

COMPLIANT LOGISTICS FOR THE OIL & GAS INDUSTRY



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EXCELLENCE. SIMPLY DELIVERED. 

Content

We understand
your requirements

Global Access to
Local Expertise

Reduce your costs

Visibility & Control

What you can expect from
DHL Global Forwarding

Compliance

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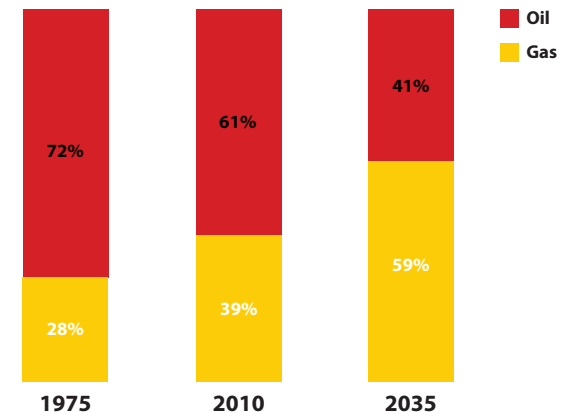
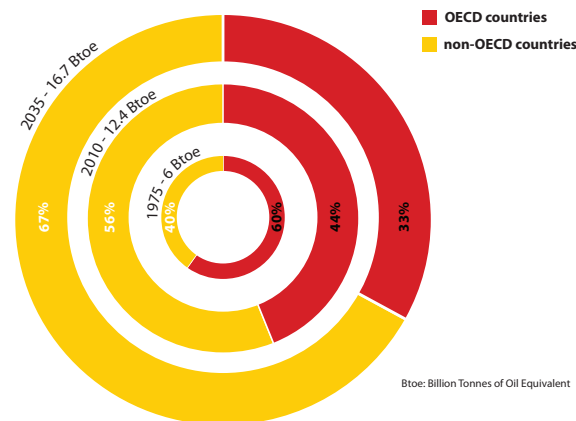
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Today's energy market is more dynamic than ever, with demand expected to keep rising while resources become more diverse and dearer, and competition keener. The energy sector tends to operate in harsh and challenging conditions, often in remote, difficult to access areas. To meet these challenges, companies in the sector must invest in new technologies and geographies while always looking for ways to balance risks and costs.

In the face of these challenges, energy companies are redefining their business models with a view to outsourcing more of their non-core activities. In particular, they are looking to logistics suppliers specialized in the sector to gain access to technology and talent, while cutting costs and sharpening their focus on their core business.

At DHL, we have a global team of oil & gas specialists who understand the industry's needs and concerns and can offer smarter, simplified solutions. They work closely with customers to optimize their complex supply chains and manage logistics costs better, so energy companies can focus on their core activities.

Changing Energy Landscape



GLOBAL ACCESS TO LOCAL INDUSTRY EXPERTS

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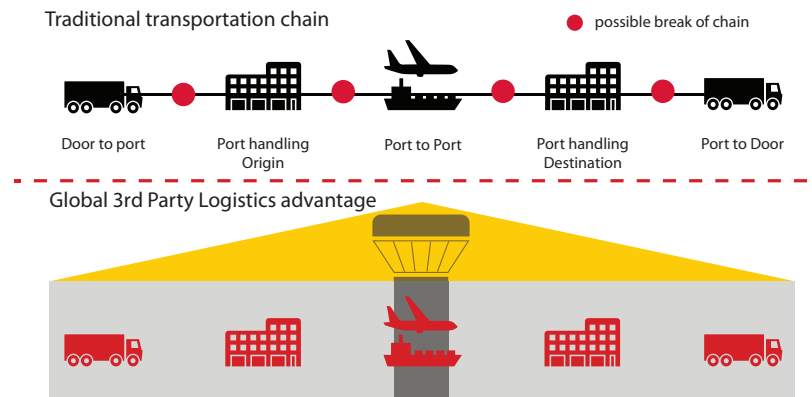
Logistics is all about knowing the local markets – ports, infrastructure, roads, facilities and regulations.

DHL is a global leader in integrated energy logistics and able to meet the energy industry's needs with its extensive network, capabilities and experience. The group provides the full range of logistics services across the supply chain to customers in the energy sector, from express document, and oil-to-lab shipment, resupply to capital project logistics, supply base management, up to rig move management and support. Its extensive network in over 220 countries and territories means it can help customers access virtually any new market rapidly, anywhere in the

world., from the Middle East and the central regions of Russia and the CIS countries, to the most remote oil and gas fields in the South China Sea, off the coast of Brazil or Sub-Sahara Africa.

As the world's leading provider of cross-border express, global forwarding, freight and contract logistics services, the company is able to provide end-to-end supply chain solutions across more than 220 countries and territories worldwide. Its DHL's global network encompasses includes over 4000 offices and more than 120,000 destinations, and it handles more than 1 billion shipments per year using more than with 450 hubs, warehouses and terminals. and +80,000 vehicles.

What's more, DHL can handle all this, and more, under one roof.



As opposed to more traditional transportation chains where you may use several suppliers along the chain, using a global, integrated company guarantees you that the chain is not broken and that compliance, liability and real time track and trace is offered from origin to destination.

This translates into increased safety, confidence, flexibility, communication and transparency for you and your clients.

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REDUCE YOUR COSTS

Logistics forecasting, planning, packaging design and routing optimization are just some of the ways in which DHL can help reduce customers. Additional ways include:

Purchasing power: DHL is one of the largest purchasers of air, ocean and project forwarding capacity, which benefits you through increased access to these services including peak season(s) with competitive rates.

Consolidation: by consolidating purchase orders we can help optimize your shipments to improve efficiency and save money.

Simulation Modelling: with specialized software we are able to work out the best supply-chain solution up front – reducing the chances of costly errors.

Optimized Logistics: our supply-chain consultants have vast experience in optimizing the value-chain offering you “out of the box” solutions aimed to improve efficiency and cost.

Project forwarding expertise: with us you can rely on a partner that understands the nuts and bolts of the oil & gas logistics business.

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VISIBILITY & CONTROL

For many energy companies, their biggest challenge is having confidence in effective coordination and delivery to expectations, with transparency on what's happening on a day-to-day basis. They want to be able to know where any item, component or part is at any given point in time, anywhere in the world – from their orders to suppliers through to their deliveries to customers and contractors.

They also want their supply chain flows to be better managed worldwide, including in remote areas, using control tower and other state-of-the-art information management capabilities.

DHL's market-leading Material Management System (MMS) is just such a system. It allows for seamless real-time track & trace, purchase order management, inventory visibility, pre-alert distribution and KPI reports, among many other things, all supported with EDI interfaces.

What it is MMS?

- MMS is an **Web Based Material Management System** providing robust "Real Time" Visibility, Document Distribution/Depository, KPI-Reports and Freight Spend Reporting for Complex Logistics through all Continents and Mode of Transports.
- Standardized **EDI-interfaces**.
- **Purchase Order Management** (Multiple Vendors, Pre-Alerts and Part Shipment Processing) with PO-line "Real Time" Item Track & Trace.
- Ability to **attach documents to POs** (Customs Bills of Entry, Freight waybills, Engineering Drawings, video clips of load outs, etc).
- Expediting and Container **Location Management**.
- Document **Distribution and Depository**.
- **Pre-alerts**.
- Inventory **Visibility**.
- **Exceptions** and Deviation KPI-Reports.
- Net-Sales and Freight Spend vs. Revenue **Reports**.

WHAT YOU CAN **EXPECT** FROM DHL GLOBAL FORWARDING

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Trust and reliability

The energy sector's activities tend to be in hard to access, remote areas, where logistics are a challenge – both in terms of the physical infrastructure, as well as compliance with strict health, safety, security and environmental regulations. The combination of difficult operating environments and modern corporate compliance requirements of transparency makes for particularly demanding operating conditions. DHL applies the same exacting standards as the energy industry itself.

Linking your world

A successful business depends on a network of reliable suppliers that all work together to guarantee customer satisfaction. DHL can support you in connecting all those involved in your value-chain.

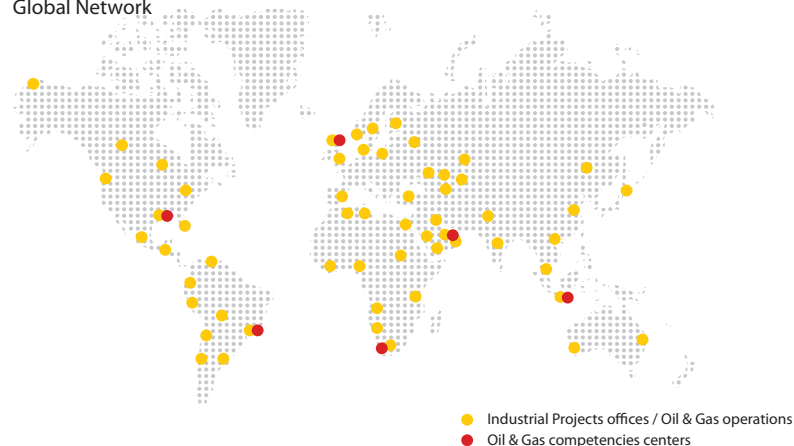
Our size – your advantage.

With nearly 700 qualified staff across 60 Industrial Projects offices worldwide, our project transportation division assures you end-to-end logistics solutions and visibility competitively priced.

Sector sensitivity

Our global dedicated oil & gas team has extensive knowledge of routes, regulatory systems and procedures, height requirements and weight limits, have the proper safety credentials and decades of experience in all types of projects and conditions. You can trust us to take care of your cargo, whatever its size and shape, from origin to final destination.

Global Network



OUR CORE OFFERINGS:

- Multimodal transportation: road, rail, ocean, air
- Domestic transportation: trucking, air
- Customs brokerage / duty drawback
- Warehousing (3PI3PL/4PI4PL), export packing and crating
- Consolidation, storage and marshalling
- Project cargo tracking and tracing systems
- Cargo expediting / PO management
- Ocean chartering: time and trip charters, voyage and COA
- Air chartering: spot charters, wet lease and heavy lift
- Transport engineering: feasibility studies, route surveys
- Loading / discharging supervision
- Heavy lift transportation: lifting, Ro-Ro, inland, barge, ocean
- Marine services: tugs, barges and off-shore supply vessels.

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COMPLIANCE

While the opportunities in the oil & gas industry provide room for further growth, the globalizing aspect and emergence of non-traditional markets, both in terms of production and consumption, also means having a clear understanding of the compliance issues in any one country and strict adherence to international laws, policies and guidelines, to protect both ourselves and our customers from damaging issues.

All DHL Global Forwarding offices are compliant with DHL's Corporate Compliance Program which includes the below additions to the Logistics Code of Conduct to complement the existing policy covering U.S. and international anti-bribery laws.

Moreover, as a member of TRACE International we have also taken a steps to further fortify and facilitate the training of all our subcontractors, consultants, suppliers and agents.

COMPLIANCE APPROACH:

- **Mandatory compliance online courses:** FCPA, Competition Compliance / Anti-Trust, Anti Corruption, Business Ethics, DP DHL Code of Conduct incl. Supplier Code of Conduct and Due Diligence.
- **HSSE vendor audit process** for Top15 vendors in each country + Level 4 **compliance due diligence** (performed by a specialized 3rd party) on all our agency agreements or Customs brokers.
- Member of **Dow Jones Factiva Risk & Anti Corruption** (global compliance database).
- Detailed and **strict Customer Entertainment policy**.
- **FCPA Boot Camp required** for our Regional Vice Presidents (once a year).
- Close **collaboration** with **Legal** and **Global Compliance Office**.
- Compliance is **part of any** Country/Regional/Global Management **meetings**.



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ABOVE ALL DELIVERING SAFETY

Whether towards our customers, employees, assets or our surroundings, we pride ourselves on our robust, industry-leading Health Safety Security Environment (HSSE) policies, as well as company-wide full compliance with all relevant legislation.

We have teams and mechanisms in place to deal with a variety of programs and have instituted mandatory yearly trainings for everybody from the board of directors to senior management and operational staff, on both HSSE principles and compliance issues.

OUR HSSE APPROACH

VISION:

- Drive a zero accident culture throughout our organization.
- Make safety part of the job 'every day'.
- Recognized by our employees, customers and industry as the safest employer.
- Deliver a clear and tangible Health Safety Security Environment (HSSE) value proposition to our customers.

TEAM:

- Long-term experience and expertise in project forwarding.
- Highly trained professionals to manage every aspect of the project.
- Committed to provide a customised service with dedicated industry specialists for each type of project.
- Support open communication within the company and among employees.

PARTNERS:

- We work as a team and in partnership with our clients, sub-contractors and suppliers.
- Carefully selected sub-contractors and suppliers with proven track records and leaders in their areas of activity.
- We extend our HSSE policy to all sub-contractors and suppliers and regularly monitor their compliance.

For more details on how DHL can help your business make the most of global oil & gas opportunities, please contact our dedicated team at: oilandgas@dhl.com, visit www.dhl.com/industrialprojects or www.linkedin.com/company/dhl-industrial-projects

