

Local Content Compliance in Mozambique

The Mozambique LNG Project Local Content Context

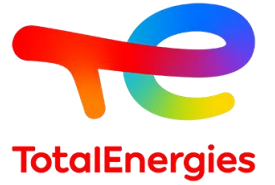


- Total E&P Mozambique Area 1 Limitada (TEPMA1), as a concessionaire of the Exploration and Production of the Area 1, shall comply with the terms and expressions of the Decree-Law 2/2014, of 2nd December.

- As it concerns to Local Content, the Decree-Law 2/2014 outlines that Concessionaires of the Rovuma Basin shall prepare a Local Content plan to address the participation of Mozambican legal person and citizens in the provision of goods and services.

- In line with the Decree-Law 2/2014, the Mozambique LNG Project aims to maximize Local Content through:
 - i. Employment and Training of Mozambicans;
 - ii. Provision of goods and services from local companies (Mozambican owned and registered companies), and;
 - iii. Capacity Building.

TEPMA1 Local Content Objectives



Employment Opportunities

PROMOTE THE DEVELOPMENT OF MOZAMBICAN WORKFORCE & COMPETENCES

Supply of Goods & Services by Mozambicans

PROMOTE THE DEVELOPMENT OF AN O&G INDUSTRY IN MOZAMBIQUE

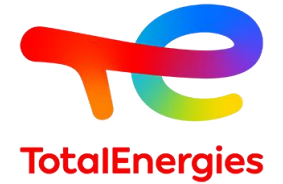
Capacity Building

BUILD CAPACITY AMONG LOCAL SMEs TO SUPPORT ECONOMIC GROWTH WITHIN & OUTSIDE THE O&G

Develop Activities with Local Communities

INCLUDE LOCAL COMMUNITIES OF CABO DELGADO

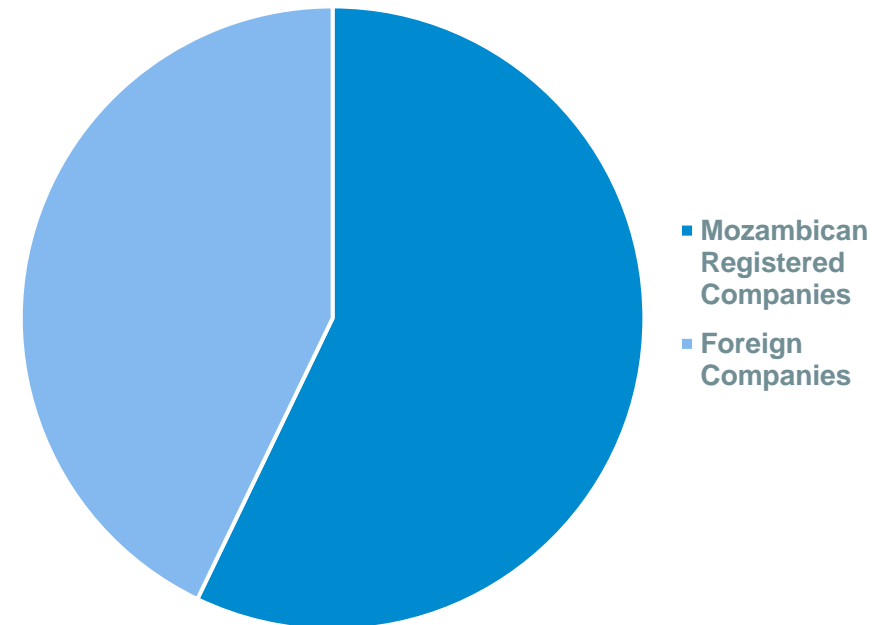
Supplier Registration Platform



ACHILLES SUPPORTS OUR LOCAL CONTENT ACTIVITIES WITH THE FOLLOWING:

- Ensure the involvement of Mozambican Owned companies;
- Supports TEPMA1 in gathering information of existing companies that can respond to the needs of the project;
- Permits companies to express their interest in working for the project;
- Allows Local Content to include these companies in events such as B2B's, Contracting Workshops, etc.

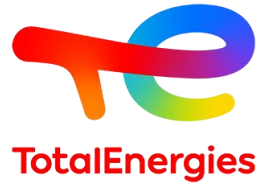
ACHILLES CURRENT NUMBERS



+ 4,000
Registered
Companies

+ 2,000
of the Registered Companies
are Mozambican Registered

TEPMA1 Training Initiatives



MoU with the Government of Mozambique



31 January 2022



Committed to cooperate in the implementation of training initiatives, with the support of identified **Local Training Institutions**.

Targets **2,500 young Mozambicans** with the objective of increasing their employability in the energy sector and/or related sectors.



MoU with IFPELAC



17 February 2022



The MoU is a commitment of training of **2,500 young people in Cabo Delgado**

Pemba, Palma & Mocímboa da Praia.

USD 1,5 million investment for a 5-year Program



MoU with Industrial and Commercial Institute of Pemba



17 November 2022



The MoU is a commitment of training of **390 students**, with immediate effect.

Pemba

USD 260 million for the first year

CAPACITAM^{MOZ}

UMA INICIATIVA LIDERADA PELO PROJECTO MOZAMBIQUE LNG

Overview

- CapacitaMoz is the dedicated platform designed to house all the initiatives related to Mozambican MSMEs, current or aspiring Entrepreneurs, Citizens, and Institutions' Capacity Building driven by Mozambique LNG.

Pillars/ Strategy

- CapacitaMoz is centered around activities and mechanisms aimed at maximizing knowledge and skills transfer to the Government, Mozambican companies, and national citizens.

Objectives

- Support Mozambican MSMEs
- Support Mozambican Institutions.
- Support Mozambican citizens & entrepreneurs

SMEs ISO Certification Assistance Program



Certification of 11 companies in July 2022



Preparation of SMEs for certification:
+USD 20k per company



Certified SMEs will benefit from 2-year
award follow up for Certification renewal

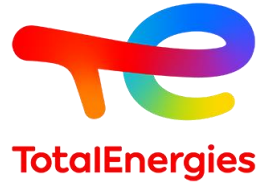
Twenty (20) Small and Medium Enterprises (SMEs) were selected to proceed to the Audit Phase conducted by the *Instituto Nacional de Normalização e Qualidade (INNOQ)*.

Among the companies certified by INNOQ, these operate in various activity sectors such as:

- General Services,
- Civil Construction,
- Electrical Services,
- Production,
- Procurement;
- and Insurance Brokers.

Certified SMEs will benefit from a 2-year follow-up for the renewal of the Certification.

Market Study | Overview and Context



Business Environment

TEPMA1, wants to **better understand the business environment in Cabo Delgado** to efficiently play a role in the development of local resources.



Local Market

The study will help **to understand the local market** and the areas where short-term actions can be successfully made, as well as provide a plan for the medium-term activities to follow.



Information

The overall objective is to **gain information of the different sectors in Cabo Delgado**, to tackle realistic challenges, and implement customized solutions.



Sectors

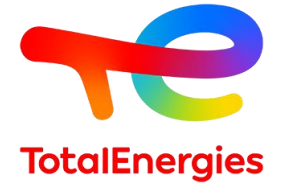
The sectors to be studied are: **(1) Civil works, (2) Transport and Logistics and (3) General Services.**



Programa Único

This study will not only allow to make a **link between TEPMA1's LC activities and *Programa Único***, but also to **assess linkage between Cabo Delgado companies' profile and future procurement opportunities.**

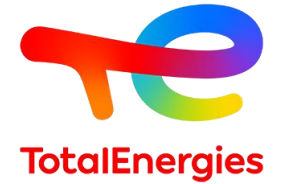
Market Study | Results



The study achieved the following results:

Study Outcomes	Description
Demand Mapping	Analysis of projects and initiatives that impact and will continue to drive demand for the goods and services
Companies Database	Mapping of 1137 companies with key information from institutions such as DPIC, DAF, CEP-CD, INP and INE.
Market characterization of over 290 companies	Quantitative and qualitative analysis of the market. The study also identifies ecosystems for the main market players.
Skills produced in 9 TVETs & identification of their needs	Identification of TVET needs in terms of Infrastructure, Equipment, Curriculum, Qualification Standards, Training Capacity and Retention of Trainers.
Mapping of funds and donors for CD	Identification of the various programmes, available funds, and donors that have activities in the province.
Opportunities prioritized by key criteria	Identification of priority opportunities according to criteria relevant to the maximization of local content in the province.
Synergies with <i>Programa Único</i>	Identification of synergies with <i>Program Único</i> , in order to join efforts and boost activities that may already be underway.

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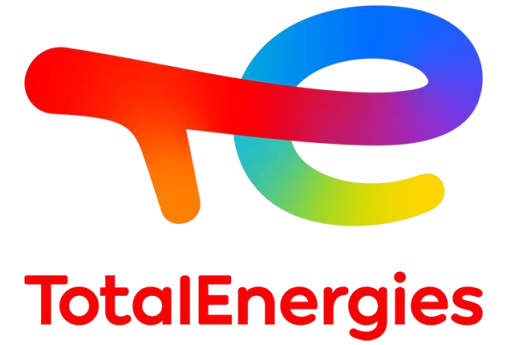
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