

Certex Angola

Regional **cross-border** development and
implementation initiatives

We're not just lifting loads; we're lifting the spirit of Africa!



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Why considering cross-border initiatives in the oil and gas sector in Africa?



Ambition: Imagine a future where the borders between nations are not barriers but bridges

Details follow

Ideas

A Regulatory harmonization
harmonizing regulations across countries can simplify cross-border operations and attract more investment into the region

Opportunities

B Resource sharing
benefiting from seamless supply chains, optimized for efficiency and sustainability, leveraging the strengths of regional nations

Talent

C Capability building
exploring the development of regional centers of expertise/excellence to share best practices and knowledge transfer in the region

Joint projects that not only enhance connectivity but also foster economic growth in border communities and beyond

This is not just a dream. It is a feasible reality that can unlock countless economic opportunities, creating a ripple effect of prosperity across borders



Today's objective: Let's brainstorm together on how we can build more than bridges, and prepare a shared future of prosperity and progress

Here's where you come in: **Engage – Share – Inspire**
Share your ideas, big or small, on how to turn these bridges of potential into highways of success



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A| **Regulatory harmonization:** initiatives aim to drive industry advancements, ensure compliance with local standards and reduce cost



Opportunities

- **Abandonment and Decommissioning:** Creating harmonized regulatory frameworks for decom. ensures consistent & cost-effective delivery across nations. Collaborative efforts can lead to the development of policies that address environmental, cost savings, protection of local communities, accountability and efficient execution
- **Cost savings:** Delivering it preferably at the lowest possible cost, is the largest value lever remaining for a late-life asset
- **Enhanced competitiveness:** Lessons learned / best practices to leverage in setting up such a legal framework



Challenges

- **Regulatory complexities:** Navigate differing PSA, RSC, Environmental laws, other regulations.
- **National Interest:** Address diverse National Interests to ensure effective collaboration.



Strategy for success

- **Partner with local experts:** Collaborate with agencies or consultants familiar with binational regulations and markets.
- **Develop culturally sensitive approaches:** local perspective is key to ensuring that all parties adhere to the same rules and standards.
- **Inclusion of All Stakeholders:** When member states feel included, they are more likely to invest in long-term cooperation and integration efforts.



B| Resources sharing: pooling high-cost assets and inventory will make local players nimbler and improve the continent competitiveness



Opportunities

- **Pool resources:** Collaborative efforts enable countries to pool resources, including LLE, Rigs, vessels, Emergency response services etc.
- **Cost savings:** This sharing allows nations to quick access to resources, avoid downtime and delay on project deliveries, ultimately benefiting all parties involved.
- **Enhanced competitiveness:** more effectively and efficiently, Expand your market reach and stay ahead in the regional economy.



Challenges

- **Regulatory complexities:** Navigate differing import/export laws, and tax regulations.
- **Cultural and language barriers:** Address communication and cultural differences to ensure effective collaboration.
- **Logistical hurdles:** Manage cross-border logistics, including transportation and temporary import/export.



Strategy for success

- **Partner with local experts:** Collaborate with agencies or consultants familiar with industry and markets.
- **Develop culturally sensitive approaches:** Tailor your resource sharing strategy to accommodate cultural and language differences.
- **Streamline logistics:** Establish efficient processes for cross-border resource acquisition and relocation.



Industry associations and regulator need to spearhead the resource sharing locally first before attempting cross-border initiatives



C| Capability building: Africa presents a unique opportunity for cross-border talent acquisition, with a combined market of over 1 billion people



Opportunities

- **Access to a diverse talent pool:** Tap into countries with skilled workforce
- **Cost savings:** Leverage lower labor costs or access specialized skills at competitive rates.
- **Enhanced competitiveness:** attract professionals, exploring the development of regional centers of expertise/excellence in the region. These initiatives aim to address the risk of a future technical and skill gap caused by international players divesting from the region and strengthens the local oil and gas workforce capabilities



Challenges

- **Regulatory complexities:** Navigate differing labor laws, immigration policies, and tax regulations.
- **Cultural and language barriers:** Address communication and cultural differences to ensure effective collaboration.
- **Transfer skills to locals:** Manage skills transfer to locals with clear development plans etc,



Strategy for success

- **Partner with local experts:** Collaborate with recruitment agencies or consultants familiar with binational regulations and markets.
- **Develop culturally sensitive approaches:** Tailor your recruitment strategy to accommodate cultural and language differences.
- **National development plans:** Establish efficient, detailed and clear processes transfer of knowledge to locals



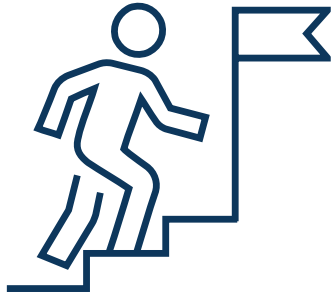
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By understanding the opportunities and challenges of cross-border recruitment, organizations can effectively navigate binational talent acquisition and stay competitive in the global market

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Conclusion and next steps



The success of regional cross-border initiatives, can be attributed to several key factors

- **Strong Political Will** and Leadership / Inclusion of All Stakeholders
- **Shared Economic Interests**/Economic Integration and Infrastructure Development
- **Flexibility** and Adaptability
- **Regional Stability** and Security
- **Effective Dispute Resolution Mechanisms**

These factors have enabled the participating countries to overcome challenges, foster cooperation, and achieve their shared goals



What mechanism can we put in place to replicate the key factors of success?

