

MINING NEWS ZAMBIA · ANGOLA

TotalEnergies and ExxonMobil Open Angola Supplier Procurement Workshops for Local Companies

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TotalEnergies and ExxonMobil are set to host dedicated procurement workshops in Angola, offering local companies direct access to supplier requirements and contracting opportunities across major upstream projects. The initiative represents a structured effort by two of Angola's largest operators to deepen local content engagement within their supply chains.

The workshops are designed to give Angolan companies concrete visibility into what the operators require from suppliers — covering technical standards, qualification processes, and the scope of contracting opportunities tied to active upstream operations. For local firms, this kind of direct dialogue with major IOCs is a meaningful step toward competing for contracts that have historically favored international service providers.

Angola remains one of Sub-Saharan Africa's most significant deepwater hydrocarbon provinces, and both TotalEnergies and ExxonMobil operate substantial portfolios in the country. Procurement events of this nature signal that both operators are actively managing their vendor bases and preparing supply chains for ongoing or upcoming project activity. The timing of such workshops typically aligns with project phases where procurement pipelines are being populated — suggesting active contracting cycles are either underway or approaching.

For international service companies, these workshops carry indirect but important signals. When major IOCs formalize local supplier engagement, they are

simultaneously identifying capability gaps that local firms cannot yet fill — gaps that often represent entry points for international contractors, either as prime contractors or as partners to Angolan companies seeking to meet technical qualification thresholds. Angola's local content framework, governed through Decree 127/03 and subsequent regulations under Angolanization policy, requires operators to demonstrate local supplier development efforts, which in turn creates structured opportunities for joint ventures and technology transfer arrangements.

Norwegian service companies with existing Angola exposure — or those monitoring the market for re-entry — should treat this procurement activity as an indicator of active project momentum at TotalEnergies and ExxonMobil. The workshops may surface specific package scopes and timelines that are not yet publicly available through standard tender channels, making engagement with Angolan industry associations and local partners a practical intelligence-gathering mechanism ahead of formal bid processes.

Why this matters to partners and clients of Saga

Norwegian service companies should monitor these workshops as early indicators of upcoming contract packages across TotalEnergies and ExxonMobil's Angola upstream portfolios. Partnering with Angolan local companies — who gain direct access to operator requirements through these sessions — is a pragmatic route to qualifying under local content rules while positioning for technical scope that domestic suppliers cannot yet deliver alone. Companies not yet active in Angola should at minimum track outcomes from these workshops through local partners or industry bodies.

PARTNER ANGLES

- **Subsea/FPSO:** Monitor workshop outputs for subsea installation and FPSO maintenance packages where Angolan firms will need international technical partners to meet operator qualification standards.
- **Drilling:** Drilling service companies should assess whether active rig campaigns at TotalEnergies or ExxonMobil Angola assets are generating well services procurement needs surfaced through these workshops.

- **Service:** Well services and inspection companies can position as technical subcontractors to Angolan local content partners who qualify through these procurement workshops but lack specialized offshore capabilities.
- **Pipeline:** If pipeline or flowline scope is among the packages discussed at the workshops, Norwegian pipeline contractors should engage Angolan partners early to structure compliant joint bids.

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