SUMMARY

1. DEME / DREDGING INTERNATIONAL
   1.1. General Presentation
   1.2. People and Equipment
   1.3. Sustainability
   1.4. Project Financing

2. DEME in Africa

3. DEME in Nigeria
   3.1. DISN-Introduction
   3.2. Activities in Nigeria
   3.3. Human Resources
   3.4. Nigerian Local Content Participation
   3.5. PPP – Bonny Channel Company
SUMMARY

1. DEME / DREDGING INTERNATIONAL
   1.1. General Presentation
   1.2. People and Equipment
   1.3. Sustainability
   1.4. Project Financing

2. DEME in Africa

3. DEME in Nigeria
   3.1. DISN-Introduction
   3.2. Activities in Nigeria
   3.3. Human Resources
   3.4. Nigerian Local Content Participation
   3.5. PPP – Bonny Channel Company
SHAREHOLDERS

VINCI

60.4%

Ackermans & van Haaren

27.5%

PUBLIC

CFE

12.1%

DEME

DEME: creating land for the future

Protected by Patent Applications by DEME group
SUMMARY

1. DEME / DREDGING INTERNATIONAL
   1.1. General Presentation
   1.2. People and Equipment
   1.3. Activities
   1.3. Sustainability
   1.4. Project Financing

2. DEME in Africa

3. DEME in Nigeria
   3.1. DISN - Introduction
   3.2. Activities in Nigeria
   3.3. Human Resources
   3.4. Nigerian Local Content Participation
   3.5. PPP – Bonny Channel Company
PERSONNEL: A MOTIVATED TEAM OF SPECIALISTS

Personnel worldwide

- 2005
- 2006
- 2007
- 2008
- 2009
- 2010
- 2011
- 2012
- 2013
- 2014
EXAMPLES OF HIGH-TECH & VERSATILE EQUIPMENT

‘Congo River’
TSHD
30,000 m³
Dredging depth
>100m

‘Ambiorix’
Oceangoing rockcutting suction dredger

‘Neptune’
Self-propelling DP2 jack-up vessel
1. **DEME / DREDGING INTERNATIONAL**
   1.1. General Presentation
   1.2. People and Equipment
   1.3. Activities
   1.3. **Sustainability**
   1.4. Project Financing

2. **DEME in Africa**

3. **DEME in Nigeria**
   3.1. DISN-Introduction
   3.2. Activities in Nigeria
   3.3. Human Resources
   3.4. Nigerian Local Content Participation
   3.5. PPP – Bonny Channel Company
Social Corporate Responsibility towards communities in developing regions and countries
SUMMARY

1. DEME / DREDGING INTERNATIONAL
   1.1. General Presentation
   1.2. People and Equipment
   1.3. Activities
   1.3. Sustainability
   1.4. Project Financing

2. DEME in Africa

3. DEME in Nigeria
   3.1. DISN-Introduction
   3.2. Activities in Nigeria
   3.3. Human Resources
   3.4. Nigerian Local Content Participation
   3.5. PPP – Bonny Channel Company
PROJECT FINANCING
Financing WorldWide (FWW)

- DEME and his financial consultant FWW are specialised in setting up financing structures for his projects and clients all over the world.
- With the support of the Belgian government (agency for Belgian credit export DELCREDERE and FINEXPO) and different European banks.
- In general as buyer credit: a Belgian or European bank lends money straight to the client of DEME (buyer).
- Based on the financial power of the client or a sufficient and acceptable safety margin for the bank and the agency.
- The Belgian public credit insurer DELCREDERE assures DEME and the bank which allows competitive financial structures.
# PROJECT FINANCING

*Financing WorldWide (FWW)*

<table>
<thead>
<tr>
<th>COUNTRY</th>
<th>PROJECT</th>
<th>CREDIT AMOUNT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ghana</td>
<td>Korle Lagoon Ecological Restoration Project (KLERP) - 5 Phases</td>
<td>138,4 mio EUR</td>
</tr>
<tr>
<td>Ghana</td>
<td>Elmina Phase 1</td>
<td>12,1 mio EUR</td>
</tr>
<tr>
<td>Ghana</td>
<td>Ada Coastal protection Works - Phase 1 + 2</td>
<td>243 mio EUR</td>
</tr>
<tr>
<td>Nigeria</td>
<td>Eko Atlantic City - 2 Phases (Phase 1 – Phase 2)</td>
<td>300 mio EUR</td>
</tr>
<tr>
<td>Nigeria</td>
<td>Onne Port Development Phase 4B</td>
<td>330 mio EUR</td>
</tr>
<tr>
<td>Nigeria</td>
<td>Eko Atlantic City – 4 Phases (Phase 3 – Phase 4)</td>
<td>200 mio EUR</td>
</tr>
</tbody>
</table>
1. DEME / DREDGING INTERNATIONAL
   1.1. General Presentation
   1.2. People and Equipment
   1.3. Activities
   1.3. Sustainability
   1.4. Project Financing

2. DEME in Africa

3. DEME in Nigeria
   3.1. DISN-Introduction
   3.2. Activities in Nigeria
   3.3. Human Resources
   3.4. Nigerian Local Content Participation
   3.5. PPP – Bonny Channel Company
SUMMARY

1. DEME / DREDGING INTERNATIONAL
   1.1. General Presentation
   1.2. People and Equipment
   1.3. Activities
   1.3. Sustainability
   1.4. Project Financing

2. DEME in Africa

3. DEME in Nigeria
   3.1. DISN-Introduction
   3.2. Activities in Nigeria
   3.3. Human Resources
   3.4. Nigerian Local Content Participation
   3.5. PPP – Bonny Channel Company
Dredging International Services Nigeria Limited (DISN), was incorporated in Nigeria in 1991, and has actively been involved in most infrastructural developments and projects for both the Oil & Gas sector and major federal government and state organisations.

DISN is a subsidiary of Dredging International N.V., member of the DEME Group. This affiliation provides DISN with the technical backup and expertise in areas such as: Technical expertise, Project Management, Quality, Health & Safety, Finance, etc.

DISN has its head office based in Lagos, Operational Base in Port Harcourt and several other site offices (in 2014/2015: Bayelsa State, Onne, Bonny, Eko Atlantic & Osborne in Lagos).
DISN OPERATIONS (PROJECTS) IN NIGERIA IN THE LAST TWO YEARS

Our main/Core activities in Nigeria over the last two years are:

• Capital Dredging
• Reclamation
• Maintenance Dredging
• Wreck Removal
GENERAL ORGANIZATION

- Entities

Head Office

Sites

Base
SUMMARY

1. DEME / DREDGING INTERNATIONAL
   1.1. General Presentation
   1.2. People and Equipment
   1.3. Activities
   1.3. Sustainability
   1.4. Project Financing

2. DEME in Africa

3. DEME in Nigeria
   3.1. DISN-Introduction
   3.2. Activities in Nigeria
   3.3. Human Resources
   3.4. Nigerian Local Content Participation
   3.5. PPP – Bonny Channel Company
DISN OPERATIONS (PROJECTS) IN NIGERIA IN THE LAST TWO YEARS

Our main/Core activities in Nigeria over the last two years are:

• Capital Dredging
• Reclamation
• Maintenance Dredging
• Wreck Removal
DISN OPERATIONS

On-going Projects
1. Ilubirin Project (Lagos)
2. Onne Port Development
3. Bonny Channel Maintenance
4. Eko Atlantic (Lagos)
5. Charter Jack-up barge ‘Vagant’ to LNG Bonny Island

Executed Projects (2013/2014)
1. Eko Atlantic
2. Sahara tank farm
3. DigitSteel Sand fill Works
4. Lower River Niger Dredging
5. Aveon Offshore Wreck
6. Spud Lewak Leader
7. Bayelsa Airport
8. LCC Onne
9. Onne Port Development
10. Bonny Channel
11. Opobo town extension
BAYELSA AIRPORT

- Reclamation Works
- Main Equipment: CSD Seckin
- Quantity: approx. 2mio m³
- Executed in 2014
EKO ATLANTIC CITY - LAGOS

- Reclamation Works
- Main Equipment: TSHD Congo River – TSHD Breughel
- Quantity Phases: approx. 34mio m³
- Phase 1 (2011 to 2014) – Phase 2 (2015 to 2019)
EKO ATLANTIC CITY - LAGOS
LOWER RIVER NIGER DREDGING

- Capital & Maintenance Dredging
- Main Equipment: Seckin
- Duration: 2011 to 2013
AVEON OFFSHORE WRECK

- Works: Wreck Removal and Dredging (grab dredging)
- Main Production: Cormorant and Johanna
- Works were executed in 2013
SPUD LEWAK LEADER

- Salvage operation offshore Eket
- Main equipment: Cormorant
- Works were executed in 2013
ONNE PORT DEVELOPMENT PHASE 4B

- Works: Reclamation and Removal of Unsuitable Material
- Main Equipment: Trailing Suction Hopper Dredger Reynaert and CSD Rubens.
- Duration: still ongoing
ONNE PORT DEVELOPMENT PHASE 4B
ILUBRIN PROJECT - LAGOS

- Dredging & reclamation for the construction of new islands in Lagos Lagoon: Phase 1
- Estimated volume to be reclaimed is 2,5mio m³ & 1mio m³ overburden
SUMMARY

1. DEME / DREDGING INTERNATIONAL
   1.1. General Presentation
   1.2. People and Equipment
   1.3. Activities
   1.3. Sustainability
   1.4. Project Financing

2. DEME in Africa

3. DEME in Nigeria
   3.1. DISN-Introduction
   3.2. Activities in Nigeria
   3.3. Human Resources
   3.4. Nigerian Local Content Participation
   3.5. PPP – Bonny Channel Company
CURRENT OVERVIEW OF HR WORKFORCE

IN NIGERIA – Dec. 2014

<table>
<thead>
<tr>
<th></th>
<th>Junior</th>
<th>Senior</th>
<th>Mgt</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>STAFF</td>
<td>75</td>
<td>50</td>
<td>7</td>
<td>132</td>
</tr>
<tr>
<td>FTC¹</td>
<td>5</td>
<td>12</td>
<td>0</td>
<td>17</td>
</tr>
<tr>
<td>LABOUR CONTRACTOR WORKERS</td>
<td></td>
<td></td>
<td></td>
<td>208</td>
</tr>
<tr>
<td>TOTAL</td>
<td>80</td>
<td>62</td>
<td>7</td>
<td>357</td>
</tr>
</tbody>
</table>

Training the workforce

<table>
<thead>
<tr>
<th>DESCRIPTION</th>
<th>YEAR 2011</th>
<th>YEAR 2012</th>
<th>YEAR 2013</th>
<th>YEAR 2014</th>
<th>YEAR 2015¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>Local training:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>a) Seminar / Workshop / Courses, etc</td>
<td>40</td>
<td>50</td>
<td>17</td>
<td>51</td>
<td>60</td>
</tr>
<tr>
<td>b) Formal school</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>3</td>
<td>5</td>
</tr>
<tr>
<td>Overseas Training:</td>
<td>6</td>
<td>0</td>
<td>3</td>
<td>10</td>
<td>15</td>
</tr>
</tbody>
</table>

¹ FTC means Fixed Term Contract
² Objectives for 2015
SUMMARY

1. DEME / DREDGING INTERNATIONAL
   1.1. General Presentation
   1.2. People and Equipment
   1.3. Activities
   1.3. Sustainability
   1.4. Project Financing

2. DEME in Africa

3. DEME in Nigeria
   3.1. DISN-Introduction
   3.2. Activities in Nigeria
   3.3. Human Resources
   3.4. Nigerian Local Content Participation
   3.5. PPP – Bonny Channel Company
DISN’s commitment and participation in local content development initiatives in Nigeria is focused on the following three core areas:

1. **Human Resources** – Employment of Nigerians, Capacity development through trainings and succession plans.

2. **Materials** – Utilization of Nigerian made goods (without compromising quality) on projects and offices.

3. **Services** – Utilization of Nigerian companies in provision of services on projects and offices.
NGERIAN LOCAL CONTENT PARTICIPATION

DISN has also being actively involved in **community development** engagements for host communities in project sites and support for several charity organizations in Nigeria focusing on better livelihood and environment for citizens.
SUMMARY

1. DEME / DREDGING INTERNATIONAL
   1.1. General Presentation
   1.2. People and Equipment
   1.3. Activities
   1.3. Sustainability
   1.4. Project Financing

2. DEME in Africa

3. DEME in Nigeria
   3.1. DISN-Introduction
   3.2. Activities in Nigeria
   3.3. Human Resources
   3.4. Nigerian Local Content Participation
   3.5. PPP – Bonny Channel Company
Bonny Channel Company:
- PPP between Nigerian Ports Authority (NPA) and TCMC (Dredging International – Vinci – IPEM)
- Provide continuous maintenance dredging of the Bonny River and Bonny Channel
THANK YOU FOR YOUR ATTENTION