

KLLOYDS GHANA LIMITED

LOCAL CONTENT

OIL FIELD SERVICES FOR THE UPSTREAM SECTOR IN GHANA



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5.0 MISSION & OBJECTIVES

The company's mission is to become the leading oil field services company in the West African Sub Region.

The objectives of the company has been set following a medium term focus in relation to four main performance attributes as outlined in the table below.

PERFORMANCE ATTRIBUTE	OBJECTIVE
Financial Performance	To achieve an impressive average Return on Capital Employed of over 40% over the next 3 years.
Service Delivery	To become the most preferred oil field services in the oil and gas industry in Ghana within the next 3 years.
Personnel Development	To maintain and grow our reputation as an equal opportunity employer of highly qualified and professional staffs in oil field services with focus on capacity building of the company's staff over the next 3 years and beyond.
Corporate Growth(Internal & External)	To achieve a growth level capable of enlisting on the Ghana Stock Exchange by 2017 to be able to bid for higher contract and compete on the international stage. This will project Ghanaian oil service companies on the global upstream industry.

6.0 COMPANY PLANS AND PROGRAMMES

6.1 Technology, Skills/Knowledge Transfer Plan

As an engineering company, KLLOYDS Engineering seeks to form strategic alliances with its international oil field service companies to execute complex engineering project. In project execution, the company will put together a composite technology transfer programme in place to ensure that advanced technology and skills will be transferred to the Ghanaian

employees of the company. We plan to invest GHC 70,000 in state-of-art workstations and engineering software in the 1st quarter 2015 to prepare the company for an effective takeoff in the upstream sector.

6.2 Employment and Training Plan

KLLOYDS Engineering Services Gh Ltd. has employed 5 people to build the structures of the company. The company is an equal opportunity employer that seeks to employ professionals with varied experiences in both technical and non technical aspects of the industry. Currently, the company is a fully indigenous one with 100% Ghanaian participation.

As we grow and get contracts, our strategy is to invest and increase staff numbers and boost employees' capacity to meet the daunting expansion needs of industry. Our staff shall benefit from an "On the Job Training" scheme and other forms of capacity building programmes to meet the challenges of this technology-intensive industry. We plan to spend GHC 15,000 on training and capacity building during our first year of operation.

6.3 Social Investment Plan

The company has an obligation to protect the environment within which it operates. When the company gets a contract, we intend to support the fishing communities of the coastal areas of the Western Region by drilling boreholes for irrigation to support vegetable farmers. This will provide alternative livelihood to the fishermen and fish mongers since they complain about low fish catch recently due to increase in exploration activities in Ghana. We plan to spend GHC 35,000 on our Corporate Social responsibility programmes when we win a contract within our first year of operation.

6.4 Health Safety and Environment Plans

One of the key services KLLOYDS would provide is to manufacture and supply PPEs to other oil service companies and contractors. To this end, we would adhere to the highest standards of health, safety and environment procedures in all aspects of our operations. All employees will go through rigorous HSE training with reputable training institutions. Our key employees will also attain OPITO Certification training such as BOSIET and Minimum

Industry Safety Training (MIST). Klloyds and the GBF Group have attained ISO 9001 certification.

7.0 LOCATION & INVESTMENTS

The company has developed a 12 acre land on the Takoradi-Takwa Highway close to Agona in the Ahanta West District of the Western Region. The land is strategically located at Elubo Junction in the Oil and gas catchment area of the Region.





8.0 SWOT ANALYSIS

KLLOYDS Engineering Services Gh Ltd. Limited is positioned to become the most vibrant and leading oil field services company in Ghana offering services to a multiplicity of clients across all sectors of the value chain. The company intends to leverage on its knowledge of the upstream sector to gain 'first mover' advantage into the sector and capture a larger share of the oil services market. An analysis of the internal strengths and weaknesses as well as the external opportunities and threats is provided as follows:

8.1 Internal

<u>STRENGTHS</u>	<u>WEAKNESSES</u>
Capacity to attract staff with the right Competence & professionalism to handle clients	Inadequate funds to support high vale contracts
Unique customer-tailored services	Fairly new in the oil and gas industry
Existing yard with modern warehouse facilities	Few sales men and women in the company
Flexibility in decision making due to size of	

company

Capacity for joint venture arrangement

8.2 External

<u>OPPORTUNITIES</u>	<u>THREATS</u>
Favorable local content Regulations	Competition from foreign companies
About 20 Petroleum Agreements signed by government.	High interest in the Ghanaian capital market
Political stability	Unstable currency.
	Small market size