

E.A.L.S LIMITED

**PROPOSED PROJECT TO INVEST IN LIFTING EQUIPMENTS AND OTHER INFRASTRUCTURE FOR PROVISION OF LOGISTICS SERVICES FOR EACOP
PROJECT ON TANZANIA PART**

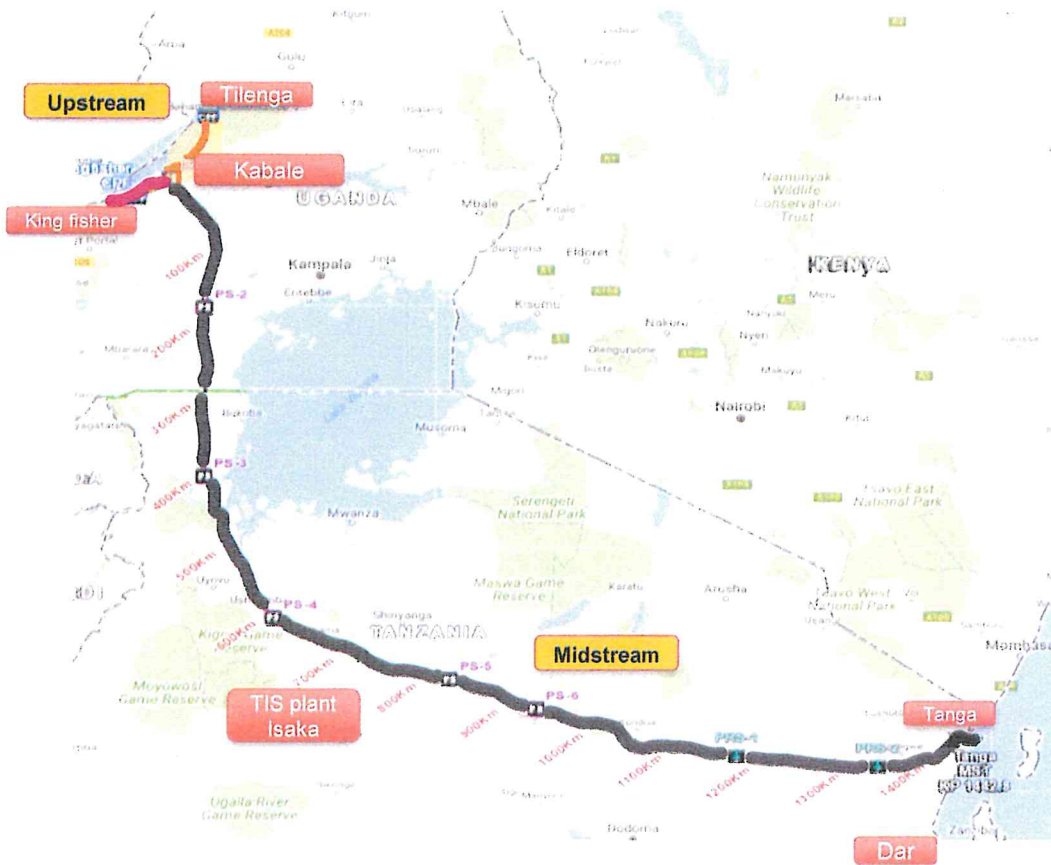
Prepared by:

E.A.L.S LIMITED

P.O. BOX 1683

DAR ES SALAAM

EALS Tanzania – PROJECT DESCRIPTION



➤ Shareholders:

SUPERSTARS FOWARDERS LIMITED	40%
BOLLORE TRANSPORT & LOGISTICS TANZANIA LIMITED	60%

➤ Volumes

- Containers 1000x40'
- Breakbulk 214,000 FT
- Pipes 576,000 FT (86,500 pipes)

➤ Project Investment:
USD 3,5 bn

➤ Infrastructure

- 1543 kms heated pipeline (+50 deg)
- 6 pump stations (216K barrels pd)
- 2 pressure reduction stations
- 7 AGI
- Port storage terminal Tanga (2m barrels capacity)
- 2 kms jetty

➤ Mid stream

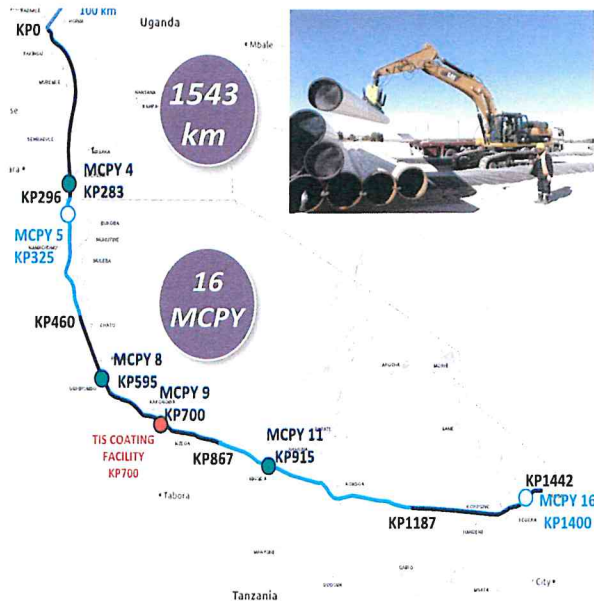
- From EXW/FOB/FAS offshore to Kabale UG onshore

➤ Upstream

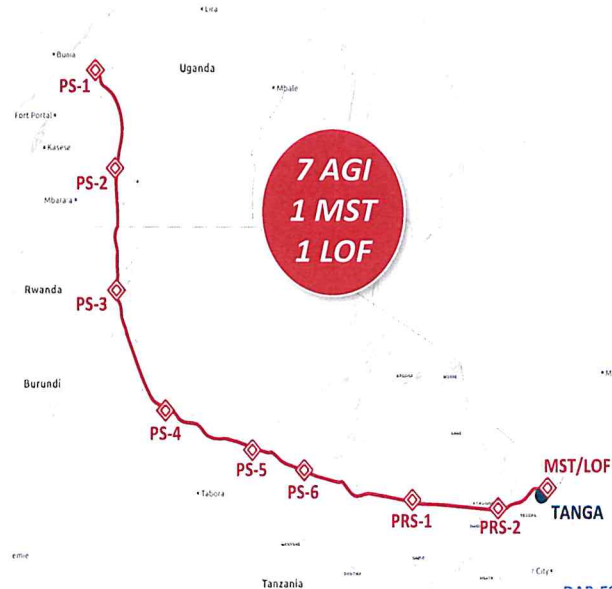
- From Kabale to Tilenga UG (TEPU)

EALS Tanzania – PROJECT DESCRIPTION

- **Effective Date for B22 (assumption)**
 - April 2022



- **Project duration**
 - 38 months (18 months peak)



- **Offshore SOW**
 - Expediting
 - Goods collection
 - Export formalities
 - Chartering (COA)

- **Onshore SOW**
 - Import formalities
 - Handling and storage
 - Marshalling yards (x4)
 - Inland transportation
 - Isaka coating plant logistics
 - Track & Trace
 - Control Tower
 - Communication database
 - Contract Management
 - Reporting

EALS Tanzania –

PROJECT SCOPE OFFSHORE

PO follow up

- Expediting TO
- Documentation control
- Shipping negotiations & formalities
- Project QHSSE

Charter shipping: Line-pipe/Breakbulk/HLOOG

- Contract of Affreightment (COA) for line pipe
- Open market MPP for B/B and HLOOG
- Open book, cost + mechanism allowing cash advance
- Company representative in BTL PI office
- Retro planning based on ROS date and project lead times

Track and Trace

- Fully integrated with onshore services
- Developed with COMPANY and EPCmC (pipetrack)



Volumes

- Containers 1000x40'
- Breakbulk 214,000 FT
- Pipes 576,000 FT (86,500 pipes)



EALS Tanzania –

PROJECT SCOPE ONSHORE

- Import formalities
- Track & Trace
- Control Tower
- Handling and storage
- Marshalling yards
- Inland transportation
- TIS plant logistics
- QHSSE
- Contract Management
- Cost control
- Reporting

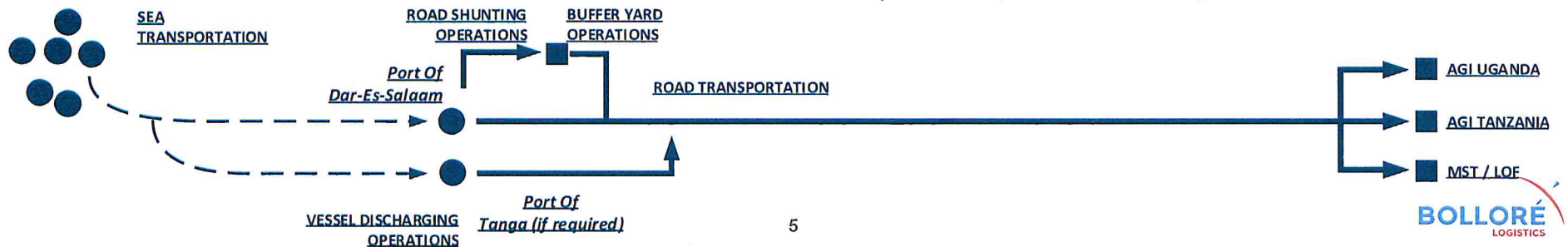
18 metre Line-pipe

- 86,500 x 18m FBE pipe
- FBE Pipe Delivery to Isaka TIS Facility 16 months
- PUF pipe: 3 MCPYs to be supplied with 100km pipe 3 months prior to Construction start



Breakbulk & Containers

- Anticipated > 214,000 FT BBK and > 1,000 FEU





EALS Tanzania –

MLC DEPLOYMENT TIMELINE FROM ED

	ED -2	ED -1	ED (M)	M+1	M+2	M+3	M+4	M+5	M+6	M+7	M+8	M+9	M+10	M+11	M+12
FBE onshore transportation															
PUF onshore transportation															
18M Trailers - Detailed final design - validation and certification															
18M Trailers - Detailed financing in place															
18M Trailers - Negotiation with Ugandan transporter finalized															
18M Trailers - Production of prototype - validation															
18M Trailers - Order confirmed with manufacturer															
18M Trailers - Production of trailers															
18M Trailers - Quality check															
18M Trailers - Transport /import formalities/Registration with local authorities															
18M Trailers - Assembling / Commissioning & Positioning															
18M Trailers - Beginning of operations															
Prime Movers - Confirmation of order															
Prime Movers - Production of order															
Prime Movers - Transport to DAR or local Mobilisation															
Prime Movers - Commissioning & Positioning (inc. IVMS Installation)															
Prime Movers - Beginning of operations															
Dhatec System - Validation & Certification															
Dhatec System - Confirmation of order															
Dhatec System - Production															
Dhatec System - Transport /import formalities/Commissioning & Positioning															
PUF Support - Validation & Certification															
PUF Support - Confirmation of order															
PUF Support - Production															
PUF Support - Transport /import formalities/Commissioning & Positioning															
Vaccum lifting equipment - Validation & Certification															
Vaccum lifting equipment - Confirmation of order															
Vaccum lifting equipment - Production															
Vaccum lifting equipment - Transport /import formalities/Commissioning & Positioning															



EALS Tanzania –

MLC DEPLOYMENT TIMELINE FROM ED

	ED-2	ED-1	ED (M)	M+1	M+2	M+3	M+4	M+5	M+6	M+7	M+8	M+9	M+10	M+11	M+12
Accelerometers - Validation & Certification															
Accelerometers - Production															
Accelerometers - Transport /import formalities/Commissioning & Positioning															
Accelerometers - Commissioning & Positioning															
Buffer yard - Evacuation of containers															
Buffer yard - Upgrade works/ sand berms /Servicing of lifting equipment															
Night stop for FBE (Marogoro/Dodoma/Singida) : infra upgrade /mobilisation															
Night stop For PUF (Muleba/Mutukula/Katesh/Miwanga) : infra upgrade /mobilisation															
MCPY Sand Berms - Financing in place / order confirmed															
MCPY Sand Berms - Equipment/material , mobilisation															
MCPY Sand Berms - Sand Berm deployment															
MCPY - HR : OPS Team mobilisation / training															
MCPY Material Handling - mobilisation (excavator/crane/forklift/various)															
MCPY Material Handling - operations															
Track and Trace - specifications analysis, clarifications and management final documents															
Track and Trace - development, testing															
Track and Trace - testing, training, deployment															
HR - strategic personal (project director, contract manager, finance manager, doc leader)															
HR - operational staff TZ															
HR - operational staff TZ															
Offices - Renovation of BTL TZ offices															

EALS Tanzania – INVESTMENTS

INVESTMENT PLAN			
EALS			
Accountability	Entity	Category	Total in USD
INVESTMENTS	EALS	Installation of MCPY - Sand Berms - Sand & Aggregates + HDPE Liner - Fire Fighting Systems	-939,030
INVESTMENTS	EALS	MCPY Operations - Vacuum Lifting Equipment - Excavator	-260,950
INVESTMENTS	EALS	Yard Operations - Vacuum Lifting Equipment - Reachstacker	-757,557
INVESTMENTS	EALS	Handling & Transport Pipe 18m - Transp Saddles PUF - Transp Saddles FBE	-3,594,815
INVESTMENTS	EALS	Light vehicles (4*4) / Motorbike	-603,569
INVESTMENTS	EALS	IT Laptop Desktop Mobile Phones	-187,971
INVESTMENTS	EALS	C&F Operations / Port Operations / Road Transport Operations / CT - Night Stops - Sites Upgrades (Civil works) - Multiple Pipe Spreader (Including Lifting Accessories)	-1,709,351
INVESTMENTS	EALS	Reefer containers / Utility containers	-120,000
INVESTMENTS	EALS	Others Equipments	-600,000
Sub-total EALS			-8,773,242
BTL UG			
Accountability	Entity	CATEGORY	Total Budget
INVESTMENTS	BTL UG	Installation of MCPY	-213,156
INVESTMENTS	BTL UG	MCPY Operations	-129,097
Sub-total BTL UG			-342,253
EACOP			-9,115,495

EALS Tanzania – P&L – EACOP PROJECT

PROJECT EACOP P&L						
<i>in USD</i>	PFA 2021	TOTAL Y1	TOTAL Y2	TOTAL Y3	TOTAL Y4	TOTAL PROJECT
<i>months</i>		12	12	12	7	43
TOTAL GROSS MARGIN	0	6,757,387	24,037,136	10,115,762	807,995	41,718,280
TOTAL OPERATING COSTS	-184,435	-6,816,698	-13,327,564	-9,096,052	-1,189,530	-30,614,279
OPERATING INCOME	-184,435	-59,311	10,709,572	1,019,710	-381,535	11,104,001
<i>profitability OI / GM</i>		-1%	45%	10%	-47%	27%
Financial costs	0	-1,287,913	-2,684,565	-499,523	0	-4,472,001
NET INCOME BEF. TAX	-184,435	-1,347,224	8,025,008	520,187	-381,535	6,632,000
Income tax	55,330	404,167	-2,407,502	-156,056	114,461	-1,989,600
NET INCOME	-129,104	-943,057	5,617,505	364,131	-267,075	4,642,400
<i>profitability NI / GM</i>		-14%	23%	4%	-33%	11%

EALS Tanzania –

LOCAL COMMUNITIES AND NIGHT STOPS



EALS Tanzania – MARINE STORAGE TERMINAL



Terminal construction:

- Land clearing, earthworks,
- Civil works,
- Pressure reduction station,
- Export/ recirculation pumps,
- Drainages,
- Metering,
- Fire water system,
- Utilities network,
- Power generation,
- Instrumentation, network,
- Security,
- Wall fencing.