenance Services for Accra	100K-500K	Competitive Tender	Q2 2024	3	Strategy Stage
31	General Services Provision for Accra	100K-500K	Competitive Tender	Q1 2024	3	Strategy Stage
32	General Services Provision for Takoradi	100K-500K	Competitive Tender	Q1 2024	4	Strategy Stage
33	Vodafone mobile and ISDN lines (4)	100K-500K	Single Source (Vodafone)	Q1 2024	5	Strategy Stage
34	Dedicated Internet, Leased line, Satellite phones services across Tullow Ghana offices and offshore installations (9)	100K-500K	Competitive Tender	Q1 2024	5	Strategy Stage
35	UPS warranty Extension and UPS preventive maintenance renewal for Accra and Takoradi offices (7)	100K-500K	Competitive Tender	Q1 2024	1	Strategy Stage
36	Audio Visual equipment purchase, annual license support and maintenance for video conference systems (4)	100K-500K	Competitive Tender	Q1 2024	1	Strategy Stage
37	Support and maintenance renewal for storage and network solutions. (15)	100K-500K	Competitive Tender	Q1 2024	1	Strategy Stage

Indirects

Ref No.	Project Description	Estimated Contract Value (\$)	Procurement Method	Anticipated Date of Contract Award	Contract Duration (Yrs.)	Contracting Stage
38	Accra data center equipment warranty extension & Accra data center equipment quarterly maintenance support Data Centre co-lo cost (4)	100K-500K	Competitive Tender	Q1 2024	1	Strategy Stage
39	Software License Renewals (11)	<100K	Competitive Tender & Single Source	Q1 2023/4	1	Strategy Stage
40	Purchase of printer toners, plotter paper, computer & phone accessories (16)	100K-500K	Competitive Tender	Q1 2024	1	Strategy Stage
41	Purchase of hardware - end user devices and network equipment (8)	>500K-1M	Competitive Tender	Q1 2024	1	Strategy Stage

Engagement / Grievance Process

Supply Chain Opportunities and Contract related engagements:



Email: TullowGhanaStakeholderEngagement@tulloil.com



Phone: +233 302 215 501



Supplier Portal website: <https://www.tulloil.com/suppliers>

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ComplianceLine by ETHICO



233 24 242 6213 (Ghana) or 0808-273-5264 (UK)



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Thank you!

