EMPOWERING LOCAL CONTENT

Promoting & Supporting Local Development

Partner of choice for local stakeholders
IIA: who we are?

**IIA’s impact**

- **85,300** jobs created
- **$455m** value retained in local economies
- **7,500** suppliers on APP
- **12,500+** SMEs trained
- **$9.5m** finance accessed by SMEs through IIA

**Barrier 1: Access to Markets**

- **The Problem**: how to enter a new market or diversify into a new sector.
- **IIA’s solution**: an online linkages platform. The African Partner Pool (the APP) is the first of its kind, allowing SMEs to access live tenders and coaching, and corporates to find local suppliers supported by IIA.

**Barrier 2: Access to Skills**

- **The Problem**: understanding and achieving minimum standards to work with multinationals.
- **IIA’s solution**: capacity and capability building and skills training programmes, including in-company consultancy.

**Barrier 3: Access to Finance**

- **The Problem**: lack of understanding between SMEs and financial institution limits access to affordable working capital, affecting competitiveness.
- **IIA’s solution**: the Investor Readiness Programme guides SMEs on the standards and policies of financial institutions, shaped by extensive relationships with leading local lenders (including Ecobank, Equity Bank, Barclays & ABSA).

**Programmes under development**

1. Sustainability training: turning ESG into a competitive advantage.
2. AfCFTA-ready programme: maximising opportunities of the free trade area.

**Impact**

- Trained over 12,000 SMEs (half are women and youth-led)
- First programme to achieve over 70% of AfDB impact targets
- The Covid ‘Recovery & Resilience’ programme with Mastercard Foundation supports SMEs through online masterclasses and tailored management support.

- IIA facilitated the lending of $9.5m to SMEs
- At a 0% non-performing loan default rate
OUR FOCUS: TACKLING THE LOCAL CONTENT GAP…

The Challenge:

CORPORATIONS
Under pressure by Governments to:
Create jobs & grow local industries
Create a robust social license to operate
Contribute to national development

SMEs
SMEs lack:
Skills, finance, and awareness of how to compete
Reliable, fair and transparent business opportunities
Ability to scale up sustainably

THE GAP

A Coordinated Industry Lead

Coordinated industry led initiative to deliver industry’s local content needs & support national development while saving time and money

Corporations are able to leave a sustainable, impactful and scalable legacy

1. ACCESS TO NEW MARKETS/JOBS
2. NEW SKILLS
3. ACCESS TO FINANCE

… IN A MORE EFFICIENT AND COST-EFFECTIVE WAY

1. ACCESS TO NEW MARKETS/JOBS
2. NEW SKILLS
3. ACCESS TO FINANCE

1. ACCESS TO NEW MARKETS/JOBS
2. NEW SKILLS
3. ACCESS TO FINANCE

INVEST IN AFRICA
BRIDGES THE GAP
### Market Assessment & Country Entry

- Assessment of country and local market conditions
- Understanding what opportunities there may be and the government's objectives
- Decision whether to enter a country is driven by geology, data, and resource prospectively
- A licence is acquired via a licencing round, bilateral agreement or farm-in

### Exploration & Appraisal

- Local support may be needed in areas such as transport, and research on key indicators of country development, for example as education, skills levels
- Possible need for research and data on key indicators of individual counties
- Very light touch as most activities can be conducted on country presence and use of more local areas close to the activity

### Development & Discovery

- If a discovery is commercially viable more time is now spent understanding exactly what has been discovered
- "A development plan" will be shared with the regulator to explain how the discovery could produce oil or gas
- Will include a greater in-country presence and use of more contractors to build any infrastructure that’s needed
- Workforce needs for the development phase can be assessed, and local employees can be trained and recruited

### Production

- Oil or gas will start to be extracted from the ground, for onward sale, transportation or refining, or other local use (e.g. power generation)
- Production will usually increase over several years to a peak level, continue at a plateau, and then taper off. Production volumes can be controlled
- Constant focus on health and safety

### Decommissioning

- Once it is no longer cost effective to continue extracting the oil/gas the site is "decommissioned"
- Closing of wells and winding down of operations
- Work is highly specialised and can take many years if environmental monitoring is required

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#### Potential Opportunities Possible

<table>
<thead>
<tr>
<th>PHASE 1</th>
<th>PHASE 2</th>
<th>PHASE 3</th>
<th>PHASE 4</th>
<th>PHASE 5</th>
</tr>
</thead>
</table>
| Assessment of country and local market conditions | Limited physical activity. Most activity is highly technical and specialised | Local opportunities will be affected by whether the discovery is at sea or on land | Oil or gas will start to be extracted from the ground, for onward sale, transportation or refining, or other local use (e.g. power generation) | Reduction in local opportunities as work is highly specialised
Some local opportunities like waste disposal and environmental support services remain |
| Understanding what opportunities there may be and the government’s objectives | Social and environmental impact studies required for seismic surveys or drilling | Local workforce needs vary from project to project. Companies will work with local education/training institutions to identify necessary skills. | Long-term technical jobs available at the production facility and associated sites | Some recognised qualifications like International Organisation for Standards (ISO) and Electrotechnical (IEC) certification
Some local opportunities like waste disposal and environmental support services remain |
| Decision whether to enter a country is driven by geology, data, and resource prospectively | Transportation and logistics opportunities, plus waste management | Some construction & fabrication work for infrastructure may be needed |
| A licence is acquired via a licencing round, bilateral agreement or farm-in | Some support services such as admin, accommodation, professional and advisory services, security, ‘meet and greet’ may be needed | If offshore, then support vessels and marine services are needed |
| Possible need for research and data on key indicators of country development, for example as education, skills levels | Companies may begin social and community projects | Some construction & fabrication work for infrastructure may be needed |
| Very light touch as most activities can be conducted on individual county visits | Possible need for research and data on key indicators of country development, for example as education, skills levels and vocational training institutions. | If a logistics base is established in-country, it will need services like heavy lifting, cranes, forklift trucks and warehousing |
| Local support may be needed in areas such as transport, accommodation, professional and advisory services | The company may begin social and community projects | Environmental, Health & Safety (EHS) and Anti Bribery and Corruption (ABC) | Constant focus on health and safety |
| Local workforce needs vary from project to project. Companies will work with local education/training institutions to identify necessary skills. | Social and environmental impact studies required for seismic surveys or drilling | A similar approach to development stage but more of a steady state of demand, less peaks and troughs |
| Reduction in local opportunities as work is highly specialised
Some local opportunities like waste disposal and environmental support services remain | If offshore, then support vessels and marine services are needed | Continuation of need for many of the goods/services from the development stage particularly; office services, labour, environmental & waste management services, and support for logistics base/offshore services |
| Possible need for research and data on key indicators of country development, for example as education, skills levels | The company may begin social and community projects | If a logistics base is established in-country, it will need services like heavy lifting, cranes, forklift trucks and warehousing |
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| A licence is acquired via a licencing round, bilateral agreement or farm-in | Professional and advisory services, security, ‘meet and greet’ | Ability to demonstrate ethical standards, labour policies and financial controls |
| Possible need for research and data on key indicators of country development, for example as education, skills levels | Some support services such as admin, accommodation, professional and advisory services, security, ‘meet and greet’ may be needed | Specialist technical and safety related qualifications for the goods/services local businesses may provide, for example working at heights |
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| Local support may be needed in areas such as transport, accommodation, professional and advisory services | Possible need for research and data on key indicators of country development, for example as education, skills levels | Constant focus on health and safety |

#### Examples of Industry Standards & Certification Required

- No specific industry skills usually required at this stage
- More important is ability to demonstrate a track record and that local businesses meet all local laws, such as registration, tax, and compliance with ethical business practices
- Geological experience is highly relevant at this stage
- Recognised policies and qualification on important industry-wide standards like Environmental, Health & Safety (EHS) and Anti Bribery and Corruption (ABC), will help with competitiveness
- Environmental, Health & Safety (EHS) and Anti Bribery and Corruption (ABC)
- Ability to demonstrate ethical standards, labour policies and financial controls
- Specialist technical and safety related qualifications for the goods/services local businesses may provide, for example working at heights
- All the same standards from development stage will be relevant
- Other recognised qualifications like International Organisation for Standards (ISO) and Electrotechnical (IEC) certification
- All the business ethics and compliance standards from earlier stages remain relevant
- A focus on environmental; qualifications from regulatory bodies
Inclusive & Regular deliveries, tangible results!

- **+1850** Attendees & leaders of top profiles
- **+3100** Registrants with all relevant contact and activity details
- **+30** Countries represented mainly from Africa, Europe, Asia
- **+100** Companies registered on APP Mauritania
- **+1850** Attendees & leaders of top profiles
- **+150K$** Funding facilitated
- **+150K$** Funding facilitated
- **+3 + 4** Existing partners and potential ones
- **+150K$** Funding facilitated
- **+15** inductions
- **+100** Companies registered on APP Mauritania
- **+150K$** Funding facilitated
Support a much-needed VISION

A COORDINATED INITIATIVE TOWARD AN INCLUSIVE APPROACH WITH KEY LEADERS FROM LOCAL BUSINESS COMMUNITY & STAKEHOLDERS

Key findings

- IIA-M is well acknowledged in LC space as:
  - EFFECTIVE PLAYER by Authorities at a broaden range
  - STRONG DELIVERY PARTNER by top MNCs operating locally
  - STRUCTURED PROFESSIONNAL APPROACH for a better inclusive participation and potential benefits from extractive projects

Next Steps

- Scale new activities (workshop in region)
- Open new horizon (hydrogen, renewables,...)
- Engage enterprise capacity development long-stand program (over years, hot topics,...)
- Secure enduring support from MNCs

Join Us!
Mauritania's future as a producer and exporter of gas, petrol and hydrogen

SPECIAL REPORT

A special report produced in association with the Ministry of Petroleum, Mines and Energy

Features

Mauritania's strategic vision
Gas production set to take off
Mines to double iron production
The opportunity of green hydrogen
Tackling the local content gap

Mauritania rising
A new perspective for tackling the local content gap

African BUSINESS

November 2022

An IC Publication
### Webinars metrics

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<tr>
<th>Activities</th>
<th>Registrants</th>
<th>Attendees</th>
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<th>French</th>
<th>Arabic</th>
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<td>McDermott on behalf of GTA project with bp, McDermott, Sogeco</td>
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<td>Accès aux financements with BMCI, Sea Engineering, FinAfrique</td>
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<td>Extractives Industries in Mauritania with HS Minister of PEM</td>
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<td>Awareness session for a prosperous Mauritanian economy and promoting extractive industries (EI) with MPs, Parlementarians in charge of EI</td>
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<td>Insurance, Control, Cyber Resilience &amp; Compliance in Extractives Industries with United International Broker (UIB) and Control Risks</td>
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<td>JV's Legal &amp; Tax in Oil &amp; Gas Industry in Mauritania and Senegal with Chinguitty Law Firm, Khilf Audit &amp; Conseil, Geni &amp; Kebe, Mazars, Gushikama Consulting</td>
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<td>Aperçu des metiers et des opportunités d'emplois pour les jeunes, diplômés ou non, dans la chaîne de valeurs des industries extractives with Mairie de Sebkha, SIS Algeria, SOGA, EdUKate</td>
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<td>Droits de l'Homme &amp; Industrie Extractive with BACEM Corporate Solutions</td>
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<td>Awareness on Sustainability Advantages &amp; Assets with Charlotte ASIEDU Consultant, Associate of The Sustainability Collaborative - TNS Sweden</td>
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<td>An ultimate guide to the tendering process with Dominic TANO, MCIPS, MBA is a Procurement &amp; Contract Management Expert Consultant</td>
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<td>ESG : a key profitable assets with Charlotte ASIEDU Consultant, Associate of The Sustainability Collaborative - TNS Sweden</td>
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Grasping the Opportunity

Introductions to the Sector Event:
• Industry fundamentals (lifecycles, standards, timeframes etc)
• Key milestones
• Possible local opportunities & standards associated to them, why they exist & how to get them
• Typical Tender process, labour policies, human rights, invoicing

Meeting up Industry Standards

Meeting national requirements
• Is your company properly registered
• National Policies/Certifications
• Tax

Insurance (delivered by sector specialist)
• Why it is required
• Types
• Benefits

International Standards/Certifications
• International Standards & Technical Standards (ISO 9000 & 31000)
• Employment, Environment, Health & Safety Policies
• Modern Human rights (very practical)

Joint Ventures
• Role of JVs- when appropriate/when not
• How to partner with local and international partners
• Financials and governance essentials for JV/Partnering

Finance Best Practice
• Functional core-competencies-business, Finance & Accounting
• Project Management & Business Operations Support- Invoicing Masterclass
• Internal Audit & Financial control

Tendering Best Practice
• International requirements
• Top tips, Tendering Do’s & Don’ts & Tender checklist

Trainings:
- Functional core-competencies-business, Finance & Accounting
- Project Management & Business Operations Support- Invoicing Masterclass
- Internal Audit & Financial control
- International requirements
- Top tips, Tendering Do’s & Don’ts & Tender checklist