

 **AXOM** *s.a.*

**COMPANY  
PROFILE**

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# WHO WE ARE

**We provide maintenance and construction services to the multinational oil and gas industry on-shore and off-shore from our headquarter in Pointe Noire, Republic of Congo.**

We have been operating for over 12 years and have carried out a wide array of projects both off-shore and on-shore for some of the leading companies operating in the oil & gas and power sector, including ENI, Saipem, Perenco and ABB.



# APPROACH

OUR APPROACH IS BASED ON THREE PILLARS TO CREATE LONG-TERM VALUE FOR OUR CLIENTS:

## PARTNERSHIPS

We build long term partnerships with our clients to acquire a unique understanding of their needs and deliver on them.

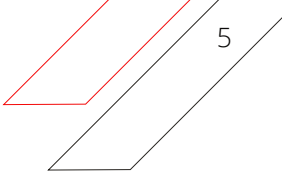
## PROJECT TEAMS

We use project-specific teams to maximize the value we bring to the project and ensure more efficiency and speed.

## INTEGRATION

We integrate with our clients' internal teams in a holistic way acting as flexible extensions of their core competences.

# VISION & MISSION



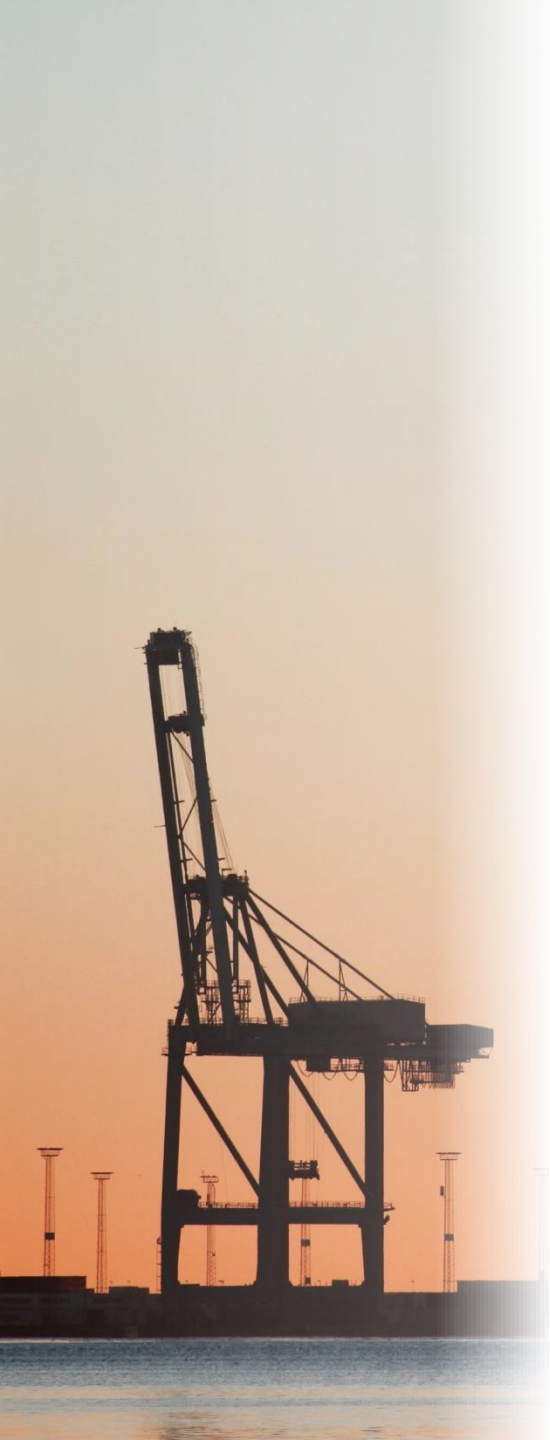
## OUR VISION

Consistently **DELIVER EXCELLENCE** in engineering, procurement, maintenance and construction services for our long-term clients.

## OUR MISSION

Consistently **IMPROVE THE QUALITY AND EFFICIENCY** of our service through:

- Continuously searching and developing top talent to better serve our clients;
- Applying sound project management principles and tools in our activities;
- Continuously growing a global network of suppliers, professionals and partners to meet our clients' needs and exceed their expectations.



# INDUSTRIES WE SERVE



**OIL & GAS**



**POWER**



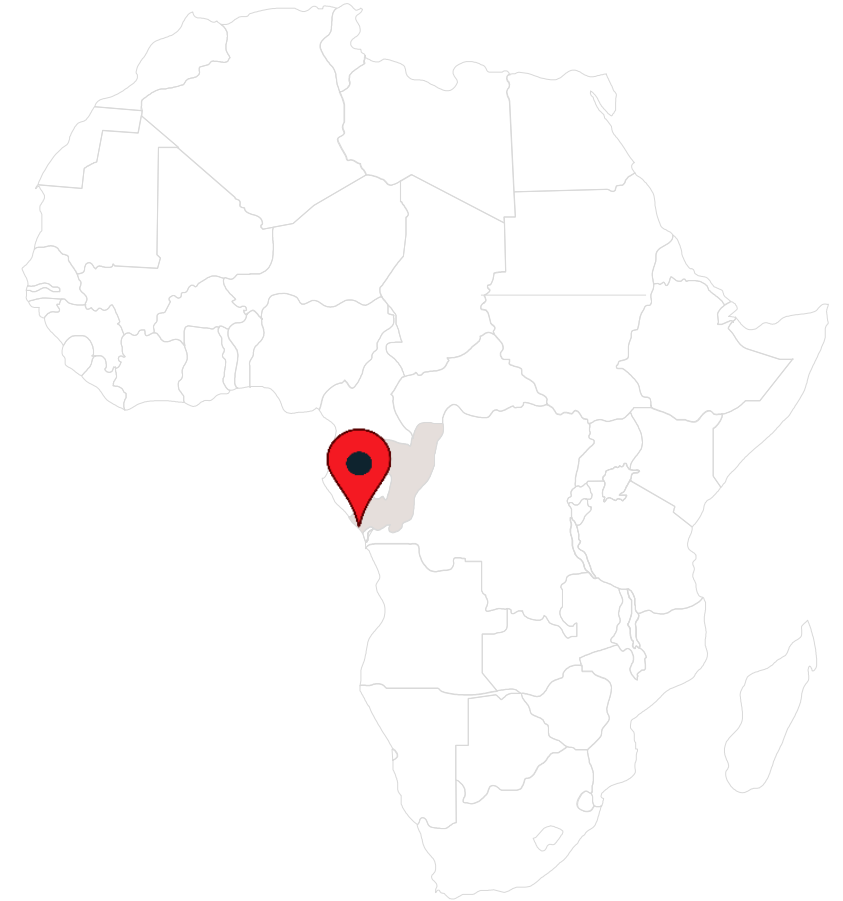
**CONSTRUCTION**

# OUR STRATEGIC LOCATION

We are **VERY WELL POSITIONED** to take advantage of the growth of the global oil and gas discoveries in the Sub-Saharan region, amounting approximately 7.5 billion BOE, with average offshore yearly discovery at roughly 100 million BOE during 2018 and 2019.

**POINTE NOIRE** is the second largest city in the Republic of the Congo. It is the **MAIN COMMERCIAL CENTER** of the country, with a population of approximately 1 million inhabitants. It is situated on the Atlantic Ocean, between Gabon and Angola, which are very easily reachable from there.

Pointe Noire is the **ESSENTIAL CENTER OF THE OIL AND GAS INDUSTRY** of the Republic of Congo. Its airport has regular direct flights (and airfreight) to and from many international cities, including many European and African capitals.



# OUR HQ AND FABRICATION FACILITY

We operate a **7,000 SQM FABRICATION FACILITY** located in the heart of the industrial district of Pointe Noire, Republic of Congo, at 10 minutes from its international port.

This fabrication facility is equipped with a wide variety of assets including construction and fabrication equipment, cranes, vehicles, welding equipment, machines and other fabrication tools.

The Industrial Yard has approximately 800 sqm. of indoor and roofed work-shop spaces, 5,300 sqm. of out-door workspaces, 400 sqm. of office spaces and 500 sqm. of guest-houses for the expatriate staff.

In our facility, **WE FABRICATE A FULL RANGE OF OFFSHORE AND ON-SHORE STRUCTURES** to meet each of our clients' needs.



# OUR LOCAL CONTENT COMMITMENT

We are a relevant employer in the markets in which we operate and especially in the Republic of Congo where we are based.

We takes this responsibility and the goal of developing local content very seriously.

Our culture stresses dedication, pride and respect and is strongly committed to training and development.

We are **PROUD TO WORK WITH HIGHLY MOTIVATED AND WELL-TRAINED LOCAL STAFF**, who will hopefully take increasingly leading positions within our organization.

In our HQ and industrial site, we have launched, **IN CLOSE COOPERATION WITH THE DIOCESE OF POINTE NOIRE**, a training program taught by our management aimed at granting at no cost **PROFESSIONAL TRAINING COURSES TO YOUNG UNEMPLOYED CITIZENS**.

We also actively **SUPPORT**, both financially and by providing personnel and maintenance activities, **VARIOUS ORPHANAGES** in Pointe Noire as well as other social activities aimed at supporting and developing the local communities.

# OUR SERVICES

## WE PROVIDE THE FOLLOWING KEY SERVICES TO OUR CLIENTS:

- Engineering activities
- Strategic procurement of goods, including materials, equipment, machinery, consumables and other goods, including pre-commissioning, commissioning, transport, and other related services
- Consulting and project management services including reporting, cost control and forecasting
- Supply of qualified personnel
- Construction and installation activities
- Asset maintenance and integrity



# KEY SERVICES

## ENGINEERING

Concept Studies,  
Pre-FEED,  
FEED & Detailed  
Engineering Design

## STRATEGIC PROCUREMENT

Pipes, Valves, Brides, Instrumentation,  
Machinery & Equipment, Skids,  
Consumables, etc.

## CONSULTING & PROJECT MANAGEMENT

Consulting, Project Reporting, Cost  
Control, Financial Forecasting

## SUPPLY OF PERSONNEL

Project Managers, Engineers,  
Technical Experts

## CONSTRUCTION & INSTALLATION

On-shore and off-shore  
construction and installation

## OPERATIONS & MAINTENANCE

On-shore and off-shore maintenance,  
Debottlenecking, Upgrades & Repairs

# OTHER SERVICES

## OTHER MAINTENANCE & CONSTRUCTION ACTIVITIES

Insulation, Fireproofing,  
Electro-instrumentation,  
Fiber reinforcement & retrofitting

## BUSINESS DEVELOPMENT

Market entry strategy, Market  
development, New Client Sourcing

# ENGINEERING

Our robust engineering team with track record of delivering more than **100K+ HOURS OF ASSIGNMENTS** successfully carries out:

- Mechanical Engineering
- Civil & Structural Engineering
- Electrical & Instrumentation
- Plant 3D Modeling
- Construction Drawings & Material Take Off
- Flow & Production Assurance Safety Studies, HAZOP & QRA
- Cost Estimation



# ENGINEERING

## BASIC ENGINEERING

- Conceptual Design development
- Feasibility studies
- Basic Design development
- H&MB, PFD and P&ID preparation
- Design and Control Philosophy
- Functional Specifications for Process Systems
- Process Data Sheets

## DETAILED ENGINEERING

- Detailed Design Development up to as-built:
  - Piping & layout
  - Civil & Structural
  - Electrical
  - Instrumentation & automation
- Technical Specification
- Bid Technical Evaluations
- Follow-up of suppliers activities and vendor drawings
- Commissioning, Start up and Shut down procedures

# STRATEGIC PROCUREMENT

We procure **MATERIALS, MACHINERY, EQUIPMENT AND OTHER GOODS AND SERVICES** from around the world, based on our clients' technical specifications, ensuring timely delivery of goods and execution of services in accordance with project's schedule .

We continually updates our database of qualified suppliers, and look for the best quality & lowest prices on the market.

All the functions of the procurement process follow company procedure and Quality/HSE guidelines.

Our key product line includes:

- Pipes, Valves, Brides, Steel Plates, Hand Railings, Steps;
- Pumps & Rotating Equipment;
- Bulk Electrical & Instrumentation;
- Skid mounted equipment;
- Spare parts.

# CONSULTING & PROJECT MANAGMENT

Our staff has an extensive **EXPERIENCE WITH LEADING COMPANIES AND PROJECTS** all around the world.

We are able to provide strategic consulting and general project management services to our customers.

We are also provide **OTHER PROJECT RELATED SERVICES** such as:

- Project Forecasting
- Project Reporting
- Cost Control
- Administrative activities





# SUPPLY OF PERSONNEL

We are able to provide our customers with the supply of **HIGHLY SKILLED COMMERCIAL, TECHNICAL AND FIELD PERSONNEL FOR ANY PROJECT** thanks to the extensive database we have built internally during years of operations and projects for leading multinational companies.

Our supply of personnel starts with a diagnosis phase carried out together with our client to exactly understand its needs and the type of professional profiles sought after.

During and after the supply of personnel we collect feedback from the client to ensure full satisfaction and increase the quality of the information stored in our database.

# CONSTRUCTION & INSTALLATION

One of our key services is construction and installation. **WE PERFORM ALMOST ALL OF OUR CONSTRUCTION ACTIVITIES** in our HQs and industrial work-shop based in Pointe Noire.

We have been carrying out construction and installation activities on ENI Congo's off-shore platforms and on-shore facilities **FOR OVER 10 YEARS NOW** and have consistently met and exceeded our client's expectations.

Recent construction and installation projects off-shore included various types of maintenance activities on all ENI Congo's off-shore platforms such as:

- replacement of hand railings, deck plates and steps,
- construction and installation of boat landings,
- installation of water-injection pumps and
- construction and installation of skids.

Completed on-shore activities included projects such as the electrification of various villages of the Koukouala area (Republic of Congo), which included various construction and installation activities as well as the performance of different types of civil construction works.



# OPERATIONS & MAINTENANCE

Another key service we provide is operations and maintenance.

We have been carrying out operations and maintenance and activities on ENI Congo's off-shore platforms and on-shore facilities for over 10 years always meeting and exceeding their expectations.

Our services include both operations support as well as other ancillary services.

## OUR KEY ACTIVITIES INCLUDE :

- Production and maintenance optimization,
- Asset integrity management and life-of-asset strategies,
- Asset support-specialist shutdown/overhaul,
- General and project specific maintenance and replacement.



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# OTHER MAINTENANCE & CONSTRUCTION ACTIVITIES

We also provide various additional activities and services to our clients involved in maintenance and construction projects such as:

- Insulation;
- Fireproofing;
- Electro- instrumentation;
- Fiber reinforcement and retrofitting;
- Painting;
- Rope Access and Underwater maintenance;
- Fabric Maintenance;
- Heat Treatment, NDT, and inspections.



# BUSINESS DEVELOPMENT

The extensive experience of our stakeholders and staff, our extended network of clients and partners as well as the understanding of the industries and markets in which we operate **PERFECTLY POSITIONS US TO WORK WITH CLIENTS THAT ARE LOOKING FOR BUSINESS DEVELOPMENT AND BUSINESS STRATEGY SERVICES**, with specific focus on the Sub-Saharan markets.

We are able to operate in various markets and industries but have developed a deeper and stronger experience and network in the Republic of Congo, Gabon, Angola and Ghana.

# OUR TEAM

Our team is made of **PROFESSIONALS WITH LONG-TERM EXPERIENCE** in the industries in which we operate and in various jurisdictions.

We complement our core team with leading professionals that ensure **HIGH-LEVEL COMPETENCE AND EXTENSIVE EXPERIENCE** in various markets for each specific project.

Our team is flexible and able to adjust to clients' specific needs with respect to geography, internal processes and systems, as well as the availability of resources.

We currently have a **TOP MANAGEMENT TEAM MADE OF SIX VERY EXPERIENCED PROFESSIONALS**, each with over 20+ years of experience, who manage a team of approximately 25 direct reports, made mainly of key technical and administrative staff.

Then, we have a **VERY SKILLED WORK-FORCE** (welders, pipe fitters, etc.), who has been individually selected and is continuously trained.

We may also extend our core work-force thanks to agreements with specialized companies that, according to Congolese labor law, supply pre-selected personnel to us when the need arises.

# OUR CLIENTS

We have been operating for over 12 years for some of the **LEADING COMPANIES OPERATING IN THE OIL & GAS, POWER AND CONSTRUCTION SECTOR.**  
Our main clients include ENI, Saipem, ABB and Perenco.



# OUR EXPERIENCE LIST

Below is a list of certain key projects for which we have provided our engineering, procurement, maintenance, constructions and installation services:

- General maintenance of all ENI Congo's off-shore and on-shore facilities – ongoing project for over 10 years;
- Shut-down of Zatchi and Kitina camp platforms (Rep. of Congo);
- General Maintenance of Emergency generators on ENI Congo's off-shore platforms (Rep. of Congo);
- Electrification of the Koukouala Area (Rep. of Congo).



# GALLERY





# APARTMENTS, OFFICES & FABRICATION FACILITY





# FABRICATION FACILITY





# ROOFED WORK-SHOP FACILITY





# PERSONNEL AT WORK





# PERSONNEL AT WORK



# OFFSHORE WORK

**BEFORE**



**AFTER**





## CONTACT



### LEGAL SEAT & INDUSTRIAL YARD

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