



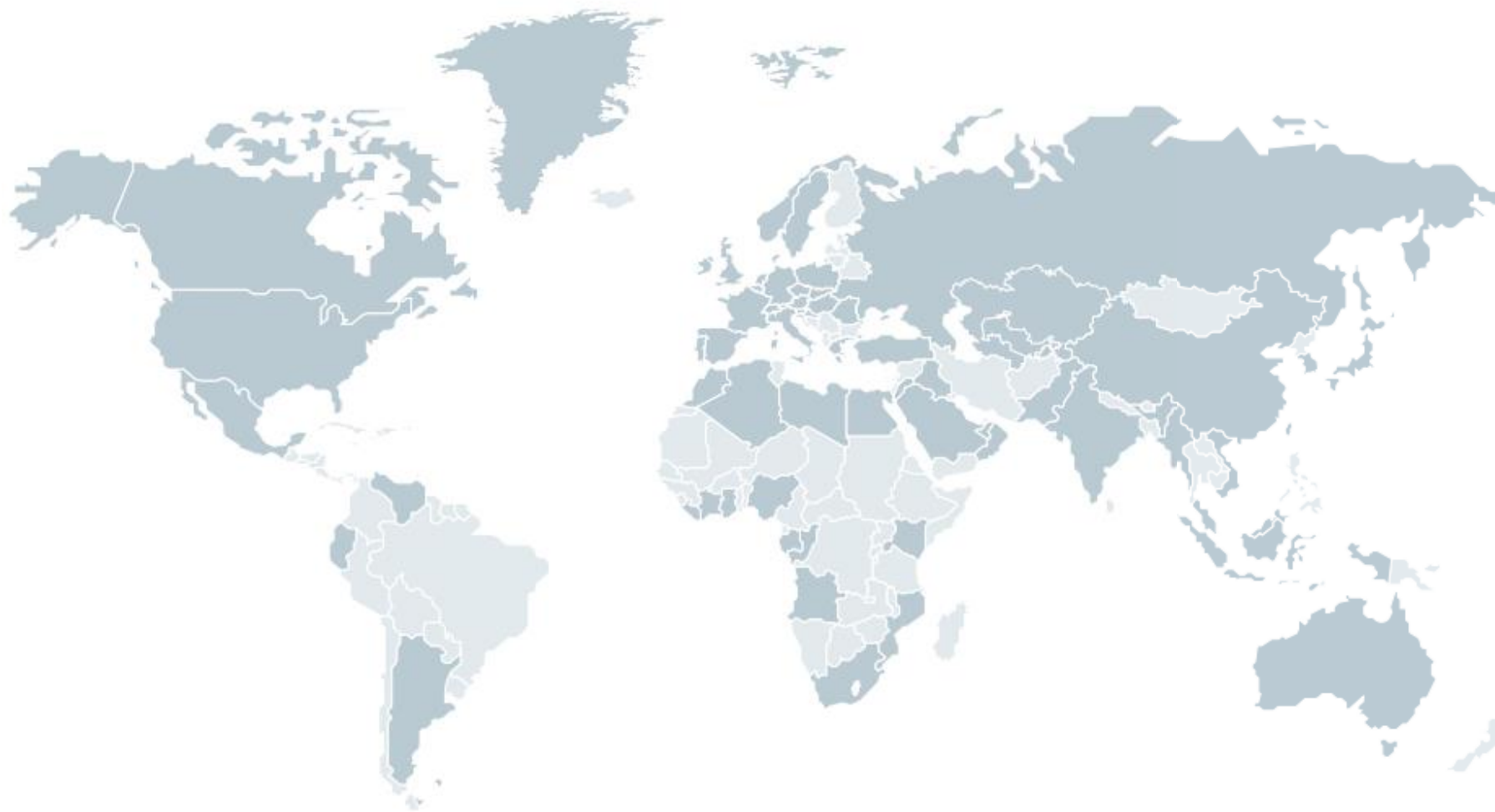
eni ghana

# Overview of Eni Ghana & Local Content Opportunities

*19th February 2018*



- **Overview – Eni**
  - Eni - At a glance
  - Eni in Africa
  - Eni's Operating cycle
  - Eni - Our mission
- **Eni Ghana**
  - Introduction
  - OCTP development project
  - OCTP milestones
  - OCTP gas production
- **Procurement Activities**
  - ProgeSSIONal Transition
  - New Opportunities
- **Self Application**



## ENI BY NUMBERS



**71** countries  
in the world



**33k**  
employees

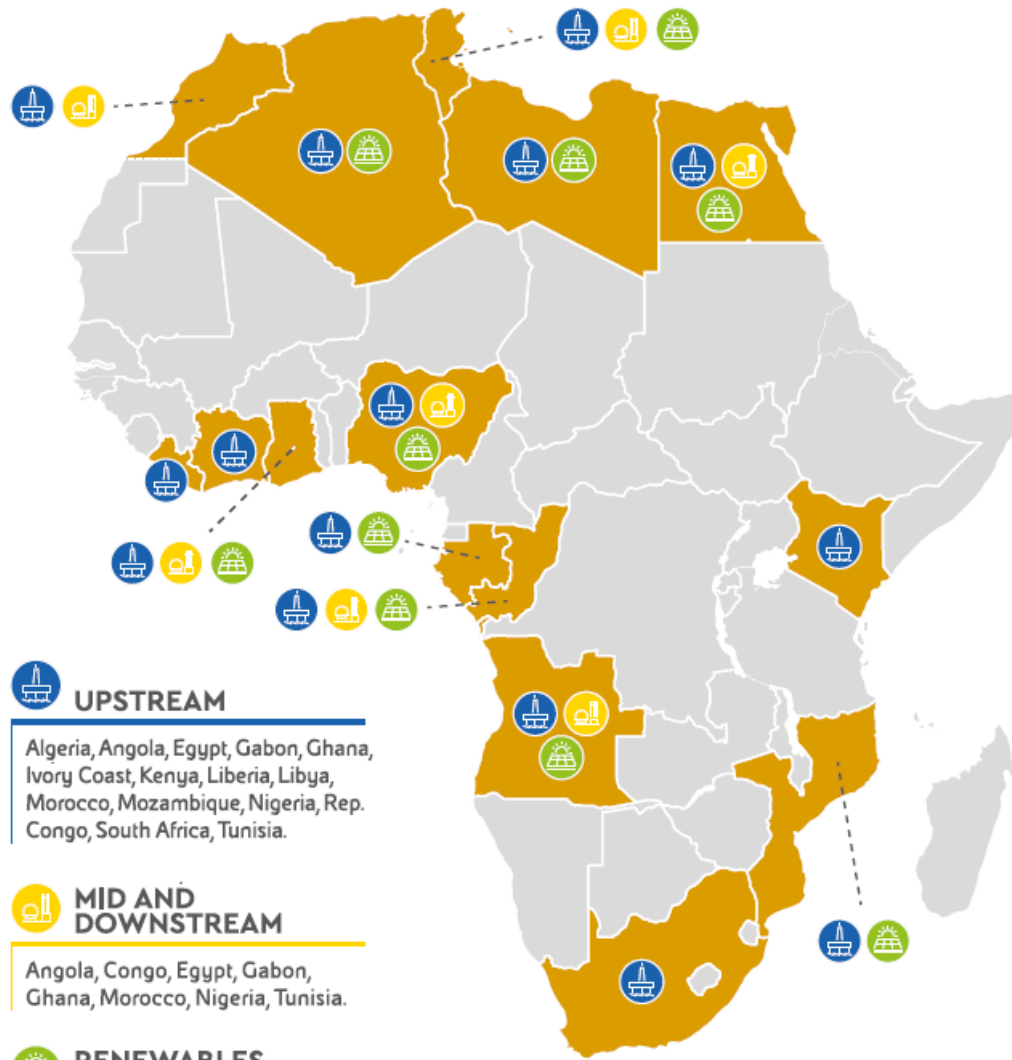


**185** mln €  
R&D costs



**71** mln €  
Community Investments

# Eni in Africa



Country with Eni's personnel.



**15** Countries  
in Africa where we  
operate



**3,380**  
people  
who work with us



**3,655**  
mm/boe  
net proved reserves of  
hydrocarbon



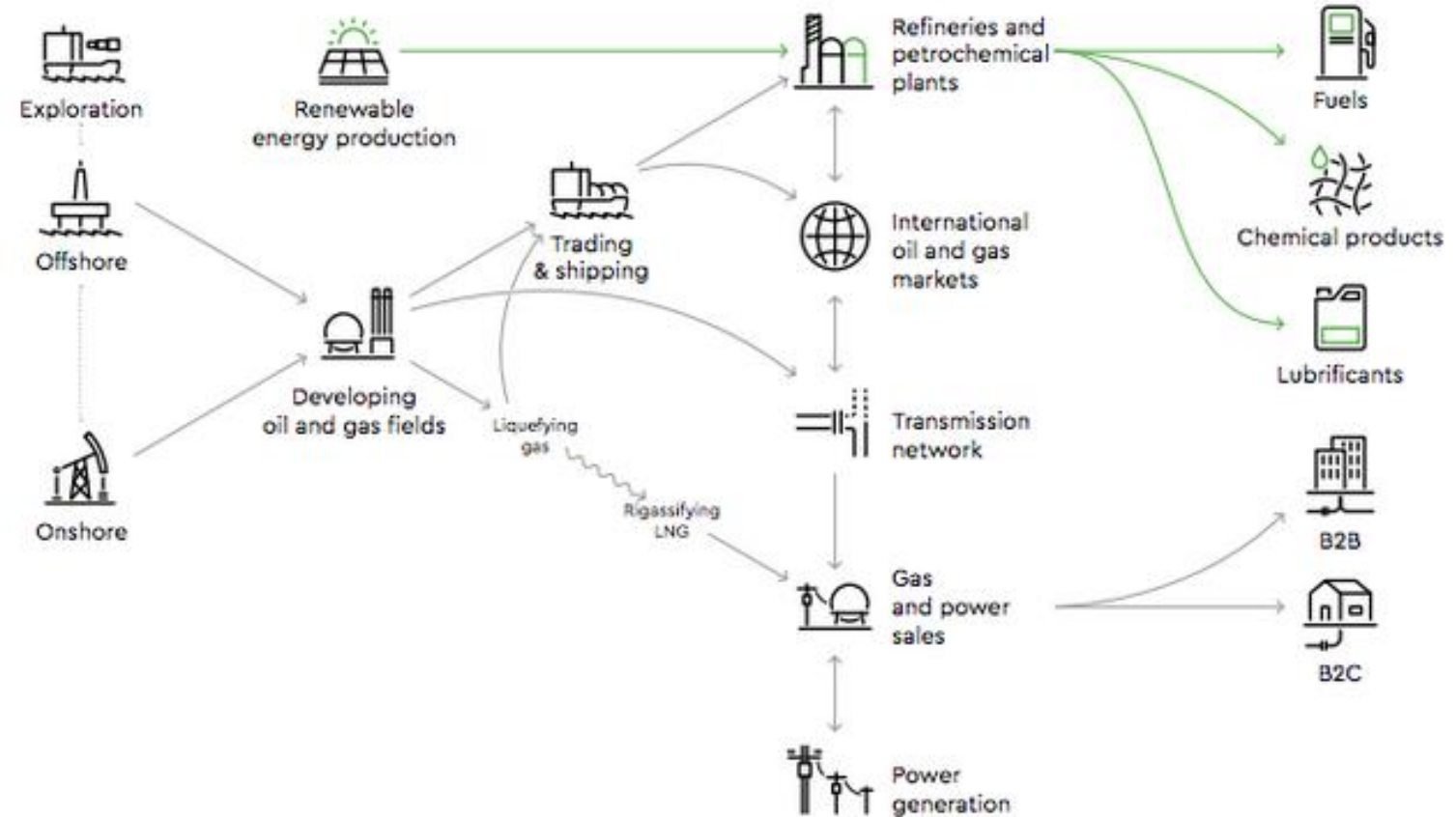
**1,060**  
Kboe/d  
hydrocarbon production

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# Eni's operating cycle



- Today we are an energy company committed to transformation.
- This has resulted in a reorganisation of the **mid-downstream**, a strengthening of the **upstream**, more investment in **research and technology** and the beginning of a **decarbonisation** process



We are an **energy company**.

We are working to build a future where everyone can **access energy resources efficiently and sustainably**.

Our work is based on passion and innovation, on our unique strengths and skills, on the quality of our people and in recognizing that diversity across all aspects of our operations and organization is something to be cherished.

We believe in the value of **long term partnerships** with the countries and communities where we operate.





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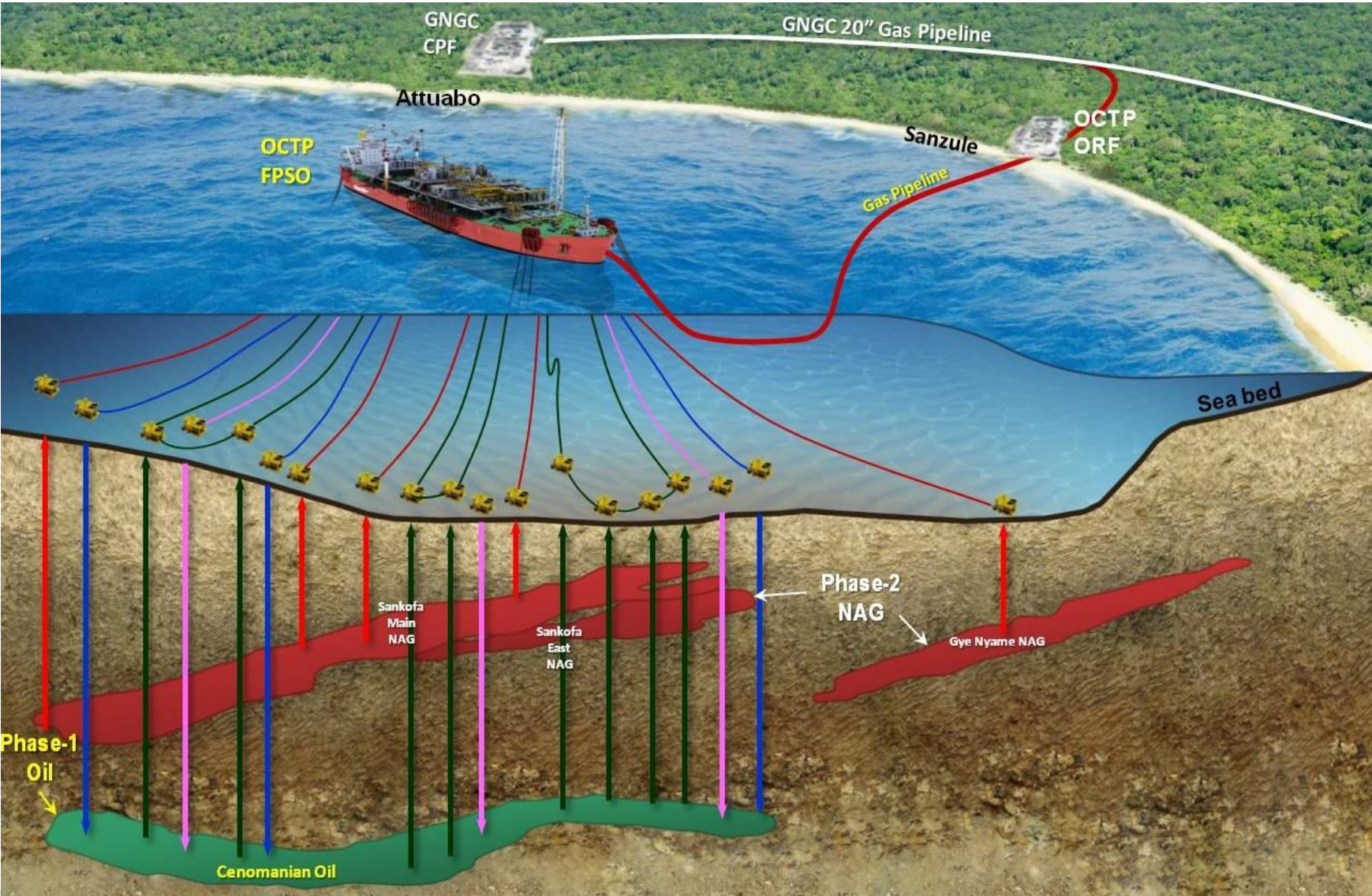
# Introduction

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- Eni Ghana Exploration and Production Limited (Eni Ghana) was incorporated in Ghana on 26th May 2009
- A wholly owned subsidiary of Eni S.p.A
- Operates in oil and gas
  - exploration
  - development
  - production
- Is developing renewable power projects
- Subscribes to ISO 14001 and OSHAS 18001

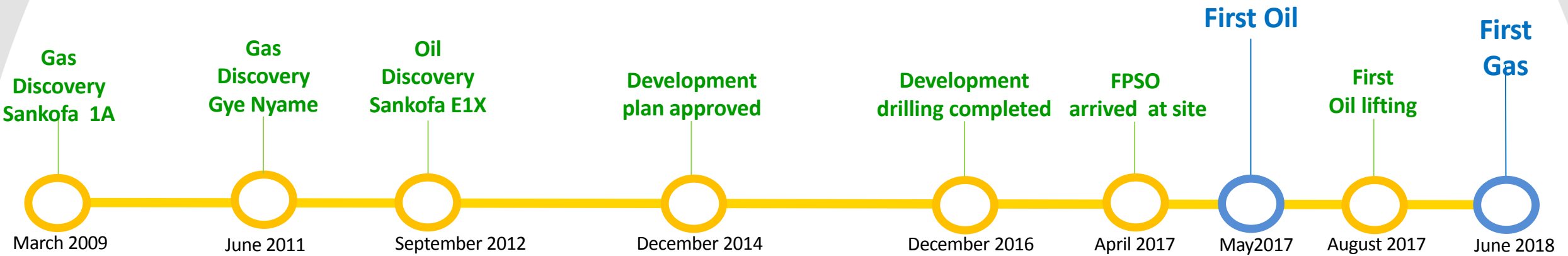
# OCTP Development project



Key Facts	
19 subsea wells	deep water wells with a measured depth range 2,730 - 4,566 msl
65 km umbilicals	24 umbilicals + 19 X-mas Trees & 13 FLETs
110 km flexible pipes	19 flexible risers, 20 flexible flowlines
water depth range 600-1,000 metres	12 mooring lines as FPSO anchor
more than 4,000 workers per day at peak	FPSO storage capacity 1.4 MMbbls

Eni is the Block’s **Operator** with a 44.44% share. Other partners are Ghana National Petroleum Corporation with 20% and Vitol with 35.56%

# OCTP - Milestones



**Outstanding performances achieved in terms of HSE, schedule and quality standards  
paving the way to a successful project delivery, reaching another record time-to-market**



## First Oil:

- ✓ **29 months** from approval of Development Plan
- ✓ **40 days** after arrival of FPSO at site
- ✓ **3 months** ahead of schedule

# OCTP - Gas Production



*Gas production to start in June 2018*

*Gas delivery to GNGC network to start  
after completing commissioning*

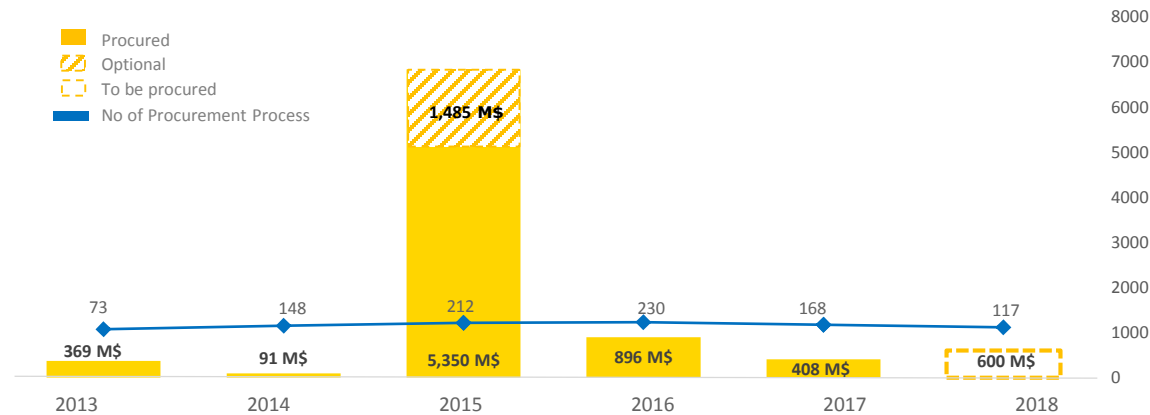


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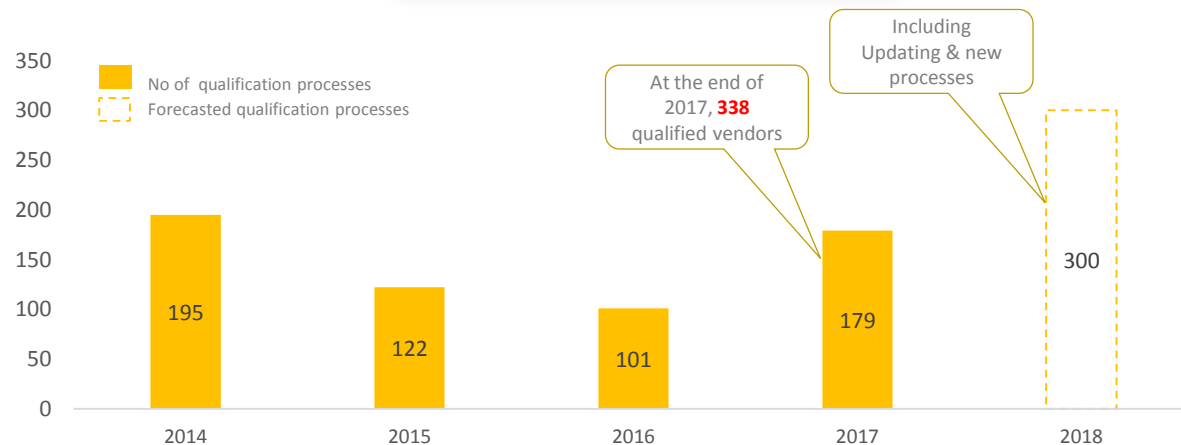
# Procurement activities



## Procured amount (2013 - 2017)



## Vendor management



## Local Content (2014 - 2017)

- 1.82M USD out of almost 6.7M USD awarded to *Indigenous Companies\** (~ 28%)
- 320 contracts/revisions awarded to *Indigenous Companies\** (~ 49%)

(\*) Companies with at least 51% equity owned by Ghanaian

# Progressional transition



Eni Ghana is moving from the development stage to the production stage



The main packages have been awarded or are in an on-going



Still opportunities for Local companies, especially in the medium term period

Milestone	Target Date	Status
Commercial Agreements signature	11 <sup>th</sup> Dec 2014	
FID (eni)	11 <sup>th</sup> Dec 2014	
POD Oil Re-submission	17 <sup>th</sup> Dec 2014	
POD Gas Submission	17 <sup>th</sup> Dec 2014	
POD Approval (Oil + Gas) by MoEP	30 <sup>th</sup> Dec 2014	
FPSO Contract Award	27 <sup>th</sup> Jan 2015	
Rig Contract Award	30 <sup>th</sup> Jan 2015	
SPS Contract Award	04 <sup>th</sup> Feb 2015	
Start up Drilling	11 <sup>th</sup> July 2015	
Pipeline & ORF FEED completion	June 2015	
R&F supply Contract Award	11 <sup>th</sup> Sep 2015	
SURF Transportation and Installation Contract Award	31 <sup>st</sup> May 2016	
Onshore Early Works Contract Award	29 <sup>th</sup> Mar 2016	
Gas export sealine Installation Contract Award	10 <sup>th</sup> Oct 2016	
Onshore Receiving Facility Contract Award	5 <sup>th</sup> Nov 2016	
FPSO arrival on site	10 <sup>th</sup> Apr 2017	
First Oil	20 <sup>th</sup> May 2017	
First Gas	June 2018	

- Development Phase
  - Referring to contractors in terms of Offshore activities for current contractors
  - Referring to EPC contractor for the Onshore activities for construction/commissioning of the ORF - Onshore Receiving Facility
- Operational Phase
  - Referring to contractors in terms of Offshore activities for Operation and Maintenance of the FPSO
  - Referring to Global Maintenance contractor for Operation and Maintenance of the ORF - Onshore Receiving Facility
- New Exploration Phase
  - New opportunities can come from the new exploration phase on Block 4 to support drilling of one exploration well in 2018
- Local companies, through subcontracts, have enough time and opportunity to fully develop within the industry to take on future opportunities of being the main contractor
- In the next 2 years, Eni Ghana will have the new tenders for supporting the business, i.e. Logistics tenders like vessels, helicopters, etc

- Corporate activities

- *ICT support services and consumables*
- *Supporting the contractor of Catering Services for the ORF project with other general service activities like; fumigation, cleaning and maintenance of the facility amongst others*

- Renewables

- *EPC Solar project*

- Sustainability Projects


- *Subcontracts for NGOs and/or Corporate Social Responsibilities companies*



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# Self Application Management



**e-procurement**

contacts help me faq site map eni.com

Our services **Suppliers** Internal users Ita

Application and Qualification

**Application**

Eni SpA

Angola

Eni Ghana

Congo

Mozambique

FAQ application Eni SpA

Qualification Eni SpA

Commodity Code Structure

UE Qualification Notice Eni SpA

Feedback

Tender

Auction

Contract Management

Eni electronic invoicing

[Home](#) > [Suppliers](#) > [Application and Qualification](#) > Application

Application


[Eni SpA](#)

[Angola](#)

[Eni Ghana](#)

[Congo](#)

[Mozambique](#)

**Eni S.p.A.**  
Sede Legale  
Piazzale Enrico Mattei, 1  
00144 Roma  
Partita IVA n.00905811006

**Suppliers**  
Qualification  
Tender  
Auction  
Contract Management  
Eni electronic invoicing

**Internal users**  
Qualifying instruments  
Service Access Area  
Private area access

**Service Operations Support**  
Tel. +39 02 3700 6070  
E-mail [ebusiness.support@eni.com](mailto:ebusiness.support@eni.com)

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- *Self Application tool > questionnaire and documents, like Eni Spa*
- *Benefit > towards an improved vendor management database and track of vendor engagements*
- *Key checks*
  - *HSE INDEXES- Accident frequency rates of vendor*
  - *Mandatory documents*
  - *Eco-fin/Org Structure*
  - *Procurement needs against Vendors' main activities*
- *Evaluation*
  - *confirmation of relevant and suitable CC for vendors based on main activities declared*
  - *evaluation of interest according to the procurement planned needs*
- *If the self-application is accepted -> due diligence and opening vendor code*