



WELKOM

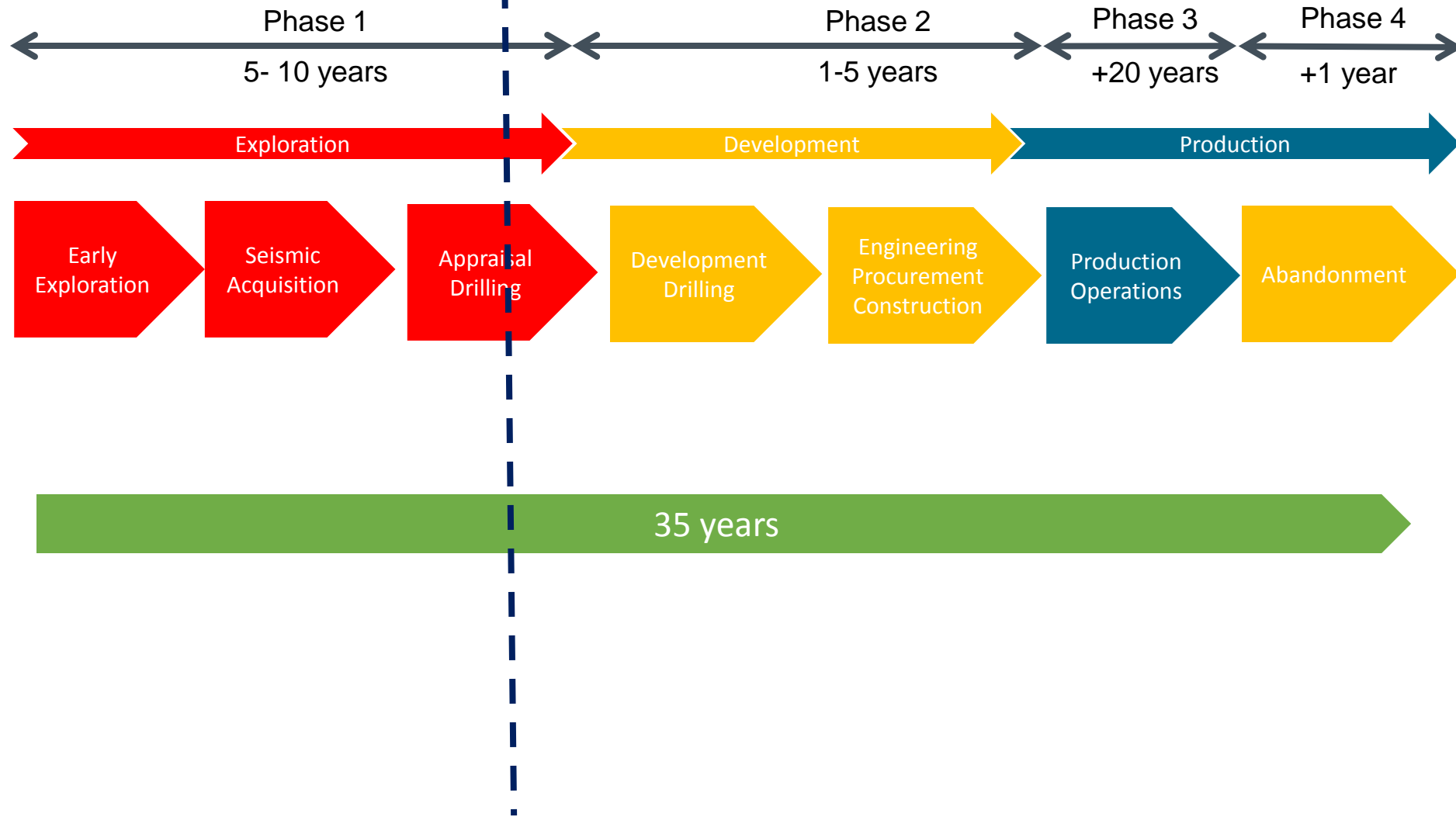
Contractors:

A collection of logos for various contractors, arranged in two rows. The first row includes Apache (yellow script), TULLOW (blue stylized 'T' with 'TULLOW' above and 'INC' below), KOSMOS ENERGY (black text with a globe icon), equinor (red text with a red flower-like icon), PETRONAS (black text with a teal drop icon), and RATIO OIL EXPLORATION LTD. (black text with a flame icon and Hebrew text 'רצין'). The second row includes HESS (green text in a green box), CEPSA (red text with a red star icon), ExxonMobil (red text), Chevron (blue and red chevron icon), noble energy (red 'ne' text with 'noble energy' below), Cairn (white text in a blue oval), and pluspetrol (blue text with a blue plus sign icon).

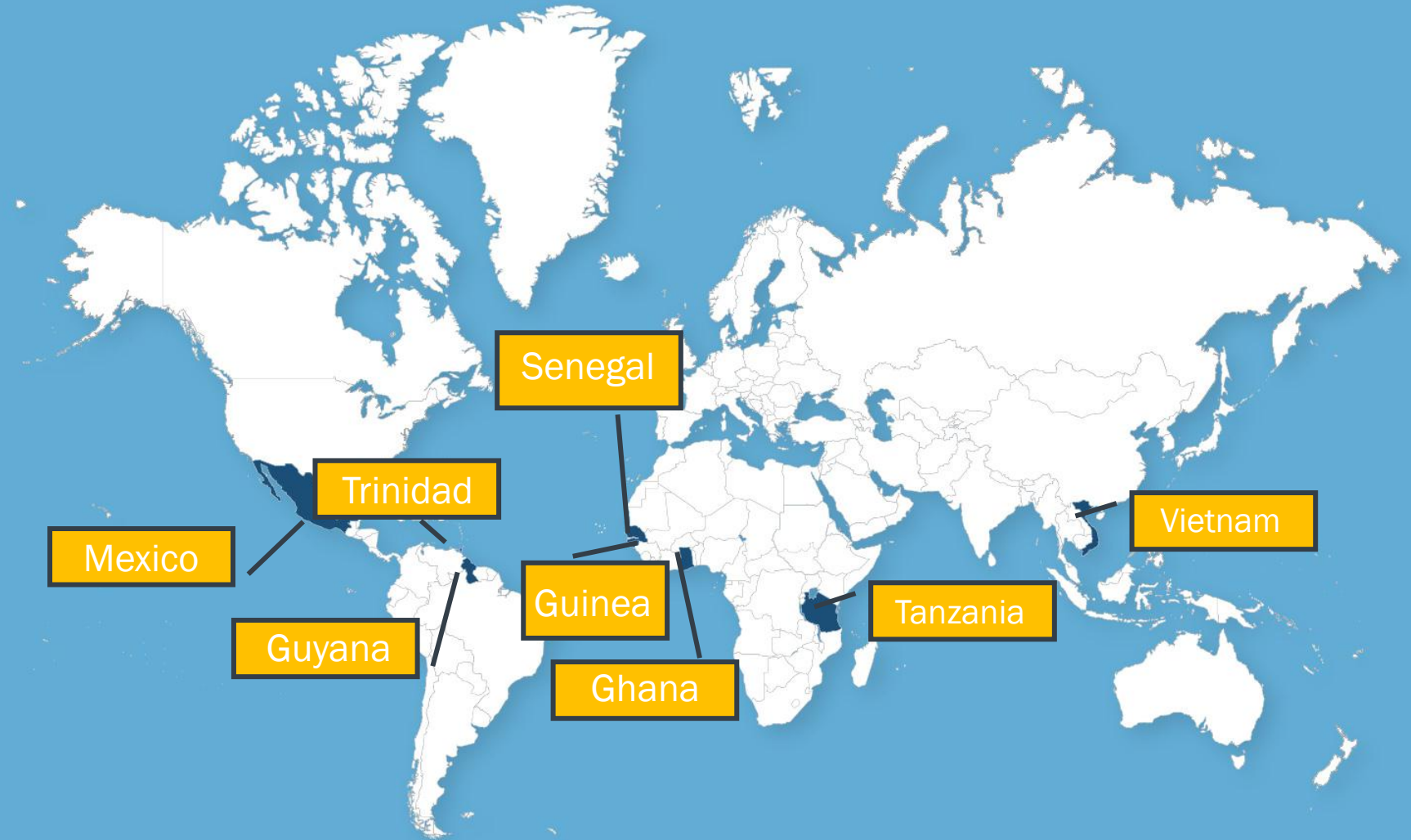
Agenda

19.00-19.05	Opening by Rudolf Elias, CEO Staatsolie
19:05-19:10	Setting the Stage
19:10-20.10	Presenting the final results of the IBS study by Dorival Bettencourt, Project Lead from DAI
20.10-21.00	Questions & Panel Discussion 1. Staatsolie 2. Apache 3. Ministry of Education 4. Ministry of Public Works 5. Ministry of Trade & Industry 6. DAI
21.00-22.00	Networking cocktails

Upstream Time Line



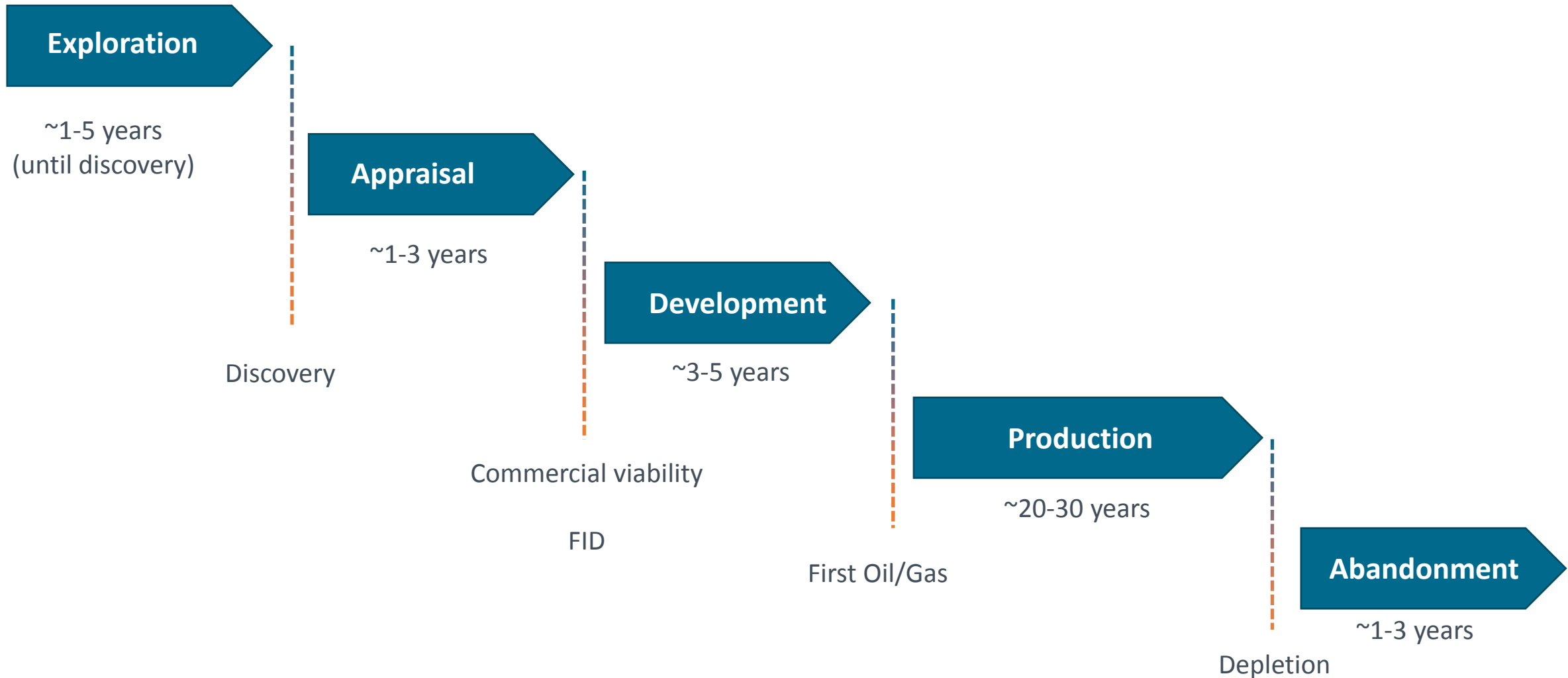
DAI has
conducted
Industrial
Baseline
Studies
globally



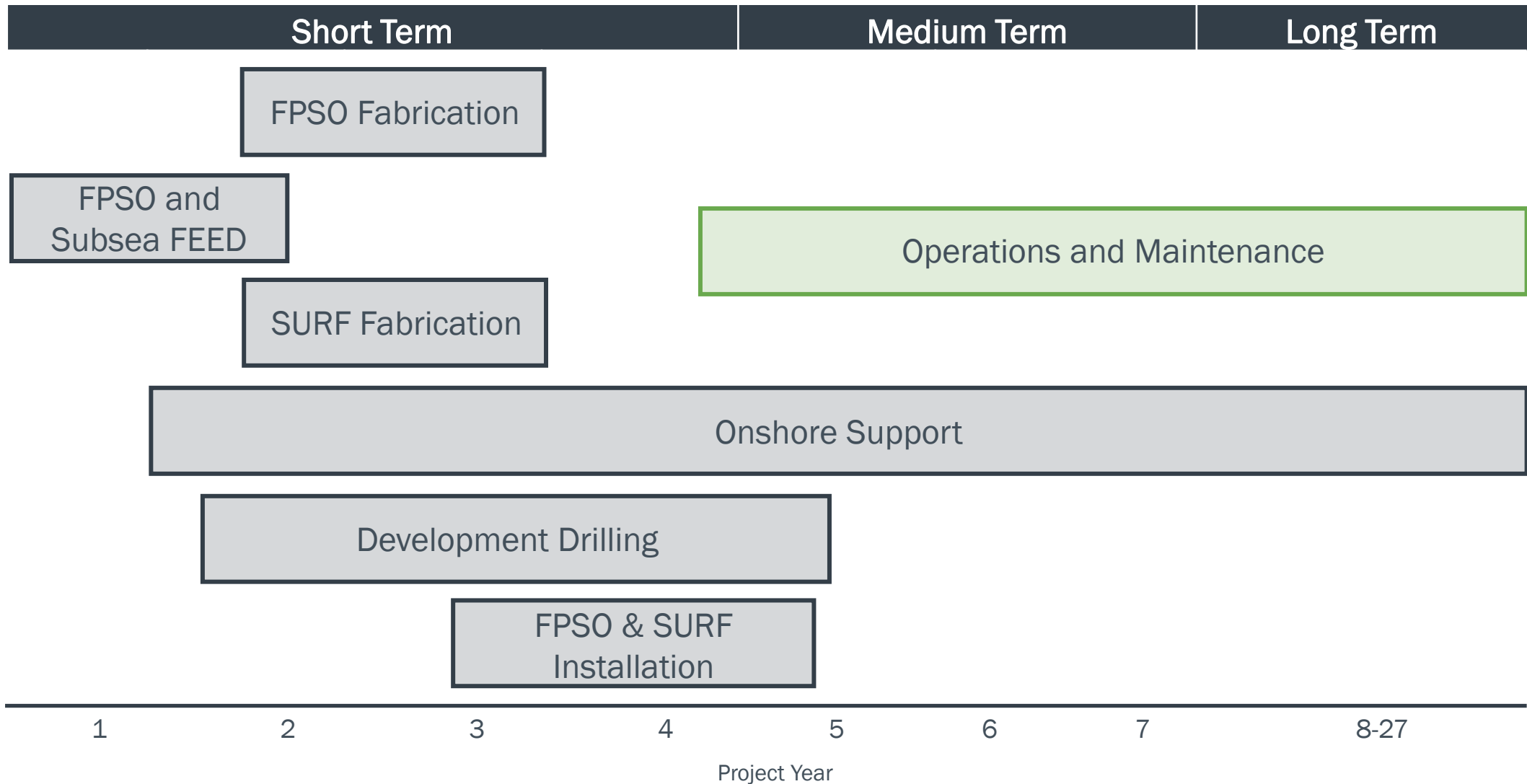
Industrial Baseline Study Context




Offshore Project Life Cycle



Deep Dive: From Development to Production



Most expenditure is not available to local companies due to the nature of the industry

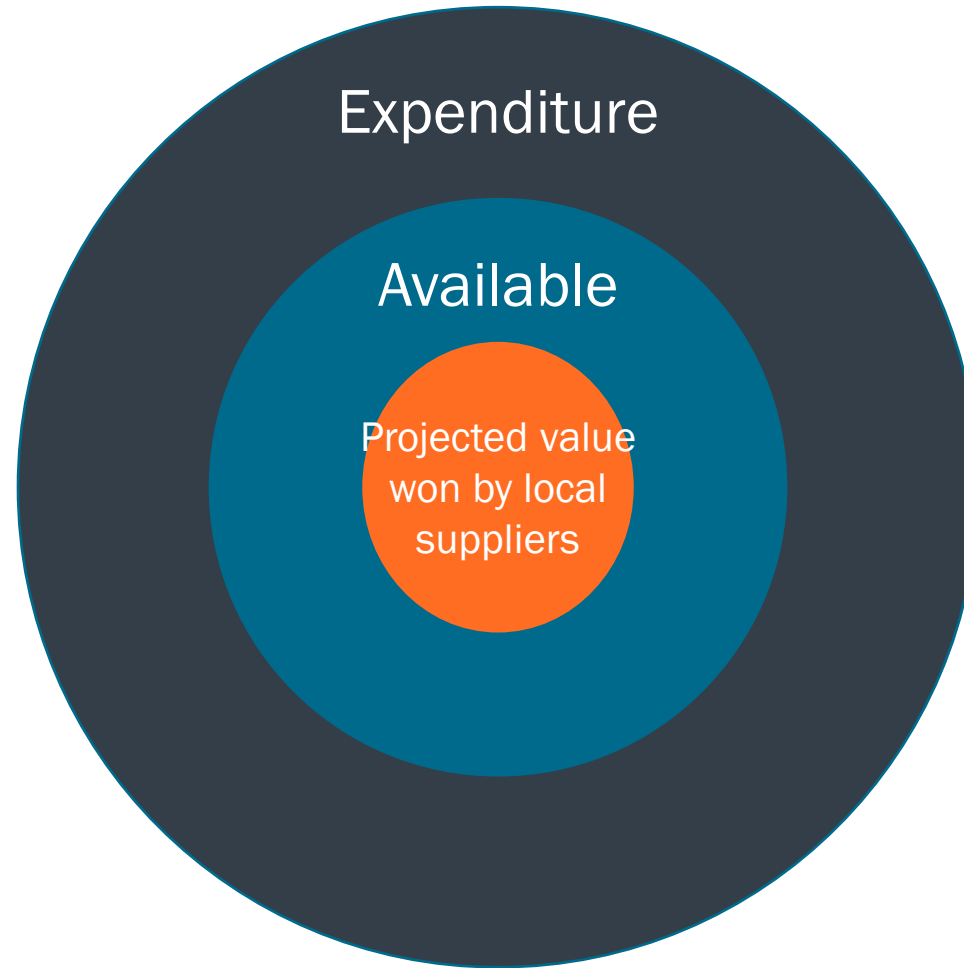


Total Project
Expenditure

Most expenditure is not available to local companies due to the nature of the industry



Most expenditure is not available to local companies due to the nature of the industry



Most local content opportunities during the CAPEX and OPEX phase are driven by onshore support activities

Development phase (CAPEX)

Limited local content opportunities in countries with nascent oil and gas industries and with limited specialized industrial capacity.

Offshore development activity is supported by a shore base.



Operations & Maintenance phase (OPEX)

Significant local content opportunities (Activities are less capital intensive and extend over a long period if time).

Operations & Maintenance activities for the producing oil and gas field are provided from the shore base.

Most local content opportunities during the CAPEX and OPEX phase are driven by onshore support activities

The Chicken and the Egg Conundrum

The industry is new to the country so local businesses do not possess the requisite experience, standards, infrastructure, etc.



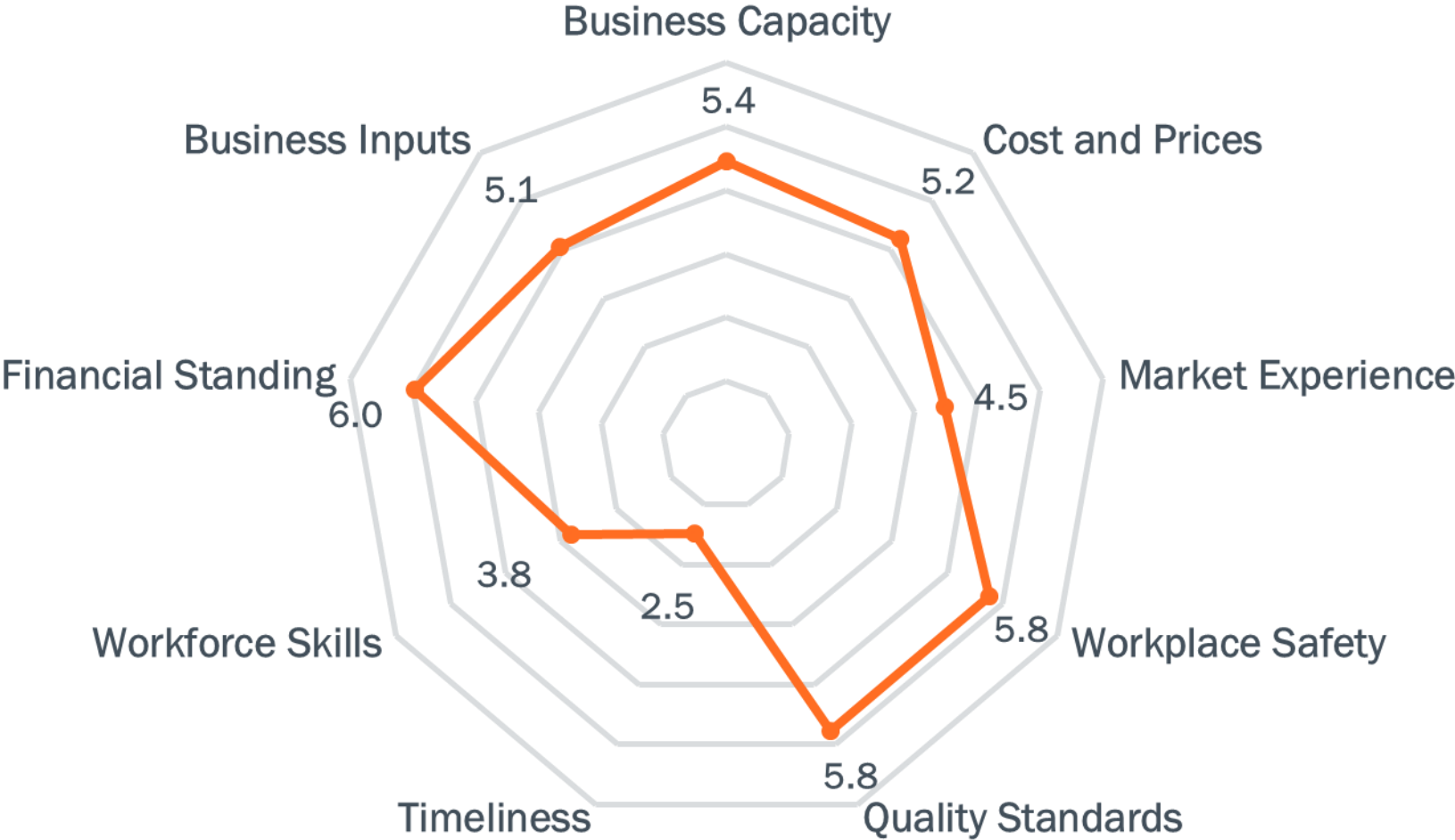
Potential discoveries generate expectations of local business opportunities

To capture the potential opportunities local businesses need to make significant investments in upgrading capacity

Local firms are reluctant to invest in upgrading capacity without greater assurance that there will be an industry to supply

Industrial Baseline Findings

The average competitiveness score was 4.9 indicating that many companies must address performance gaps



The private sector faces significant challenges but also presents opportunities

CHALLENGES

Lack of understanding of offshore oil & gas industry (supply chain; contracting; standards; certifications; timelines; drivers)

Lack of supply chain depth (most inputs imported)

Small economy (scale limitations/high costs)

Infrastructure gaps create barriers to critical offshore support infrastructure

Difficulties finding workers with adequate skills (technical; managerial)

Inadequate safety processes and lack of safety culture

Inadequate business organization (documentation; operating procedures; internal audits; written policies)

Lack of IP laws and weak contract enforcement

OPPORTUNITIES

Experience in upgrading for capital intensive projects

Experience working with international firms

Demonstrated flexibility and adaptability

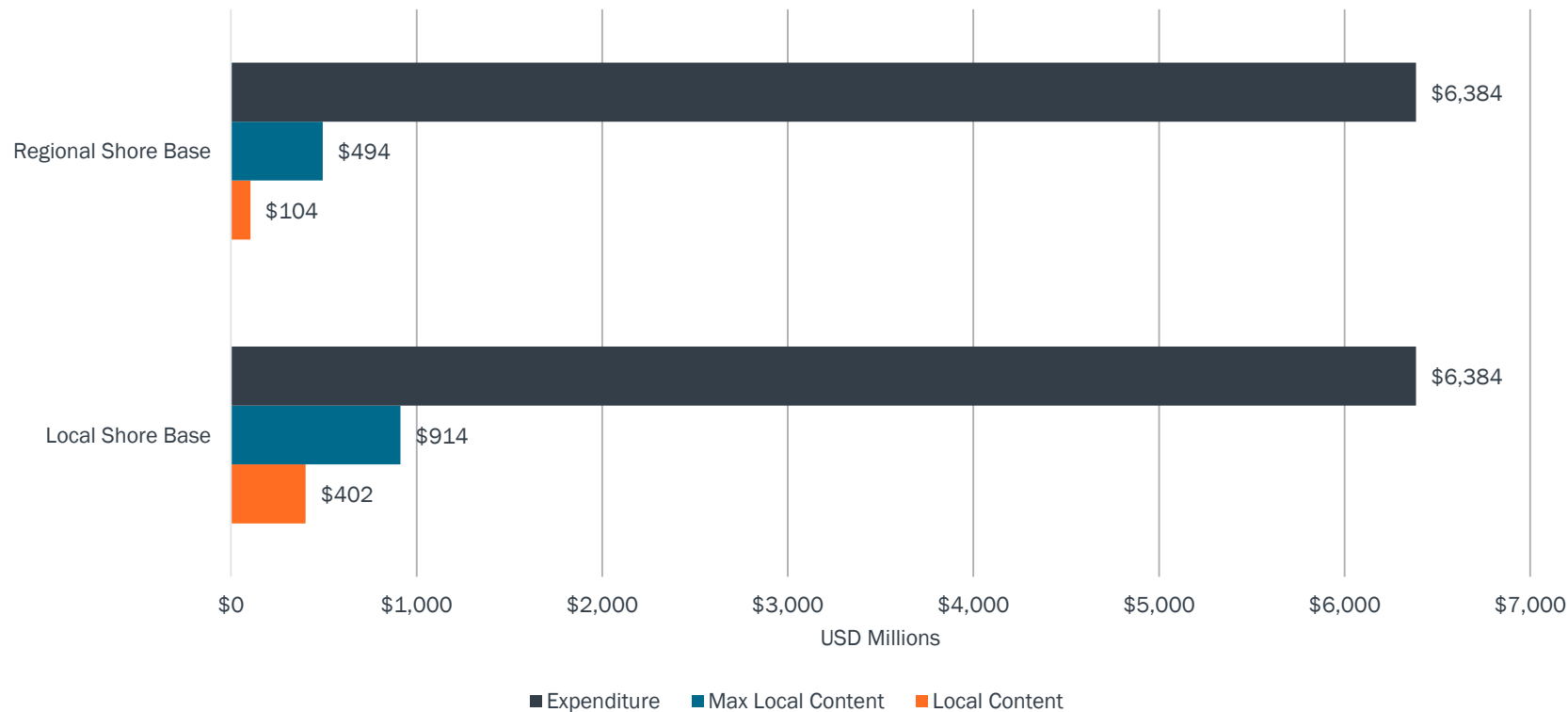
Some firms already operate to high standards (quality; safety; business practices)

Regional market demand

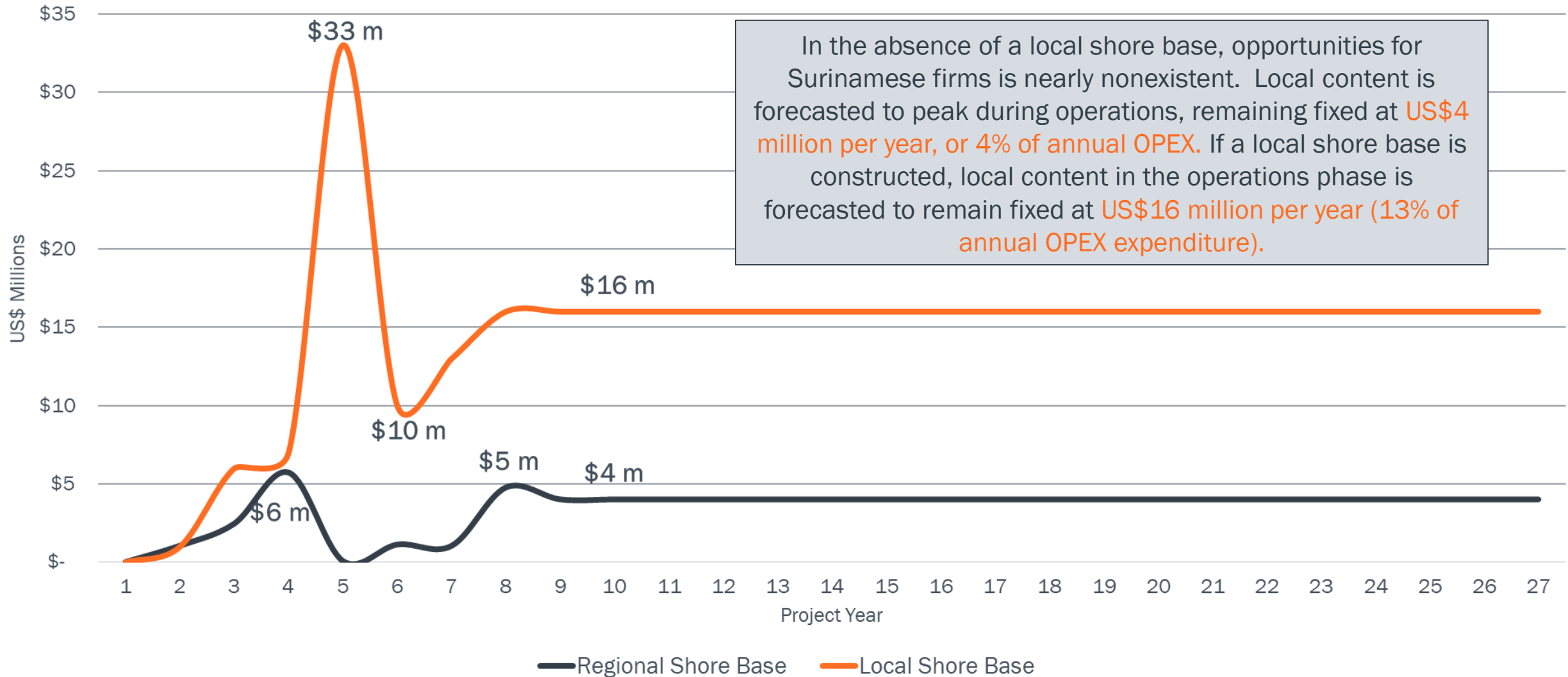
Partnerships: Local-Local; Local-Regional and Local-Foreign

The gap between possible local content and forecasted local content is driven by current competitiveness

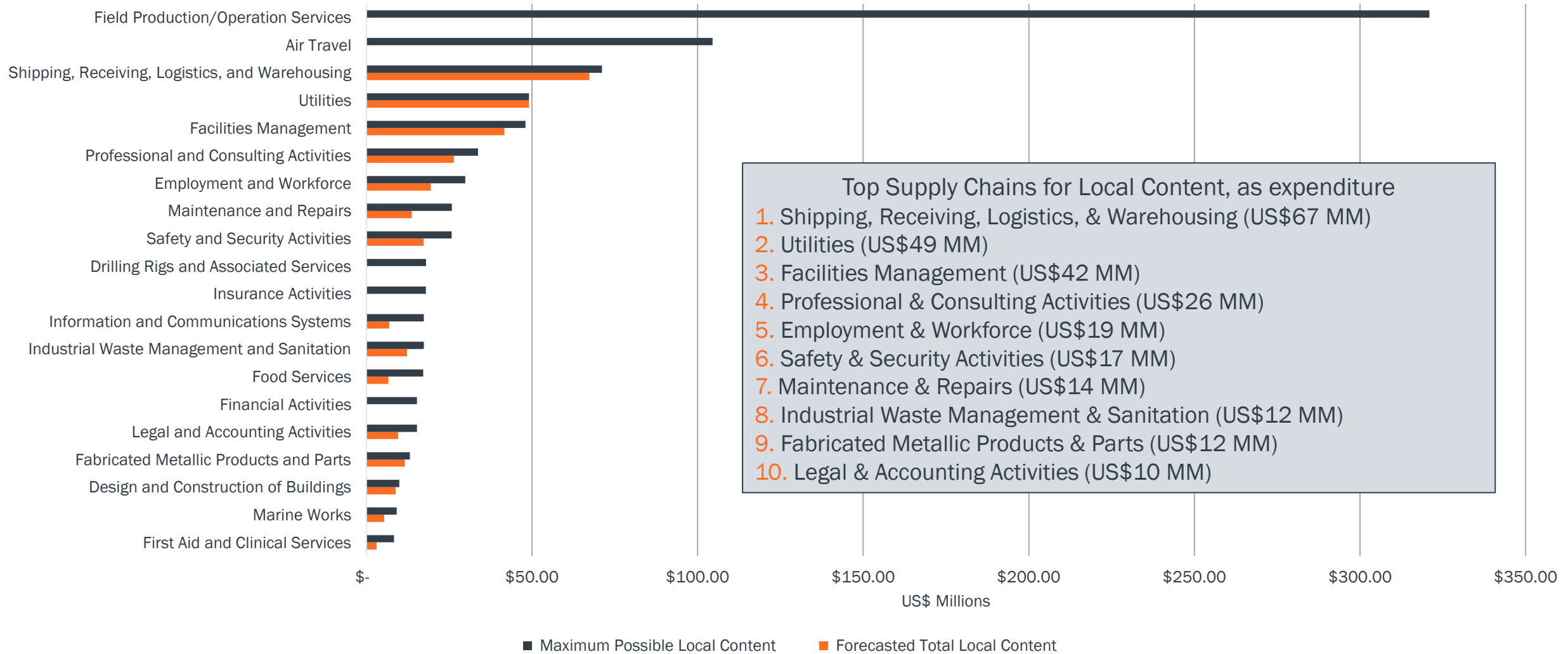
In a *Regional Shore Base Scenario* (i.e. no shore base in Suriname), opportunities for Surinamese firms to participate in the oil and gas supply chain will be highly limited— **local firms will only capture about 2%** of total project expenditure. With a *Local Shore Base Scenario*, **local firms are projected to capture about 6% of total project expenditure, or US\$402 million.**



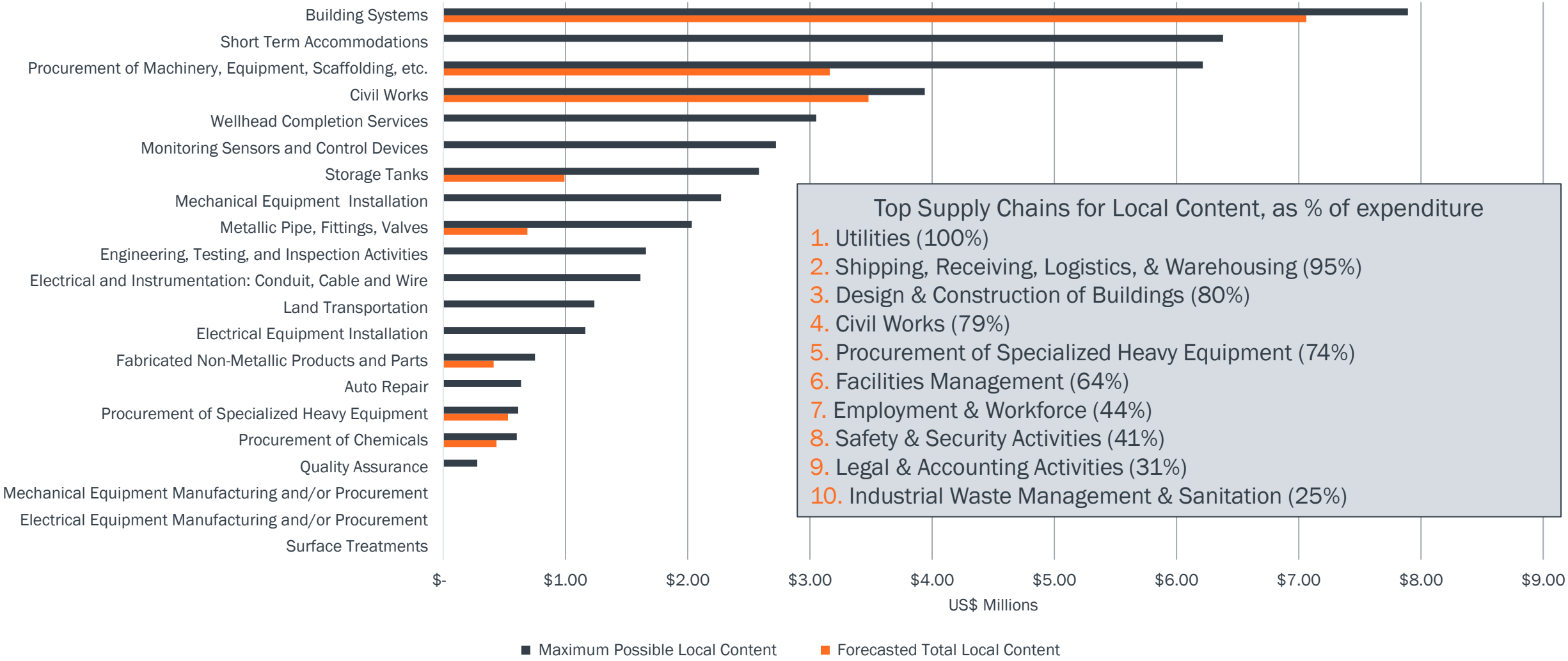
Forecasted Local Content over Project Life



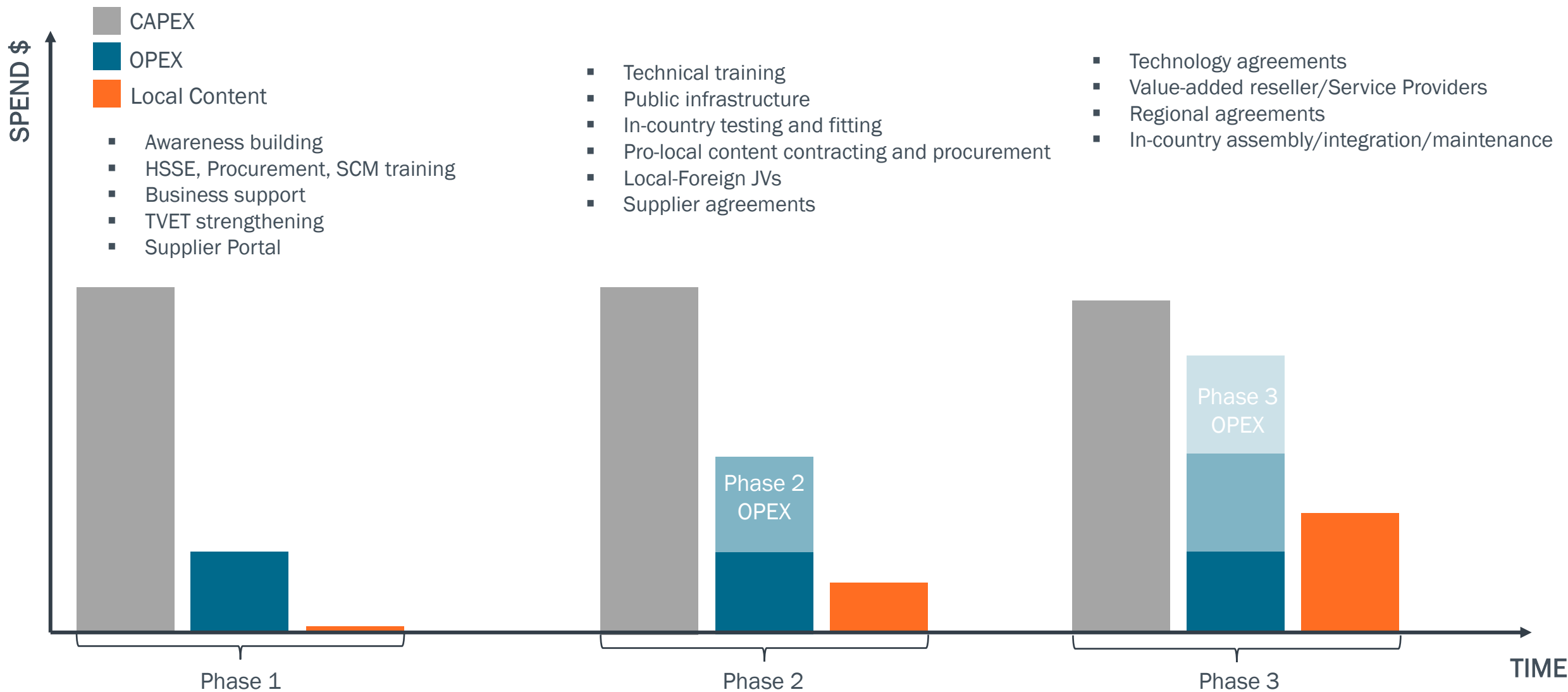
Local Shore Base: Total Local Content by Supply Chain



Local Shore Base: Total Local Content by Supply Chain



Over time, local companies will likely capture more value as their capacity increases and the industry develops

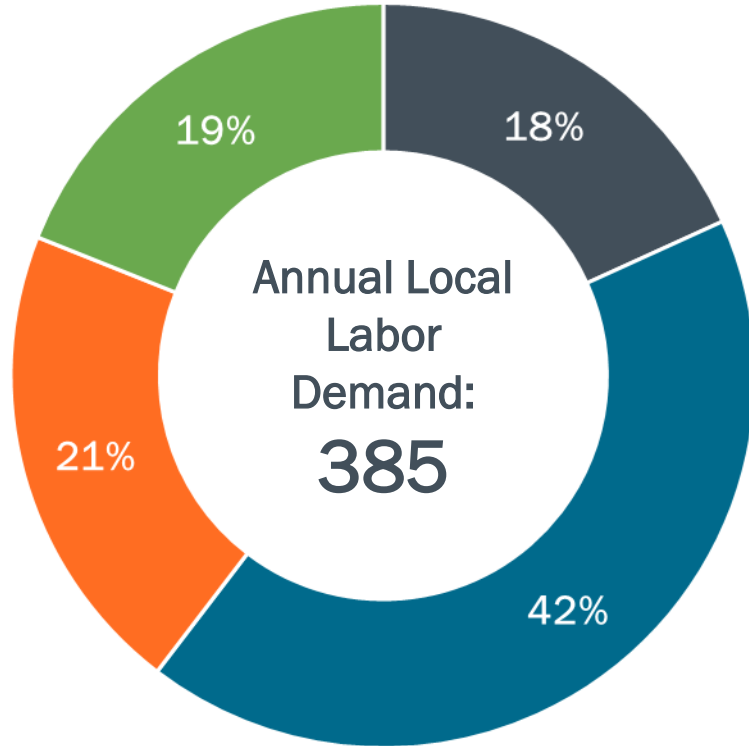


TVET & Higher Education Findings

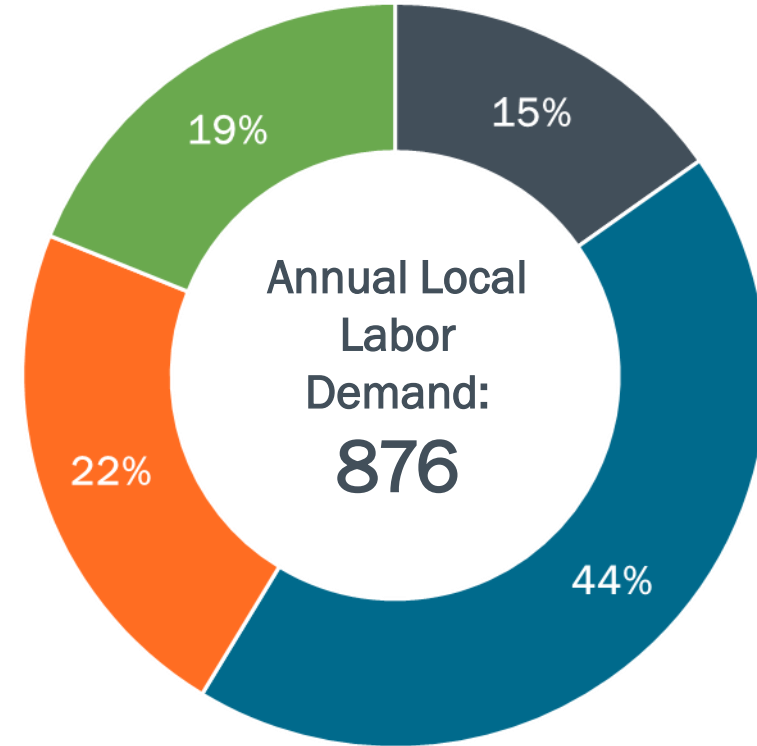


Labor demand from local firms is expected to create between 2,000 and 4,700 cumulative jobs over the life of the project

Regional Shore Base



Local Shore Base



Basic Skilled Workers Semi-Skilled Workers Skilled Workers Management & Professional Workers

TVET and Higher Education Data Collection

LOWER SECONDARY VOCATIONAL TRAINING

- LBO at Brokponde
- LBO STS 4 at Paramaribo
- LBO Praktijkcentrum at Paramaribo

UPPER SECONDARY VOCATIONAL TRAINING

- Avond Middelbaar Technisch Onderwijs
- Natuurtechnisch Institute
- Suriname Maritime Institute

COLLEGE AND UNIVERSITY PROGRAMS

- Polytechnic College Suriname
- Anton de Kom University
- University of Applied Science and Technology
- Institute for Graduate Studies and Research

Institutions were assessed on four criteria:
Curriculum, Instructors, Finance & Organization, and Infrastructure

The education system in Suriname, especially vocational programs, face challenges due to curriculum, infrastructure, and finance



Curriculum

Curriculum in most programs does not follow a Competency Based Training (CBT) model



Instructors

Most schools do not have return-to-industry schemes to ensure instructors have up-to-date industry knowledge



Finance & Organization

Public institutions are underfunded and have limited capacity to invest in updated equipment or curriculum design



Infrastructure

Workshops and labs often have malfunctioning equipment so students miss out on practical training

Despite these challenges, the Ministry of Education is working to reform the public education system through curriculum design updates and the development of a qualifications reference framework. Institutions such as NATIN and PTC have started transitioning to CBT models and are ensuring that instructors receive industry training.

Local Content Strategy



GUIDE
INVESTMENTS AND
OPERATIONS OVER
THE NEXT 5-10
YEARS

LEVERAGE LOCAL
CONTENT AS A
CATALYST FOR
ECONOMIC
DEVELOPMENT

EMPHASIZE
CAPACITY BUILDING
AND UPSKILLING OF
THE PRIVATE
SECTOR

Strategic Vision

The strategy aims to achieve these goals by focusing on transferable capabilities to ensure maximum spill-over into other industries of the Surinamese economy such as manufacturing, agriculture, tourism, and logistics.

Strategic Approach

PHASED IMPLEMENTATION

Local content development should be planned and implemented to accompany the gradual development of the industry.

STRONG EMPHASIS ON SUPPLIER DEVELOPMENT

Suriname's relatively uncompetitive supplier base translates into a need to place greater focus on capacity development than immediate participation.

EMPHASIS ON TRANSFERABILITY

To maximize spill-over effects, the strategy emphasizes supply chain categories that have applications in other sectors of the economy.

BALANCE BETWEEN TARGETED AND BROAD-BASED DEVELOPMENT

The strategy proposes to balance targeted investments into relatively high capacity companies with broader SME development.

INDUSTRY COORDINATION

Further deepen local content coordination achieved to date to pool resources, dilute risk, and increase economies of scale.

Local Content Strategy Actions

These are the **Key Immediate Action** from the Local Content Strategy provided to Staatsolie and International Oil Companies.



2019

Supplier Registration Portal

Staatsolie and Operators will put in place a communication channel between the industry and the Surinamese private sector to provide information, build capacity, manage expectations, prevent/manage conflict, and engender a relationship of openness and trust.

Education Strategy Actions

These are the **Key Immediate Action** from the TVET and Higher Education Strategy provided to Staatsolie and International Oil Companies.



2019-2020

Staatsolie and Operators will coordinate resources and pool funding to develop a high impact initiative to support the enhancement TVET education in Suriname through a combination of interventions that can include curriculum development support, equipment, apprenticeship programs and teacher training.






PANEL DISCUSSION

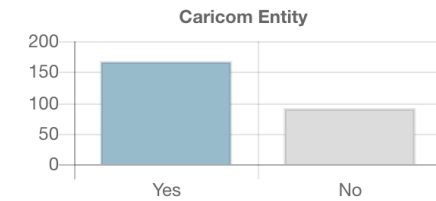
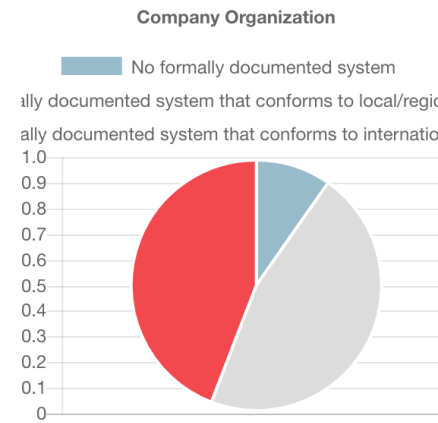
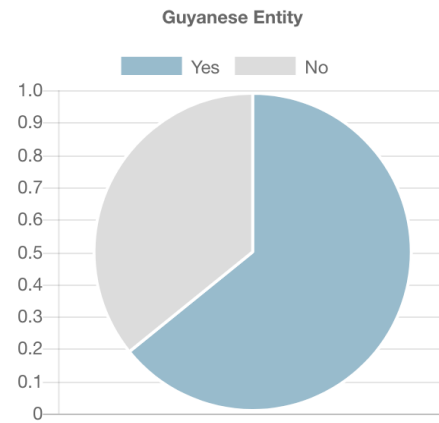
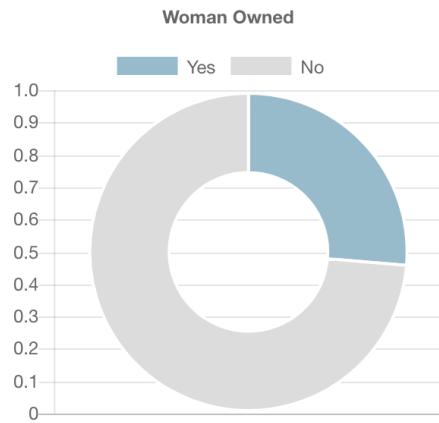
Contractors:


A collection of logos for various contractor companies, arranged in two rows. The first row includes Apache (yellow script), TULLOW (blue stylized 'T' with 'TULLOW' above and 'INC' to the right), KOSMOS ENERGY (black text with a globe icon), equinor (red text with a red flower-like icon), PETRONAS (black text with a teal drop icon), and RATIO OIL EXPLORATION LTD. (black text with a flame icon and Hebrew text 'רצין'). The second row includes HESS (green text in a green box), CEPSA (red text with a red star icon), ExxonMobil (red text), Chevron (blue and red chevron icon), noble energy (red 'ne' text with 'noble energy' below), Cairn (white text in a blue oval), and pluspetrol (blue text with a blue plus sign icon).


Supplier Registration Portal




A Supplier Portal is a communication tool between the industry and the Surinamese private sector





 **Suppliers**
Manage registered suppliers.

 **Buyers**
Manage registered buyers.

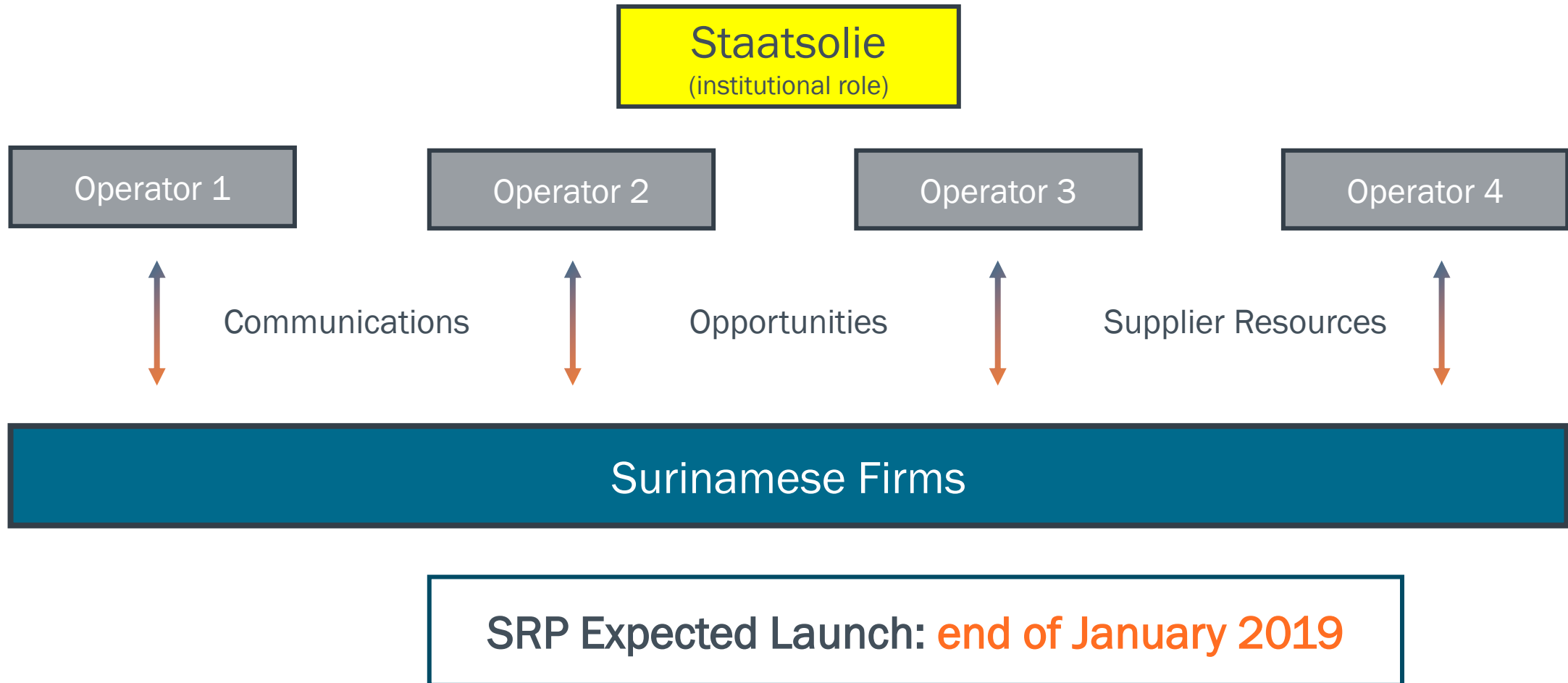
 **Training**
Manage training courses and attendance.

 **Business Notices**
Manage business notices.

 **My Account**
Manage your profile and preferences.

 **Settings**
Manage system settings and configurations.

A Supplier Portal is not a procurement platform but creates transparency around business opportunities and resources





DANK U

Contractors:

A collection of logos for various contractors, arranged in two rows. The first row includes Apache (yellow script), TULLOW (blue stylized 'T' with 'TULLOW' above and 'INC' below), KOSMOS ENERGY (blue globe icon with 'KOSMOS' above and 'ENERGY' below), equinor (red script with a red flower-like icon), PETRONAS (black text with a teal drop icon), and RATIO (black text with a flame icon and 'רציון' in Hebrew, with 'RATIO OIL EXPLORATION LTD.' below). The second row includes HESS (green text in a green box), CEPSA (red script with a red star icon), ExxonMobil (red text), Chevron (blue and red chevron icon with 'Chevron' above), noble energy (red 'ne' with 'noble energy' below), Cairn (white text in a blue oval), and pluspetrol (blue plus sign with 'pluspetrol' below).