Statoil in Sub Saharan Africa
Strong track record in Tanzania

• 2007: Statoil signs PSA with TPDC for block 2
• Statoil is operator with 65% working interest. Exxon mobile is partner with 35% working interest.
• Successful exploration campaign:
  - 14 exploration and appraisal wells drilled
  - 8 discoveries
  - More than 21tcf of gas (in place volumes)
• Block 1 & 4, operated by Shell, has also made significant gas discoveries
Joint LNG Gas Project in Tanzania

- Deep water gas discoveries in Blocks 1, 2 and 4
- Sufficient gas to support a multi-train land based LNG project as part of an integrated gas and LNG project development (TGP)
- Blocks 1, 2 and 4 partners and TPDC planning for a joint LNG development at request of GoT
- A commercially viable LNG project is a foundation for monetising the deep water gas and an enabler for domestic gas supply
- Block 2 is planning for a subsea to shore development
- Existing Production Sharing Agreements (PSAs) do not contemplate terms for a joint LNG development
Local Content and Supplier Opportunities

- Fuel
- Emergency services
- Waste management
- Security
- Medical
- Crane hire
- Personnel transport
- Freight forwarding
- Custom clearance
- Catering
- Admin services
- Office supplies
- Telecoms
- Training services
- Freight forwarding
- Hotel/ Accom.
- Environmental services
- IT services
- Medical
- Specialist trades
- Personnel transport
- Security
- Crane hire
- Facilities management
- Int. freight services
- Marine security
- Supply base services
- Drill cuttings management
- Offshore surveys
- Seabed intervention services
- Installation services
- Line-pipe engineering (FEED)
- Well services
- Deepwater drilling
- Subsea equipment
- Construction materials
- Mud, chemicals, drilling materials
- Mob. & maintenance facility
- Heavy lift services
- Mobilisation & commissioning
- Maritime services
- Marine security
- Ready for operations (RFO)
- Marine services
- Environmental services
- Freight forwarding
- Waste management
- DIRECT SERVICES
- INDIRECT SERVICES
- SPECIALIST SERVICES

Classification: Internal
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Challenges and Opportunities

• New industry
• Capacity strains
• Delays in decision making
• Lack of regulatory framework
• Changes in stakeholders
• Management of expectations
• Ethics and Compliance

• Multiple benefits for Tanzania
  – Revenues and GDP contributions
  – Local content
  – Capacity development
  – Domestic gas
  – Indirect effects
QUESTIONS?