O ECONÓMICO (MOÇAMBIQUE) · MOZAMBIQUE · LNG

Mozambique LNG targets $4.5bn for local firms

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TotalEnergies' Mozambique LNG project has convened more than 200 Mozambican companies in Maputo to present supply chain opportunities and clarify procurement procedures, with the project targeting approximately US$4.5 billion in contracts with national companies during the construction phase.

The gathering forms part of the project's formal local content strategy for the 13.12 million tonnes per year LNG development. By assembling suppliers at a single event, the project operator aims to give Mozambican businesses a clear line of sight into forthcoming procurement processes and the procedural requirements they must meet to qualify for work packages.

The US$4.5 billion figure represents the anticipated aggregate value of contracts earmarked for Mozambican companies across the construction period — a scale that positions this initiative as one of the most significant local procurement commitments tied to any single energy project on the continent. The session in Maputo is understood to cover both goods and services, spanning categories from civil works and logistics to equipment supply and professional services.

Mozambique LNG has faced well-documented delays following a force majeure declaration in 2021 after an insurgency in Cabo Delgado province disrupted operations and construction. The project's return to active procurement engagement signals that planning for the construction phase is advancing, though no formal resumption date was cited in connection with this supplier event.

Local content requirements in Mozambique are governed by regulations that set mandatory thresholds for national participation across defined contract categories. By convening this supplier forum, the project is engaging the domestic supply base ahead of formal tender issuance, giving smaller and mid-sized Mozambican firms time to prepare bids, form joint ventures, or pursue capacity certifications that may be required to compete for work packages. The breadth of the turnout — more than 200 companies — indicates substantial interest from the Mozambican private sector in capturing a share of what would be transformative construction spending for the national economy.

Why this matters to partners and clients of Saga

The project has not yet issued formal tenders arising from this event, so the appropriate posture is monitoring and relationship-building rather than procurement outreach. Norwegian service companies with LNG construction capabilities — particularly in marine, subsea, or modular fabrication supply chains — should track when formal tender packages or prequalification notices are issued. Building early relationships with Mozambican joint-venture partners now could strengthen positioning for mandatory local content structures when bidding opens.

PARTNER ANGLES

- **LNG:** Monitor TotalEnergies Mozambique LNG procurement releases for liquefaction, loading, and marine scopes where Norwegian LNG technology and project delivery expertise is competitive.
- **Subsea/FPSO:** Offshore and nearshore pipeline and subsea tie-in scopes associated with the LNG feed-gas system may emerge as construction planning advances — track prequalification notices.
- **Drilling:** Development drilling campaigns linked to plateau supply for the 13.12 mtpa facility will require rig and well-services mobilisation; monitor operator announcements for rig tenders.
- **Pipeline:** Onshore gas gathering and transfer pipeline scopes within the Cabo Delgado development area may form part of the local content package tranches — assess JV options with Mozambican civil contractors.

- **Service:** Well services, inspection, and logistics providers should identify Mozambican partners now to satisfy local content thresholds before formal tender qualification windows open.

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