



ALTRAD AFRICA

# LEADER IN AFRICA FOR THE PAST 40 YEARS...

WITH AN APPETITE FOR FURTHER GROWTH

**Altrad Services Africa started its operations in Gabon at the end of the 70s, in the footsteps of French oil company ELF. Since then, Altrad Services Africa has expanded to the main O&G countries in Africa, including Algeria, Angola, Congo Brazzaville, Nigeria, Ghana, Ivory Coast and Equatorial Guinea.**

## **Always betting on local skills and integration ...**

For equivalent services, no other international group has succeeded in setting up and remaining present in the continent for such a long time, with the integration of local staff being the key to success for Altrad Services Africa.





Rope Access Training Centre at Prezioso Angola



With 1,300 employees in 6 countries of operation, Altrad Africa hires almost 95% of its workforce locally, with only 5% being expatriates. This is the result of permanent training programmes initiated in our various countries of operation, allowing Altrad Africa to be seen as a local company that is helping to improve the local economy while proposing lower costs to our customers.

Besides being an employer of local manpower, Altrad Services Africa is also the owner of large assets such as blasting/painting chambers, significant scaffolding stock, insulation workshops, etc. These assets can quickly respond to our customers' demands while adhering to strict international Health, Safety and Environmental (HSE) rules, not to mention the Altrad Safety Golden rules.

Altrad Services Africa's various yards in West Africa.



### ... mixed with the experience and know-how of the Altrad Group

Local content is mingled with significant experience from the Altrad Group, allowing us to keep increasing our portfolio of activities to our customers. In 2020, Angola, Nigeria, the Congo and Equatorial Guinea promoted new activities such as online de-sanding of pressure vessels thanks to strong cooperation with another Altrad Group business unit: Altrad Services UK.

This led to the first contract with Shell Nigeria for online de-sanding of 4 onshore pressure vessels in early 2020, to the current final discussion with our major customer in Angola for a framework contract for offshore assets, and many additional opportunities to come with other large O&G customers.

Cooperation with the Altrad Group is another key to Altrad Africa's success. This has been illustrated on many occasions, such as during the tender phase of the Onshore Mechanical Services Contract for Cabinda Gulf Oil Company (Chevron Angola), where Prezioso Angola was awarded its first mechanical contract in 2016.

### A continent mainly turned towards the Oil & Gas Market

Unlike the European market where the construction/building industry is governed by strict rules to reinforce safety at work, and which allows Altrad Europe to propose its equipment, many African countries have not yet put in place such HSE rules. It thus allows any construction to be built using very cheap scaffolding – most often bamboo. In these conditions it is difficult for a company like Altrad, which is focused on the safety of its employees, to propose competitive offers in the African

construction/building market, even if the sector is slowly moving in the right direction.

On the contrary, private companies in the Oil & Gas Industry such as Total E&P, Shell and BP have always put HSE at a high level to avoid any incident which could quickly become fatal. Thus over 90% of Altrad Africa's activity is in the O&G sector today.

The most famous O&G project conducted by Altrad Africa was the Girassol FPSO Revamping Project that ran from 2009 to 2017 and which consisted of a full revamping that incorporated our core activities: Coatings, Scaffolding, Rope Access Works, Insulation, Passive Fire Protection, etc.

Since then, Altrad Africa is still doing major maintenance services on the most well-known West African offshore assets such as Girassol (Total E&P Angola), Greater Plutonio (BP Angola), Kizomba (Exxon Angola), Ngoma (ENI Angola), Egina (Total E&P Nigeria), Erha (Exxon Nigeria), Bonga (Shell Nigeria), Abo (ENI Nigeria), Moho Bilondo (Total E&P Congo), Aseng (Noble Energy Equatorial Guinea), and Sendje Ceiba FPSO (Trident EG).



Some of the West African offshore assets that Altrad is doing maintenance services on.

## Where to focus in 2021?

While still increasing market share in its current countries of operation, Altrad Africa is looking ahead to new Oil & Gas discoveries, especially in the following countries:

### Senegal

With BP's Greater Tortue project and Woodside's Sangomar project, Senegal will become the newest West African O&G country. During the first phase, from 2022 to 2023, 2 FPSO units, 1 FLNG unit and 1 large offshore jetty will arrive in Senegalese waters. BP is already looking at another FPSO for Greater Tortue Phase 2. Altrad Africa is already in touch with the major players in these two projects, such as BP, MODEC, Saipem and Technip, with whom we are already working in other African countries.



### Mozambique

Mozambique LNG Area 1 (Total E&P) and Mozambique LNG Area 4 (Exxon) will see the construction of large LNG trains in the north of Mozambique. Such projects involve large quantities of cryogenic insulation which makes Mozambique "the next place to be" for Altrad Services Africa.

In parallel, ENI is building its FLNG Coral that should arrive in Mozambique early 2022.

The 3 projects are carefully monitored by Altrad Africa, with strong support from the Altrad LNG Centre Of Excellence for LNG projects.



### Uganda/Tanzania

Total E&P has found large quantities of Oil in Uganda, near Lake Albert. A Central Processing facility will be built in Uganda starting end 2021, as well as a 1,500 km pipeline from the CPF to Tanga on the Indian Ocean in Tanzania, where a tank farm will be built.

Altrad Africa is carefully monitoring these three parts of the Tilenga/EACOP project.

Africa is home to more than 1 billion people, half of whom will be under 25 years old by 2050. With the world's largest free trade area and a 1.2 billion-person market, the continent is creating an entirely new development path – harnessing the potential of its resources and people.



In this context, Altrad Africa has a bright future ahead of it, and the entire Altrad community will be here to help achieve this growth while keeping in mind the values of the Altrad Group. ■