

# Supplier Handbook T.EN Loading Systems S.A.S.

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# A note on navigating through the Handbook

The table of contents gives direct access into the document by clicking on the chapter titles. Please read this document carefully.



This icon concerns the reading of the document the importance and attention that should be given to the different sections of the Supplier Handbook. Sections marked with this icon should be read during induction (The reading of the complete document is mandatory before the induction).

Our purchase requirements are available on the dedicated supplier webpage

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# **Table of contents**





# **T.EN Who are we?**



# **Technip Energies at a glance**

Listed on <b>Euronext Paris</b> Stock Exchange	Headquartered in <b>Paris</b>	65 Years of operations
<b>€6.4B</b> Full year 2022 adjusted revenue	A leading Engineering & Technology company for the Energy Transition	€12.8B Backlog at end 2022
~15,000 Employees in 34 countries	25+ Leading proprietary technologies	<b>450</b> projects Under execution



Technip Energies' DNA

## **Our Purpose**

# Breaking boundaries together to engineer a sustainable future





Together

# **Talented global workforce across 34 countries**

Providing flexible execution and proximity to customers





# Experienced, diverse and dynamic workforce





# An organization supporting our strategy and ambition

## A laser focus on developing and capturing new business

## Gas & Low Carbon Energies



- LNG
- Blue H<sub>2</sub> & derivatives
- Offshore
- Early Engagement Gas

## Sustainable Fuels, Chemicals & Circularity



- Ethylene
- Biofuels, fuels & petrochemicals
- Biochemicals & circularity

# 

**Decarbonization** 

**Solutions** 

- CO<sub>2</sub> management
- Green H<sub>2</sub> & Power-to-X

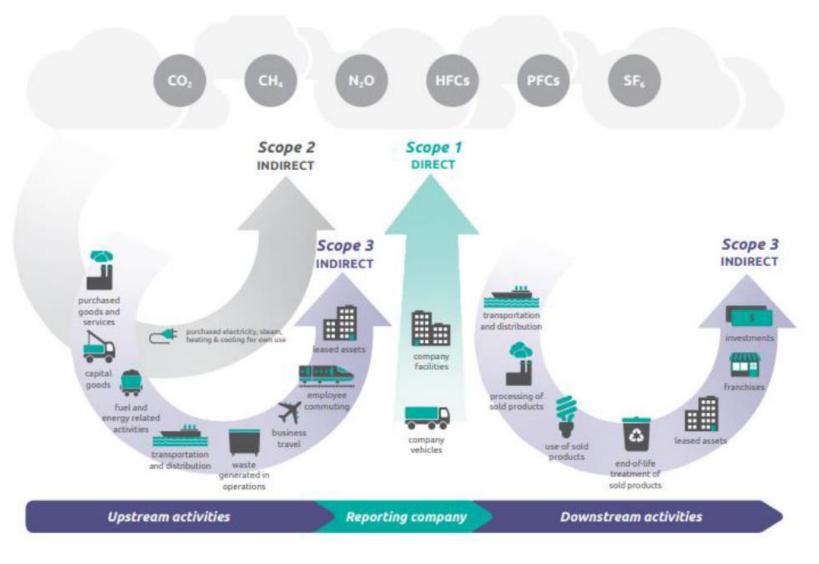
## T.EN X Consulting & Products



- Genesis
- PMC Project Management Consultancy
- ALE Asset Lifecycle Excellence
- Loading Systems

# One T.EN Delivery global organization







# **T.EN's ESG roadmap**





"Together by T.EN" encapsulates our shared sense of responsibility



Translate the priorities into tangible actions

Create long-term value for our stakeholders



Contributes to our journey towards a more sustainable future



The route to sustainability is an ambitious journey continuously assessed and improved

# **T.EN's ESG Scorecard**

⊖ Pillar	SDG	Ambition	2021	2022	Target
CLIMATE & ENVIRONMENT	6 HEAR WITH IN SAFETY	<b>1.</b> Reduce scope 1 & 2 emissions compared to 2019	-8%	-11%	-30% by 2025 Net zero by 2030
Q	7 discussion	<ol> <li>Report full scope 3 emissions (upstream and downstream)</li> </ol>		87% (1)	Completed by 2023 Net zero by 2050
	9 MARTIN INCOMES	3. Develop solutions for our clients to avoid emissions	-1.8 MtCO2 eq	-7.3 MtCO <sub>2</sub> eq	-15 MtCO <sub>2</sub> eq by 2025
		4. R&D budget allocation for Energy Transition	56%	83%	100% by 2025
		5. Water consumed on sites from reused sources	21%	19%	50% by 2025
	13 🕬	6. Waste recovered	75%	87%	85% by 2025
PEOPLE	3 HEEVER'S	<b>7.</b> Women on the permanent workforce	29%	29.7%	35% by 2030 50% by 2050
	-/~~	8. Women in leadership positions	12%	18.1%	25% by 2025
0	, norm	9. Zero fatalities	3 fatalities	2 fatalities	Zero yearly
	5 ::::: •	<ol> <li>Total Recordable Incidents Rate (TRIR) per 200,000 hours worked</li> </ol>	0.08	0.09	<0.10 yearly
	8 HERE' VALUE AND HEREONE CHEVEN	<b>11.</b> Average hours of learning per employee per year	8.5	10	40 hours by 2025
	îí	12. Volunteering hours	14,360	21,660	30,000 by 2025
		<b>13.</b> Total number of lives benefited by social initiatives since 2021	112,436	536,887	750,000 by 2025
~	16 MAX ANTEX MOLTONE	14. Women on the Board of Directors	30%	30%	40% by 2024
	17 NOTICIAN	<ol> <li>Eliminate non-mandatory commercial intermediaries</li> </ol>		-13%	-100% by 2025
	*	<b>16.</b> Key suppliers and subcontractors monitored and audited on ESG performance		Under development)	100% by 2025
		<ol> <li>Human Rights Due Diligence undertaken on eligible projects</li> </ol>		Under development)	100% by 2025



Refined ESG approach to strengthen our ambitions and impacts



Scope 3 upstream emissions now quantified and reported Ambition Net Zero by 2050



Avoided CO<sub>2</sub> emissions for our clients are now measured and targeted

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Investing in our people & developing social initiatives



## Our scorecard will continue evolving, focusing on People, Planet and Value creation

# Integrity & Compliance



02

# Our commitment to excellence **Q**

Technip Energies' aim to build a better tomorrow means that we care as much as what we do, as to how we do it.

We have a zero tolerance for corruption, we believe in fair competition, we reject any form of human slavery, we protect personal data and human rights, we encourage our employees to speak-up.

We abide by the laws but our concept of Compliance goes beyond the strict adherence to the laws and our policies and procedures, as our foundational beliefs guide our decisions as we go beyond the strict adherence to the law.

# **Code of Business Conduct**

Our Code helps us recognize and address the ethical dimensions to our everyday decisions. Download PDF

# Integrity and compliance program

Our world-class compliance program is designed on a risk-based approach and focuses on the priorities below:

- Anti-Bribery and Corruption: Our standards and processes provide a clear and comprehensive framework for our business in all of the countries in which we operate, in compliance with all applicable laws.
- **Trade Controls and Foreign Boycotts**: We implement policies and procedures pertaining to international trade laws and regulations imposed by applicable authorities.
- Data Privacy: We implement appropriate security and access measures to protect personal data stored in information systems.
- Human Rights: The protection of human rights principles is an essential business principle we promote for our employees in the workplace and across our supply chain.



# **Our commitment to excellence**

# **Reporting compliance concerns**

It is up to each one of us to uphold the principles in our Code of Business Conduct. We encourage our people and partners to raise questions and concerns to ensure that we are leading by example.

Suspected breaches of our code can be reported through various means, including through an independent third-party via the **dedicated reporting helpline**.

Technip Energies has a zero-tolerance policy on retaliation against employees for reporting suspected violations of our policies or Code.

# Human rights and worker welfare

At Technip Energies, we believe that everyone is entitled to honest, fair and courteous treatment. We do not tolerate any form of modern slavery. We express a strong commitment against the use of forced and child labor, and our support for respecting human rights.

Technip Energies is a proud member of **Building Responsibly** - an industry-led collaborative initiative enabling construction and engineering companies to collaborate around their shared values, advance their compliance programs and agree on common approaches regarding worker welfare and human rights.

We are specifically advancing compliance in recruitment, working conditions, and supply chain practices. We worked with our Building Responsibly member companies to develop a series of worker welfare <u>Guidance Notes</u> associated with each of our worker welfare principles, which also form the basis of our human rights strategy.

# **Supplier & Subcontractor Integrity Expectations**

We aspire to develop business relationships with like-minded partners who are guided by a similar set of principles of business conduct, based on trust and integrity.

Our Suppliers and Subcontractors are required to follow the applicable laws of each country in which they operate and observe the principles of the Technip Energies Code of Business Conduct, as well as the **Technip Energies Supplier & Subcontractor Integrity Expectations**.



# T.EN Loading Systems S.A.S.



# **T.EN Loading Systems S.A.S. presentation**







In the competitive energy industry, we stand out as more than just an equipment supplier. Our clients rely on us to be a trusted solutions provider. As an offshore and LNG leader, we differentiate our offer through quality products, innovation, unmatched engineering support structures and unrivalled aftersales services.

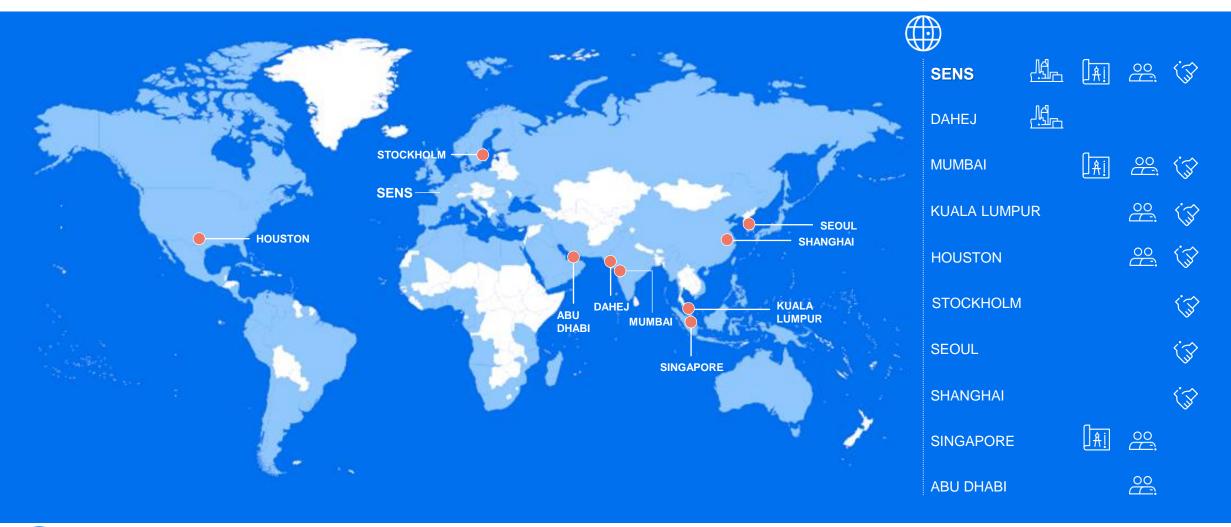
T.EN Loading Systems is an entity belonging to the Technip Energies group. We serve clients across the petrochemicals, gas and new energies industry, from offshore facilities, refineries to chemical users. Safety and quality drive everything we do, and we strive to remain pioneers in the market, with a strong focus on developing new technology.

One of our main activities since the 1950s has been providing marine loading arms for onshore and offshore use with different applications on the energy market. Our superior loading arms engineering has helped to distinguish us on the LNG market. We have been blazing trails in offshore and ship-to-ship transfers, while providing a full-fledged FLNG offer. We have field-proven technologies to meet energy transition challenges.

#### <u>Video</u>



# **Loading Systems Organization and Footprint**









# **T.EN Loading Systems S.A.S. Sens site**

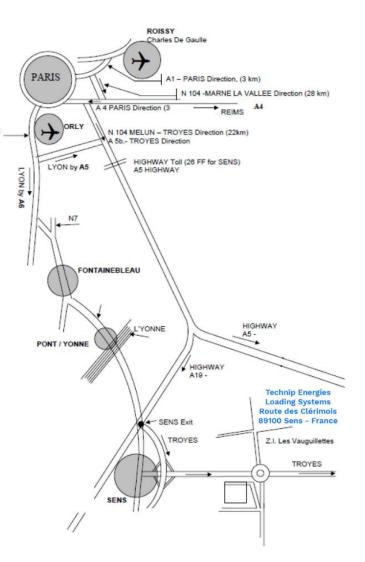
## **From Paris:**

Take the A6 highway towards LYON, and in EVRY, follow N104/MARNE-LA-VALLEE/METZ/NANCY.
On N104 (Francilienne) follow A5/MELUN /TROYES.
On A5, follow A19/SENS/LYON and on A19, take Exit 1 SENS /PROVINS/PONT-SUR-YONNE.
Follow SENS and at the 2<sup>nd</sup> roundabout, take the second exit onto D606 ramp to AUXERRE/TROYES/ FONTAINE D'AZON / NOGENT-SUR-SEINE.

Then merge onto D606 and take the ramp to TROYES. Turn on the left onto Avenue de Lorrach/D660. At the roundabout, take the 3rd exit onto D225 then at the last roundabout take the 1st exit onto Route des Clérimois. (See on the map).

Travel Time: 1h30

Distance: 140 Km





# **Supply Chain**





#### **Missions:**

To generate PO's suppliers, negotiates, ensure that the supplier meets the requirements of the expected product, the best purchasing conditions (quality, price, delivery...), according to specifications defined by management, the production department (industry) or the sales department (distribution). Ensures that orders are delivered on time that all the necessary documents are gathered, the references are correct as well as the quality of the products.

#### **Major metric:**

On time PO's/Savings (PPV and project specific articles/Supplier performance) Quality and on time delivery.



#### **Missions:**

Identify and qualify suppliers with the supplier qualification process (non-disclosure agreement, Supplier questionnaire, QMS and HSE audits, financial analysis report, technical audits if necessary for special process...) Ensure their follow-up and evaluate their performance. Present them at the SRB and keep them qualified for Purchasing team needs.

#### Major metric:

Ensure good control of our suppliers. Reduce costs linked to supplier risk.



#### **Missions:**

To generate and manage projects subcontract PO's at the best prices, and to ensure goods are delivered on time the expected quality, to develop and manage and continually improve Technip Energies' operations at major subcontract vendors including capacity management, priorities, logistics, internal processes...

#### **Major metric:**

Sub-contracted projects performance (CQD). On time delivery of raw materials to subcontractors. Supplier performance (Quality, on time delivery).



#### Missions:

Manage outsourced packing activity. Management of freight activities for import and export. Supports the different transports declarations proceedings.

#### Major metric:

Actual freights cost compared to the budget. On time delivery of orders to customers. Saving on freights cost.



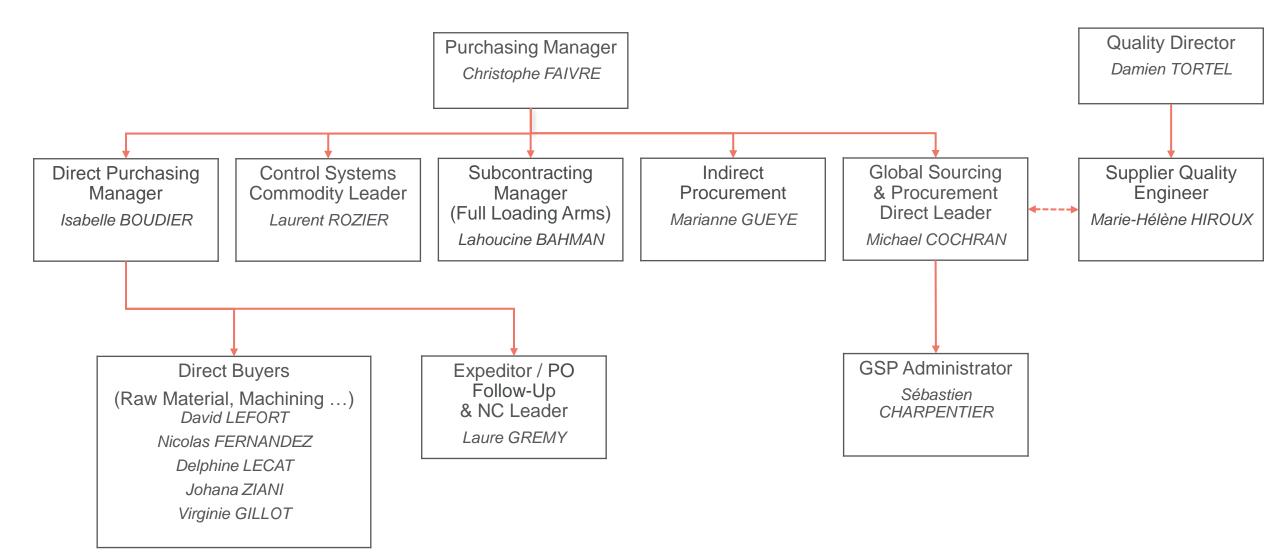
#### **Missions:**

To provide the tools and materials necessary for production. Is responsible for maintaining, ensuring the inventory as well as security inside the warehouse. A detailed inventory is carried out each year within the warehouse.

#### Major metric:

Cycle count report. Good receipt processing time as warehouse performance.







# **Product General Overview**

A Marine Loading Arm is an articulated pipe system incorporating the world proven swivel joints equipped with patented replaceable "snap-in" ball races, an innovative concept allowing for freedom of movement in the arm while connected to the vessel to be loaded or unloaded.

Loading Systems offers a range of standard Marine Loading Arm models, available either in manual or fully powered versions. Each model has multiple configurations to best meet the specific needs of each installation.

Technip Energies leads the market with 10,000 marine loading arms supplied, including more than 500 arms for LNG. We have developed unique offshore LNG transfer systems for all floating LNG (FLNG) facilities operating to date. We offer equipment design and fabrication projects, as well as services over the life of our systems.

Our proven ability to innovate, coupled with our modern manufacturing and assembly techniques, serve as the foundation for the future development of fluid transfer systems capable of operating in the most hostile and challenging environments.

**Presentation** 



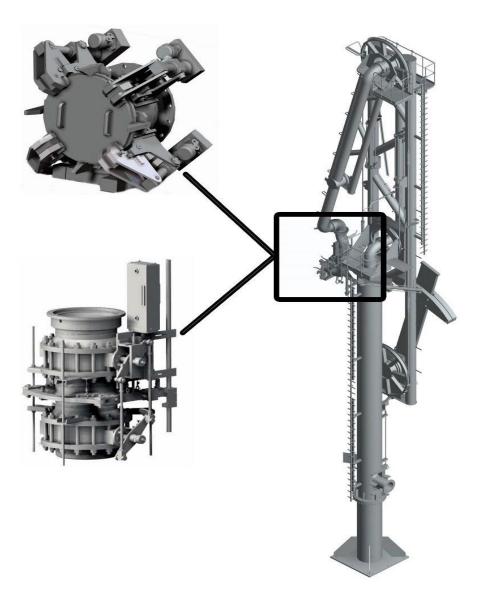


## Hydraulic Couplers

A hydraulic coupler is a progressive coupling device between two coaxial rotating shafts. The Technip Energies couplers connect or disconnect the marine loading arms to the tanker manifold flange. This makes faster and more efficient operations and improve the security of the site and the operators.

## **ERS/PERC** Assembly

Allows for almost instantaneous disconnect of the arms from the vessel in the case of an emergency. The ERS system may incorporate various types of single or double valve arrangements to prevent product spillage to meet OCIMF (Oil Companies International Marine Forum) specifications and/or EN 1474 regulations in European Union countries.





## **Swivel joints**

Swivel joints allow the rotation between two items of a product line whilst ensuring no product leakage, when under pressure or vacuum.





## Counterweights

The arm is balanced by counterweights and pulleys so that it is balanced empty in all conditions without the intervention of any external mechanical force.

## Hydraulic cylinders

Hydraulic cylinders allow the three movements of the arm (Slewing of the complete arm assembly, the inboard drive and the outboard drive).

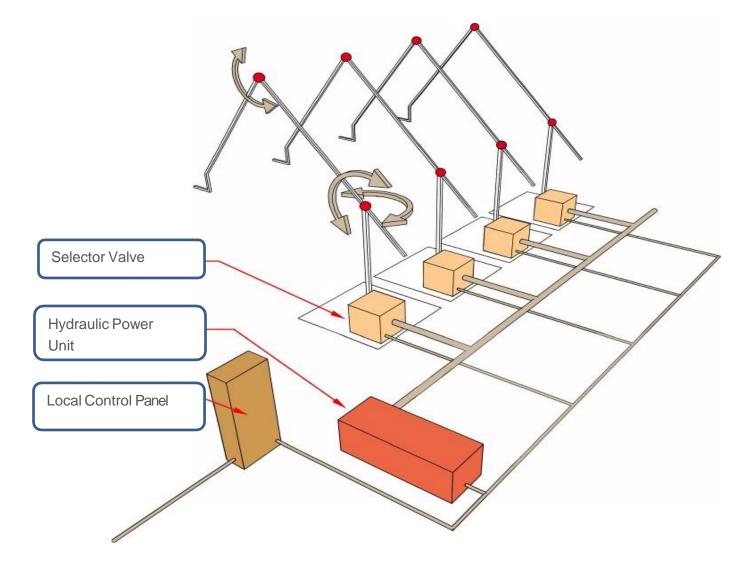






## Hydraulic Loading Arm and functions of a Loading Arm

Load or unload for ships, barges, trucks or tank wagons, transporting petroleum, chemical, liquefied gas or refrigerated products.

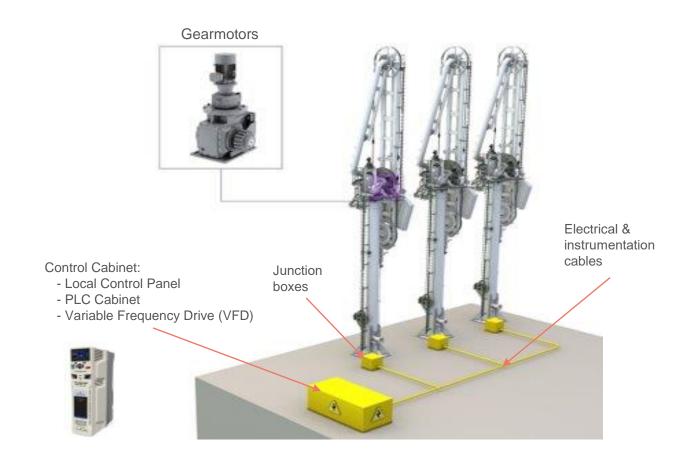




## **Electric Marine Loading Arms (e-MLA)**

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e-MLA provides a highly reliable and available system that delivers market expectations by offering a green, oil leak-free transfer system.



#### The e-MLA offers:

- Proven technology and off-the-shelf electrical components
- Applicable to any type of onshore loading arm
- Increased loading arm reliability and availability
- Predictive maintenance and health monitoring
- 30% maintenance costs savings
- No risk of hydraulic oil pollution
- Easy Drive ready

#### All-electric drive system:

- Induction gearmotors to replace hydraulic cylinders
- Electrical cables to replace hydraulic piping
- Electrical tension/intensity to replace oil pressure/flow rate
- Variable Speed Drives instead of HPU and solenoid valves
- Field proven electric components
- Green, simple and OPEX-effective Marine Loading Arm
- Applicable to onshore and offshore solutions

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## Tank Truck Loading Arms

The Chiksan T&RC Loading Arms use the very latest generation of components and accessories: composite spring balancing mechanism, mechanical or pneumatic breakaway couplers, shut off valves, vacuum breakers, level sensors, dry break couplers, deflectors and many more. In terms of safety, reliability, low maintenance and long-life expectancy they are unrivalled on today's market.

We manufacture 2 loading systems for trucks:

- Bottom loading arms
- Top loading arms

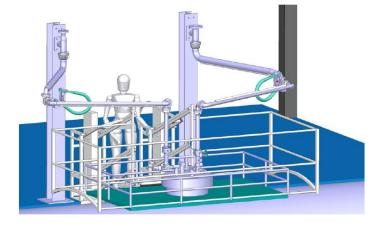
**TECHNIP** 



## **Railcar Loading Arms**

These loading arms are intended to load or unload fluids from railcar





## LNG Skids

- Design and supply integrated packages and turnkey installations including loading and unloading systems
- LNG products



# Certifications / Quality / HSES



# **Qualification ISO / IMS**





It is based on the principle of continuous improvement of environmental performance through control of the impacts linked to the company's activity.





It is an international reference, specifying the requirements required to enable a

organization to control risks and improve its performance, in terms of health and security.





It specifies the fundamental requirements of the Quality Management System, to which must answer a company or an organization.





## 

#### Global Quality Policy POL-COR-010-Quality-Rev.1 - Feb 2021

At Technip Energies, we want to accelerate the energy transition for a better tomorrow. We are the ones who can do it through our unique capability to deliver, and our limitess drive to turn our clients' vision into a sustainable reality.

#### We will achieve this goal by:

- Focusing on client satisfaction
- · Defining and meeting internal and external clients' needs and requirements
- Insisting on operational excellence in all of our activities
- · Striving to deliver state-of-the-art technology with innovative and sustainable solutions
- Supplying highly reliable systems, products, services, and
- Delivering best-in-class project execution, while
- · Complying with all applicable laws, regulations and technical standards.

#### Our Quality and Business Management Systems are based on the following Principles:

- Awareness that our people, their skills and commitment are our main asset
- Quality leadership from top management, with ownership by everyone
- Active collaboration with internal/external suppliers and customers
- Lean and standardized processes to achieve Zero-defect-capability
- A risk and prevention-based mindset with focus on Doing-it-right-the-first-time
- Anticipation, early identification and prompt reporting of quality related issues
- Best practice and problem awareness systems in place for a rapid learning organization
- Performance measurement systems in place to drive continuous improvement
- · Quality behaviours and competencies developed for our people.

Quality is everyone's responsibility. Every person is encouraged and expected to stop the task, if a quality risk exists.

To comply with this policy is mandatory and the responsibility of all employees and all of those engaged and working to execute our activities. Visible commitment of management is the enabler of this compliance.

Arnaud Pieton Chief Executive Officer February 2021



#### Global HSE and Security Policy POL-COR-011-HSE-Rev.2 - Feb 2021

This policy defines Technip Energies absolute commitment to the Health, Safety, Environment and Security (HSES) of all those who can either directly or indirectly be affected by our business activities.

HSES is a key element of our foundational beliefs (combined under the Safety belief) and managed as an integral part of our business, therefore we must never compromise on health, safety, environment or security to achieve our objectives.

#### We are committed to fostering an incident-free environment worldwide, through

- Our fundamental conviction that all incidents are preventable
- Setting health, safety, environmental and security objectives specific to Technip Energies for the scope of our activities and extending them in a life cycle perspective to achieve continual improvement of the HSES management system and to continually enhance our HSES berformance
- Fostering a leadership culture driven by engagement and accountability to ensure physical and mental health, safety, environment and security and a culture where we look after each other
- Committing and allocating adequate resources and expertise to continually and proactively eliminate hazards, reduce risks and prevent injury, ill health and environmental impact related to our activities, through engineering, process improvements, technologies and on-site execution
- Operating in a manner that protects the environment by providing sustainable solutions to minimize our carbon and environmental footprint while improving our energy and resource efficiency
- Securing our people, assets, technology, sensitive information and reputation
- Fulfilling, and when we deem necessary, exceeding legal, compliance and other obligations to meet our foundational beliefs
- · Implementing and encouraging consultation and participation of workers.

Our success and continual improvement will be measured through the reduction of incidents, risks, and environmental footprint with clear and meaningful performance indicators.

HSES is everyone's responsibility. Every person is encouraged and expected to stop any work if they consider conditions are unsafe, in any way.

To comply with this policy is mandatory and the responsibility of all employees and all of those engaged and working to execute our activities. Visible commitment of management is the enabler of this compliance.



Arnaud Pieton Chief Executive Officer February 2021

#### Information Security Policy POL-COR-024-IDS- Rev.1 - March 2021

This policy defines Technip Energies' commitment to protect its information assets by adhering to established security measures. Information assets addressed by this policy include knowledge or data that has value to the ornanization.

Information is one of our most valuable assets and it is essential that we have adequate safeguards to ensure that it is not lost, compromised or subject to unauthorized disclosure. We will strive to protect our organization's and customer's information assets from all threats, whether internal, external, deliberate or accidental.

#### We are committed to protecting our information assets by:

- Protecting against unauthorized access
- Assuring the confidentiality of the information
- Maintaining the Integrity of information
- · Ensuring availability of information as required by the business
- Meeting all legal and contractual requirements
- Providing cybersecurity awareness and training.

Information Security is everyone's responsibility, and every employee is responsible to ensure the confidentiality and integrity of information is protected. Information and Cybersecurity Principles and Standards have been published to provide additional guidance.

Compliance with this policy is the responsibility of all Management, employees and contracted personnel and enabled through visible commitment of management.



Arnaud Pieton Chief Executive Officer March 2021

#### Privacy policy and CCPA webpage



# **Our QHSES- Integrated Management System**

Expectations of workers and interested parties

Internal and external challenges, QHSES leadership and employee's participation

DO

### PLAN

- QHSES policies
- Context analysis
- Interested parties
- Risks & opportunities
- Setting KPIs & objectives
- Planning QHSES activities

Reduce human error:

- Training
- Coaching
- Manage risks: JSA, Supervision, PTW
- Emergency response

## CHECK

- Audits, inspections
- Self-verification
- Reporting
- Incident's investigation
- Emergency response drills

### ACT

- Lessons learnt
- Continual improvement
- Management review
- Incident Review
   Committee



# **About risks**

Technip Energies' suppliers should be aware of the multiple risks when processing the conveyed fluid:



Process Fluid Temperature

Typically, oil and gas will be processed at temperature ranging from -165°C (LNG), -46°C (LPG) to + 230°C (liquid sulfur), this is extremely challenging for materials.



**OutsideTemperature** 

The ambient temperature where loading systems are installed will provide the low temperature limit wich should be considered when creating our products. In the Caspian region, this is particularly challenging (50°F/-46°C).



## Fluid chemical composition

The corrosion can damage. This will determine the design limits for corrosion resistance for our products.

Typical challenges for loading arms are ammonia and oil derived fluids. These factors drive us to use special materials for tubes and seals.



### Fluid pressure

Design pressures are typically high ANSI 150 (20 bar) and ANSI 300 (50 bar) pressure for hydraulic parts = 210 bar.

T.EN working area is submitted to ATEX regulation which manages risks attached to explosion and atmospheric pollution.



# Multiple consequences



**Physical injuries** Work in bad conditions could be dangerous and lead injuries or worse.



Environmental disorder An explosion or a fluid leak can have terrible consequences on the environment.



#### **Financial impact**

A failure or shutdown of the operation of a site can generate enormous financial losses. Each day of shutdown represents the loss of tens of thousands €.

#### In conclusion, failure is not an option.

Our equipment will be in place in the harshest environments for more than 30 years. Finding a problem at the factory may seem expensive, but costs nothing compared to letting it get to the field. The quality of our product is expected, not optional.



# Quality Documentation **Q**

## People Create ASN in <u>Supplier portal (if Supplier has received</u> the notification of the creation of his access)

Only 1 PDF file by PO / Item Number sent by email to: <u>Esml.quality.documentation@technipenergies.com</u> + copy the buyer (if no access to Supplier portal)

## **Documentation subject must content:**

- Supplier name,
- T.EN PO N°,
- Item N°,

Or

EMAIL

- Part Number,
- NC N° &/or CR N°
- « FAI » mention if indicated by the buyer

## **PDF must content:**

- <u>Cover sheet form</u> with « FAI » mention if applicable
- All documentation required by the buyer (certificates, testing report, etc.),
- Copy of the NC Notification (if any),
- Approved <u>Concession Request</u> (if any).

"Technip Energies supplier/vendor is responsible to forward the PDF file at time of shipment". All documents covering different purchase orders/items will be rejected at time of Incoming Quality control reception.

If no doc is received at time of goods reception, it shall have the following consequences: Goods blocked at Technip Energies, quality notification issued and potentially late payment of supplier invoices.

### Certificate of compliance types (EN-10204) for info

	Туре 2.1	Туре 2.2	Туре 3.1	Туре 3.2
Document	Attestation of conformity with order	Test certificate	Acceptance certificate	Acceptance certificate and acceptance report
Inspection type	Compliance report	Compliance report with indication of results of inspection	Chemical composition, mechanical characteristics	Chemical composition, mechanical characteristics
Delivery by	Manufacturer	Manufacturer	Manufacturer's authorized inspection representative	Third party inspector designated by the official regulations

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# **How to submit T.EN Concession Request?**

**Concession request (n.)** - Permission to use or release a product that does not conform to specified requirements (FE, DBI, MP, PO, etc.)

Supplier shall send <u>Concession Request</u> to Technip Energies (<u>esml.supplier.concessions@technipenergies.com</u> + buyer in copy) when a deviation to the requirement is identified at time of contract review or/and when a nonconformance to specified requirements is identified within the process.

"Further actions are dependent on the case and type of defect so that why Technip Energies 's approval is necessary prior to any continuation".

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# **Non-Conformity management**

### **Defects may be detected:**

- in Technip Energies' Receiving Inspection
- at Supplier location (Source Inspection)
- in Technip Energies' manufacturing, assembly or test processes
- in the End-user installation place

The Technip Energies Quality incoming inspection raises a Non-Conformity (NC) in the ERP in collaboration with the buyer.

If the defect is caused by supplier, Technip Energies Quality incoming inspection shall inform the supplier about the defect.

Further actions are dependent on the case and type of defect (like internal rework operation, subcontract the rework operation, scrap the part, return the part to the supplier for replacement, etc.).

A credit note request will be submitted in all cases where the supplier is deemed responsible in order to cover Technip Energies' financial impact.

Technip Energies expects the supplier to investigate the Root Cause of the defect, and to define and implement suitable and efficient Corrective Actions to prevent recurrence.

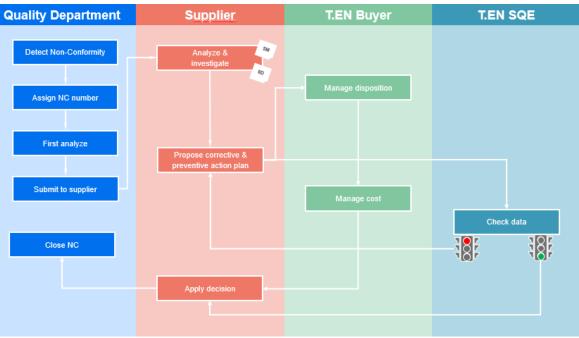
**Corrective action (n.)** - Action to eliminate the cause of a "*detected*" non-conformance or other undesirable situation for the long term to avoid a similar issue.

## **Applications**

Technip Energies expects that suppliers are committed to continual improvement of their Quality System, Technical processes, Product quality and Delivery performance.

Technip Energies initiate Supplier Corrective action request further to:

- Supplier Key performance review.
- Audit performs at supplier facility.
- Review of NC (when similar issues are identified)

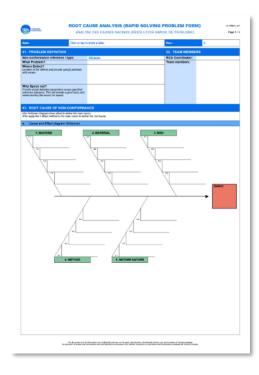




## **Root Cause Analysis**

Root cause analysis (RCA) (n.) - A root cause is the most basic cause that can be reasonably identified, and management has control to fix it. Typical phases and tools used in RCA are:

- To describe the problem
- To find causes with Fishbone Diagram.
- To verify causes with the 5 Why's



### **8D Solving Problem**

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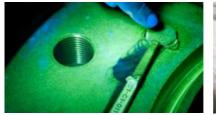


### **Test requirements**

NDE (Non-Destructive Examination) – Materail examination. Following NDE operation must be carried out by « Qualified Operators »



NDE as per ISO 9712 or equiv Magnetic Particle Examination (MT) Liquid Penetrant Inspection (PT) Ultrasonic Examination Report (UT) Radiographic Examination (RT) Positive Material Identification (PMI)





Magnetic Particle Examination (MT)

Liquid Penetrant Inspection (PT)



Ultrasonic Examination Report (UT)



#### **Standard Examination** *"Proper training should be performed and recorded for all the others".*

Visual Examination (VT) Dimensional Examination Painting report



T.EN propose standardized "*Templates*" with minimum requirements to be mentioned on examination reports.

"*Templates*" shall be used by suppliers (personalized by their own logos). They are available on demand.



Radiographic Examination (RT)



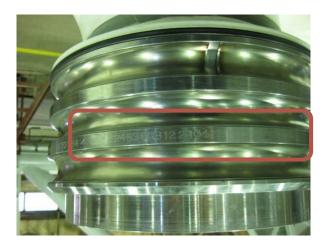
Positive Material Identification (PMI)



"In all cases, suppliers must follow product specifications".

## Material Identification & traceability

According to DBI / drawing / specification / working instructions / Inspection Test Plan







For information, example of traceability:

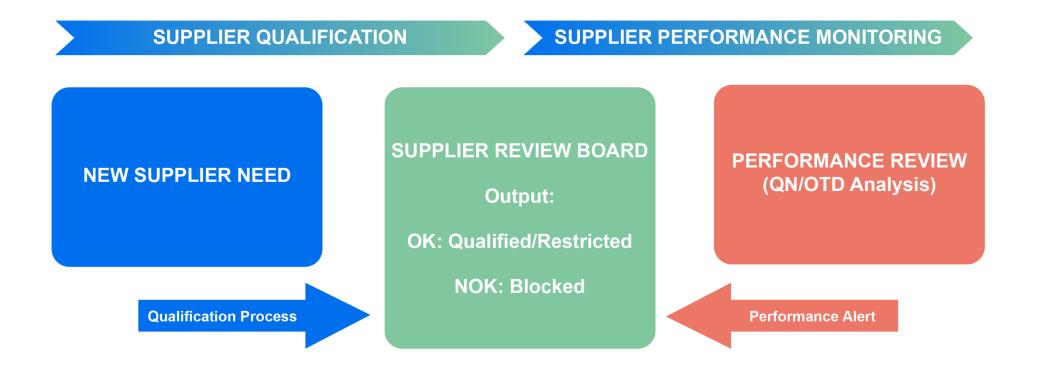
- Most material/components must be traceable to the supplied certification.
- The identification must therefore be stamped on the material/components if possible
- The DBI refers to all specifications and requirements for the identification and traceability of material/components.



# **Supplier Qualification**









### **Qualification Requirements**

The qualification process starts with a request from the initiator indicating the need to qualify a new Supplier, renew / re-qualify an existing supplier. The qualification and approval steps shall be executed in sequence and are inputs to the qualification workflow.

The following elements are required to introduce the supplier to the Supplier Review Board (SRB) meeting:

- Supplier Questionnaire (and supplementary documents)
- Financial "health" assessment
- A signed Non-Disclosure Agreement (NDA) as applicable

If the supplier is accepted following the SRB Meeting, the following elements will be required to complete the qualification of this one :

- Onboarding "Close Out Meeting Letter"
- QMS/HSE onsite or Desktop Audit or record of certification
- Technical Audit Report (if needed)
- First PO Inspection Report
- FAI report (if needed)

### If the supplier has not signed the N.D.A., he cannot be presented to the S.R.B.

### **Qualification Status**

Every month, new suppliers are presented to the SRB to be qualified after submitting the required documentation and passing any necessary audits (HSES, Technical and QMS).

#### The different status of suppliers :

- <u>Qualified</u>: The Supplier has been as qualified per the process T.EN. Supplier authorized to supply Direct materials per approved scope of work.
- <u>Restricted:</u> Supplier presented to SRB and added to GQSL (Global Qualified Supplier List) as restricted for limited period of time (waiting full qualification). During limited period of time, we can place PO's with this supplier
- <u>Blocked:</u> Blocked by quality or expired ESML.

#### **Global Qualified Suppliers List**

- For Loading Systems S.A.S, the GSP is responsible for the supplier qualification in coordination with Quality, HSE and Engineering.
- All suppliers are required to be qualified on the GQSL
- New direct material and services supplier account must be presented to the Supplier Review Board and added to the GQSL
- The GQSL status is stored in the ERP System, and fully integrated with the purchasing process.
- There is no way to place a PO to an unqualified supplier (ERP Block).



## Special Processes **Q**

Special processes are the output of an operation cannot be verified by monitoring or measurement activities or the activity is considered sensitive or critical in nature.

#### What are Technip Energies requirements for "Special Processes"?



Special processes usually require special technical knowledge, equipment, process controls, procedure and in some cases, special personnel qualifications as a consequence :

- All first-tier suppliers performing special processes must be qualified by Technip Energies, prior performing these activities.
- Technip Energies may require suppliers to use Technip Energies Qualified sub-suppliers, specifications and process procedures approved.
- Technip Energies may instruct the supplier to select another Technip Energies qualified special process supplier. The first-tier supplier is always responsible for communication of all Technip Energies requirements to its sub-tier suppliers.

#### What is considered as « Special process »?



- Welding
- NDE
- Heat treatments
- Elastomer Molding
- Forgings
- Wear Coatings/Surfacing
- Painting Application



All Suppliers and Subcontractors performing Special Processes shall be formally qualified by Technip Energies Subject Matter Experts (SME), prior to performing such processes.

Prior to placing an order to a Subcontractor, which includes a Special Process, Supplier shall always verify that any Subcontractor is qualified:

- In case the intended Subcontractor for a Special Process is not on GSPSL, Supplier must contact Technip Energies Commercial Point of Contact (the Buyer) or Supplier Quality Engineer (SQE) for further action before work is started.
- In some cases, Technip Energies may instruct Supplier to select another Technip Energies qualified Special Process Subcontractor.
- If warranted, Technip Energies may choose to qualify another or the suggested Special Process provider. In any case, Supplier is responsible for :
- Making the Part Report and pertaining Technip Energies requirements available for all their Subcontractors.
- Managing and performing oversight of their Subcontractors.
- Updating Technip Energies on any change of Special Process Subcontractor, or major change in Subcontractor's process, equipment, management and/or ownership.
- Informing Technip Energies about major or recurring technical, quality or delivery problems that have not been satisfactorily resolved with the Special Process Subcontractors.

### **Supplier Process Verification (SPV)**

The SPV is a kind of audit. It's a verification process. The SPV only applies to Suppliers that are "Qualified" or "Restricted" per the Loading Systems Global Qualified Suppliers List (GQSL). This procedure has two applications for SPV :

- **1. Strategic Supplier Process Verification Plan :** Technip Energies Loading Systems Strategic SPV is applicable to Suppliers identified as "Strategic" in the GQSL. Strategic Suppliers are subject to change based on business needs. If Suppliers are no longer designated as Strategic, they are not required to follow the Strategic SPV Plan.
- 2. Performance Supplier Process Verification Plan : SPVs are triggered by GQSL output. The type of SPV Checklist to be completed will be determined through Non-Conformance analysis.

This procedure is applicable to (re)verify processes of Technip Energies Loading Systems Suppliers to assure they meet defined requirements. This is accomplished by completing a Supplier Process Verification checklist at Supplier's facility. If non-conformities are identified during the SPV, the SQE shall create a Corrective Action Request (CAR).



## Performance Assessment 🞗

#### KPI (Key Performance Indicator)

Data from Technip Energies Data Bases or ERP system is used to measures frequently the quality (NC + CR + FNCR) and delivery performance of its suppliers. Technip Energies measures each supplier with some KPI:

- Quality and technical AUDITS, performed at supplier's facilities
- SPI (Supplier Performance Indicator): This performance measurement, communicated to the suppliers on a yearly basis, is the average value of the "% On-Time Delivery" performance & the "% Quality Performance".

Total Score	Performance Level	Performance Rating
90 <= X <= 100	1	Gold
80 <= X < 90	2	Green
60 <= X < 80	3	Yellow
X < 60	4	Red

KPI	Metric	Description	Total Points		Scoring Model					
	Defective %	Total pieces rejected/ Unit received	40	Performance Criteria	<0.5%	0.6 - 3.0%	3.1 - 6.7%	6.8 - 15.0%	15.1 - 20.0%	>20.0%
Quality				Points	40	32	24	16	8	0
Quality	PONC %	Total value of PONC/ Total spend value	20	Performance Criteria	<1.0%	1.0 - 1.5%	1.6 - 2.0%	2.1 - 2.5%	2.6 - 3.0%	>3.0%
				Points	20	16	12	8	4	0
	OTD %	Supplier commitment on- time delivery	30	Performance Criteria	96 - 100%	90 - 95%	85 - 89%	80 - 84%	75 - 79%	<75%
				Points	30	24	18	12	6	0
	ADL	Average days late	10	Performance Criteria	0 - 5	6 - 10	11 - 15	16 - 20	21 - 25	>25
Delivery	ery			Points	10	8	6	4	2	0



# **Observe and Purchase Orders**



### **Purchase Orders**

A purchase order (PO) is a legal contract between two business units placed in order to obtain any materials or services under terms and conditions stated (typically within a quantity, a delay and quality specified).



TECHNIP ENERGIES

#### Communication with Technip Energies

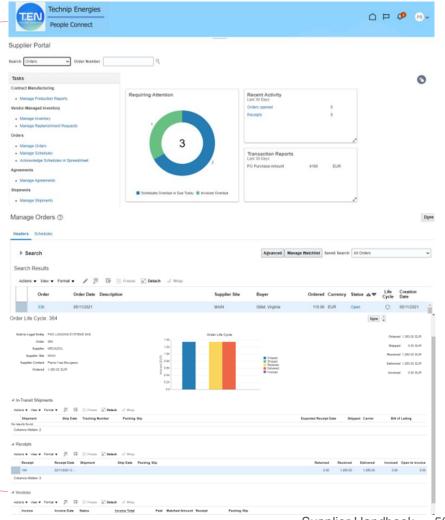
Introduction

Contact review

• Focus on Purchase Order

Purchase Order Process

- Our ERP and Supplier portal
- Explanatory documents attached



### Supplier Communication requested to follow RFQ and P.O.

#### **Buyer responsibilities**

Identify and transform production needs into PO and ensure the references and quantities correspond to the requisitions. Negotiate prices to ensure savings, and delivery date to ensure the on-time delivery requested by business.

Establish and negotiate price lists with the suppliers. Maintain relationship with them. Coordinate interaction between suppliers and other Technip Energies departments.

Establish and maintain world-class long-term relationship with suppliers.

#### **Supplier expectations**

Sign and hand over required information for introduction in Technip Energies ' system (Non-Disclosure Agreement, General Purchasing Conditions, Bank information, ...). Be open and responsive to Technip Energies 'requests. Especially concerning competitiveness, part and process qualification, specific demands with Technip Energies

- Share any difficulty in due time
- Share any opportunity for improvement
- Propose improvement to Technip Energies
- Reply in due time to the RFQ
- Acknowledge in due time the PO
- Complete required forms (in case of concession request)
- Deliver goods or services according to the PO date commitment



## Buyers/Suppliers responsabilities ♀

### Day to day relationship

#### **Buyer responsibilities**



#### Centralizing

All communication related to the BID and PO, including:

- Deliveries
- Prices
- DBIs
- Drawing
- Product documentation requirements
- Follow up on



#### Coordinating

Issues internally with relevant department for clarifications when needed



TECHNIP ENERGIES

#### Following up

Answers and acknowledgement. Answers are to be given on acceptable/ short/ basis.

"Technip Energies suppliers cannot make assumptions or have doubts. You are responsible to get clear answers from the buyer!"

#### **Supplier responsibilities**



#### Clarify

Any unclear points need to addressed.



#### Confirm

Contract terms (quality, delivery, prices) within 48h

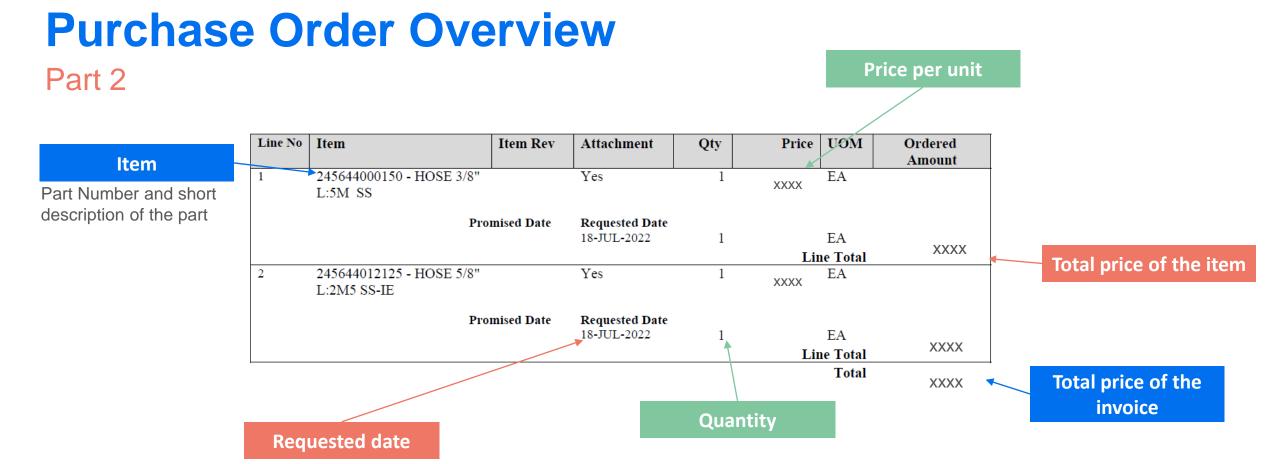


#### Keep Delivery commitments



<b>Purchase Ord</b>	er Overview 👷	
Part 1	TEN TECHNIP TEN TECHNIP	
	Purchase Document No     PO-7255     Amdt.No.     1     Date     27-JUL-2023       BUYER     SUPPLIER       T.EN Loading Systems SAS	Supplier Reference
Technip Energies P.O.	Route des Clérimois CS 10705 89107 SENS CEDEX FRANCE VAT Number: FR10879022309 Supplier Number: 133992	<ul> <li>Your company name's</li> <li>Your address</li> <li>Technip Energies vendor</li> </ul>
Reference	Issued by: Rosa Lebon Attention: Tel: +33 3 8695 8860 Tel: Email: rosa lebon@technipenergies.com Email:	<ul> <li>rechtig Energies vendor code</li> <li>Your internal contact</li> </ul>
<ul><li>P.O. number</li><li>Technip Energies' entity</li></ul>	PROJECT         Purchase Order and its amendment covers:         PURCHASE ORDER Documents         This PURCHASE ORDER will be carried out in accordance with the following documents (listed in the below order of precedence) and form part of it         PURCHASE ORDER PO-7255 its content and attachments         Purticular Terms and Conditions	
Invoice price	243115425000         D         20230214         180126           243125900000         E         20230302         163701           243125900000         E         20230302         163701           243115425000         D         20230214         180126	P.O. Incoterm & Payment terms
Technip Energies delivery address	Total value of PURCHASE ORDER in words: 15,428.60 ONLY         Price - Not subject to adjustment         Payment Terms & Conditions: 45 DAYS         Incoternus:         Invoice To: T.EN Loading Systems SAS Accounting Department         Route des Clerimois CS 10705         89107 SENS CEDEX         FRANCE	
Address for material reception	Delivery Date(5) 50e schedule by item: Delivery place/Execution place Route des Chrimois CS 10705 89107 SENS CEDEX FRANCE	Supplier Invoicing acceptance
	T.EN Procurement Owner T.EN Budget Owner	
	Name: Boudier, Isabelle Name:	
	Name: Signature and Stamp Title: Signature: Date: Supplier's Reference: Supplier's Comment:	Supplier Handboo

53



"One purchase Order per Invoice! Please make sure that each invoice refers to only on Purchase Order. If not, our Accounting Department will not be able to process it."



## Purchasing Special Conditions

<ul> <li>TECHNIP ENERGIES / TEN Loading Systems S.A.S. /</li> <li>INATERIAL The goods (material, product, etc.) will be in accordance with DBI and all technical specifications mentioned.</li> <li>WARRANTY Unless otherwise stipulated in the order (PO), the duration of the contractual warranty granted by the Supplier to TEN Loading System S.A.S., the later of these two dates is integrated/used, or 24 months from the date of delivery of this supply to TEN Loading System S.A.S., the later of these two dates is the later of the non-conformance detected, then recurrence and the criticality of the product, VENDORS/SUPPLIERS Supplier TABLEAGE (VARCHING) S. SHIPPINC DETAILS Minimum packaging requirements according to SEILA, - Soluction to be stain if to consideration Solucting list must appear clearly on the crate and must mention Technip Energies Purchase Order number, Technip Energies Purchase and the soluce with SEILA Shifter Standard Euro Pulce SA SUPPLIERS - State Supplier On SEILA Standards (www.selin ft) - Stoch part must indicate early (SML) And part must indicate early (SML) Catle must be in accordance with SEILA Palier: standard Euro Pulce SA SUPPLIERS SUPPLIERS SUPPLIERS SUPPLIERS SUPPLIERS - Supplier ONE SUPPLIERS SUPPLIERS SUPPLIERS SUPPLIERS SUPPLIERS - Supplier ONE SUPPLIERS SUPPLIERS SUPPLIERS SUPPLIERS - Supplier SUPPLIERS SUPPLIERS - Supplier SUPPLIERS SUPPLIERS - Supplier SUPPLIERS - Supplier Supplier ONE SUPPLIERS - Supplier Supplier SUPPLIERS - Supplier SUPPLIERS - Supplier SUPPLIERS -</li></ul>		
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### **Technip Energies Product Requirements**



#### DBI

- Introduction
- DBI Overview







#### **Measuring Devices**



#### **Quality Requirements**

- Quality Documentation
- Test Requirement



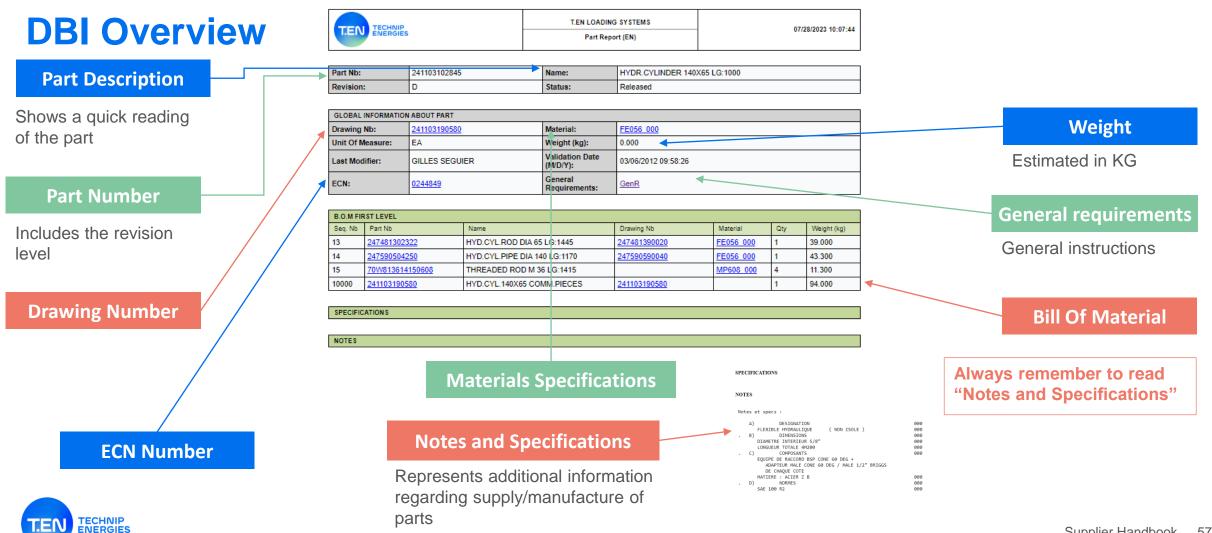
#### **Additional data**

- Material Identification
- Special Processes
- Handling/Packaging/ Shipping

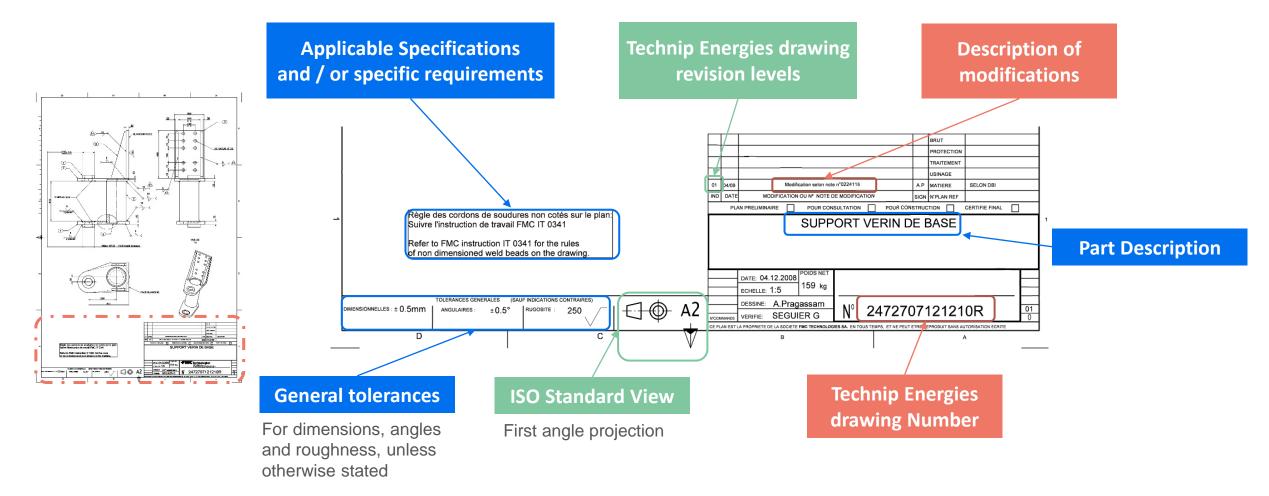


## **Technip Energies Requirements**

DBI (Data Base Information) or Part Report – The DBI is a unique Technip Energies document which contains all relevant technical information necessary for you to supply / manufacture the product according to requirements.



### **Drawings Overview**



"Technip Energies supplier cannot make assumptions or have doubts". You are responsible to get accurate answers from Technip Energies in collaboration with the buyer and they must be kept in the loop.



## What is an « ECN »?

ECN (Engineering Change Notice) is an internal Technip Energies document used to capture the Engineering changes on « parts, drawings, specifications and DBIs ». There are different levels of ECN depending on the modifications.

#### **ECN Class 1**



"STOP PRODUCTION" drives changes to Technip Energies products immediately upon its release.

Upon receipt of a Class 1 ECN suppliers shall stop to work and comply with the Class 1 ECN requirements.

Suppliers need to initiate a CR "Concession Request" if they cannot comply with the Class 1 ECN requirements, i.e., if the part is already finished.

The buyer will inform you if any action is necessary on your side.

#### How ECN are communicated to suppliers?



Technip Energies People Connect

The buyer comunicates with the supplier. A modified PO or a new PO is placed in the supplier portal

Technip Energies

WITHOUT

The buyer sends to the supplier all documents updated.

ECN Class 2

**"IMPLEMENT** 

**ON NEXT ORDER"** 

Supplier Porta

#### Supplier Porta

#### How it could be identified that an ECN has been done and where the information is accessible?

PN Revision level is changed from "C" to "D"

Part Number:241103102845 Revision:D

#### GLOBAL INFORMATION ABOUT PART

Drawing Number:<u>241103190580</u> Unit Of Measure:EA ECN:<u>0244849</u> "It's important to check the part number, drawing and specifications revision levels each time and to write this Revision level on all the relevant documentation!"



## Handling / Packaging / Shipping

#### Part 1

#### **Requirements and responsibility**

It is essential that material / components delivered to Technip Energies are suitably protected to prevent damage during transportation and handling operations!

You are in charge to supply the correct "Handling & Packaging",

that is able to withstand the rigors of loading, stowage and international transportation by road, ocean or air.

Packaging must allow stacking unless otherwise justified in your recommendations.

#### Packaging containing hazardous products must be duly labeled.



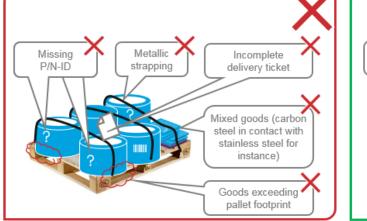
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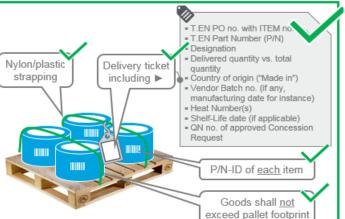
The forwarder is responsible for the proper stowage of equipment



#### Minimum packaging requirements:

- Refer to S.E.I.L.A packaging standards (www.seila.fr) for each P.O. with "special conditions".
- T.EN Specifications like DBI, drawing and another technical accompanying document.
- Buyer's comment on P.O.
- Supplier recommendations relating to material typology and / or sensibility.
- Supplier recommendations relating to packaging, handling / lifting (appropriate lifting devices must be shown on packaging when necessary).







### **Risks & consequences due to incorrect packaging**





The non-respect of the Technip Energies requirements can have multiple consequences:







## Handling / Packaging / Shipping

#### Part 2

### Each delivered parcel must have the following accompanying documents

- In a waterproof envelop
- T.EN P.O. number
- T.EN part number and revision label of each item
- Quantity of each item
- Batch number
- Concession request and/or NC number
- Country/City of origin

#### Inside the parcel (with the products)

- A delivery bill mentioning at a minimum :
  - Recipient: Loading Systems S.A.S ESML
  - Loading Systems S.A.S P.O. number
  - Loading Systems S.A.S item number and revision label
  - Quantity delivered
  - Concession request and/or NC number
  - If partial shipment (only when agreed by tactical buyer), please indicate quantity still to be delivered
- Copy of certificates relating to the products
- Any document required for storage or use of the equipment

#### We can supply labels at your request.

Identification				
T.EN PO no. No. Cmde T.EN	2		T.EN PO Line no. No. Ligne de Cmde T.EN	
T.EN Item no. Réf. Article T.EN				
	Description Désignation			
Supplied Qty / tota Qté livrée / Qté totale cor	-	1	Ctry of Origin Pays d'Origine	
If any / Si applic	able			
Supplier batch no. No. de Lot foumisseur			Heat no. N° de Coulée	
Expiry date Date de péremption			Concession no. No. Dérogation	

#### The country of origin is mandatory due to custom regulation



## Handling / Packaging / Shipping

#### Part 3

### When delivering with your own transportation :Tel :+33 (0) 3 86 95 89 11

Schedule of the storage area :

Monday to Thursday :

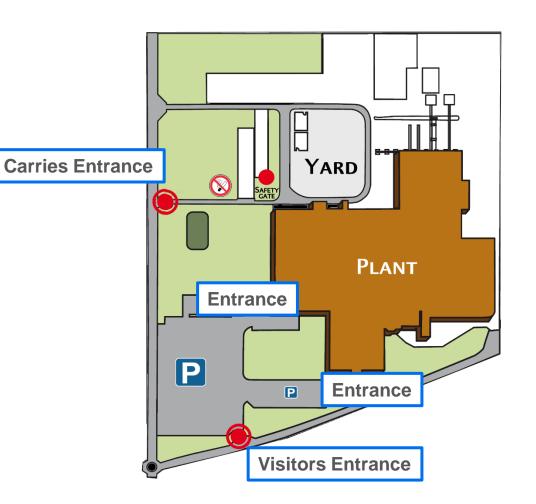
Friday :

121100
– 16h15
12h00
– 15h00

7h30 - 12h00

#### No full metal trailer, only tarpaulin covered trailers!







## Shipping requirements standard modes of transportation (only for T.EN LS\_FR)

Shipments I (See your local DHL a allow	agency for max weight	Shipments over 50 Kg					
EXPRESS	Europe & International	HEPPNEC. Transport & Logistics	Europe	KUEHNE+NAGEL	International		
<ul><li>S.A.S. account numbe</li><li>Do not cross « YES » (</li></ul>	on T.EN Loading Systems or « 951923281 » on the freight insurance is covered with a global act)	Seller is requested to ser form : « REQUEST FOR to: <u>collectionrequest.fmcti@I</u> And always copy to the ta	COLLECTION » for uplift, heppner.fr	<ul> <li>Fumigation or heat treat</li> <li>Please contact your local and always copy the tact</li> <li>The mode of transportation buyer directly with the formation of the formation</li></ul>	I Kuehne & Nagel agency ical buyer. on will be defined by the		



## **07** Account Payable Requirements



## Commercial Invoice **Q**

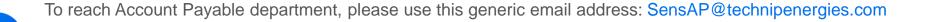


For T.EN LS\_FR (T.EN Loading Systems S.A.S.):

- The invoice will be issued to the name of: T.EN Loading Systems S.A.S., must be dematerialized (.pdf) and contains the invoice reference and the supplier's name
- It must obligatorily contain our VAT number FR 10 879 022 309 and EORI FR87902230900014
- One invoice will cover one order only, to be processed.
- There can be several PDFs in a single email

- Invoice will include all the information mentioned on the T.EN Purchase Order: Purchase order number, item number/part number, item line number, quantity, price and currency
- The email must only include invoices or credit notes (originals) and no other documents
- The email address to send invoices is : <u>apinvoice-ls-fr@technipenergies.com</u>
- This email address is to be only used for invoices/credit notes and not for other communications

For T.EN LS\_US (Technip Energies USA Inc.), all requirements are mentioned in the PO (apinvoice-ls-us@technipenergies.com)



### The D.E.B (Declaration of trade in goods)

#### Applicable mandatory for all E.U. member supplier

Within the European Union, the company conducts most of its trade freely, without formality and without border controls : it does not issue a customs declaration. However, it must send a monthly declaration of trade in goods (D.E.B.) to customs listing all of its intra-Community trade.

The DEB is therefore a document which summarizes, for a company, all the introductions and shipments made with other EU member states (ie intracommunity trade). This declaration must be sent to customs monthly for two reasons:

- Allow the customs administration to follow the flow of goods that generate the payment of VAT;
- Make it possible to establish the statistics of the foreign trade of France and to establish in particular the trade balance.

There are different types of DEB depending on the level of exchange reached by the companies: detailed declaration (thresholds: € 230,000 € for introductions, 460,000 € for shipments) simplified declaration (from 150,000 € for introductions and shipments).

This declaration can be made either in digital format (electronic DEB) or in paper format.

The declaration contains in particular the following elements :

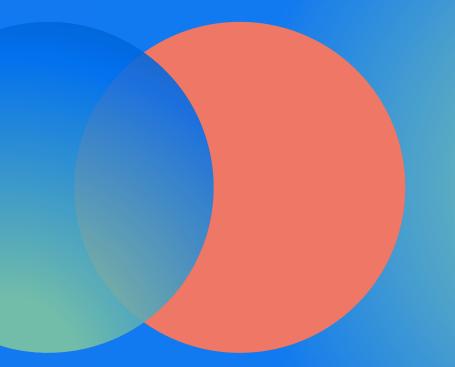
Product nomenclature according to the NC83 nomenclature, Weight of goods, Tax value, Purchase or Sale, Country of Origin or Destination, Intra-community VAT number of the purchaser. The declaration can be established either in paper format, or on the Customs website, or via dedicated software.

This mandatory information must be sent to T.EN Loading Systems S.A.S. using the invoice.

French customs website link for more information (Website in French): https://www.douane.gouv.fr/service-en-ligne/declaration-dechanges-de-biens-deb

The D.E.B. is only used in Europe!





## Definitions



The following termes and definitions are based on ISO 9001:2015 Quality Management Systems – Fondamentals and vocabulary with some adaptations and special interpretations, and are the terms and definitions used.

*Audit* : Systematic, independent and documented process for obtaining evidence and evaluating it objectively to determine the extent to which regulatory, legislative, contractual and QMS criteria are fulfilled.

*Client*: Expression used for indicating T.EN Loading Systems S.A.S Customers. A customer is the firm having a contractual agreement with, or the recipient of a product or service from the company.

Company : T.EN Loading Systems S.A.S

*Examination plan*: Plan for examination activities, based upon supplier quality plan (as applicable), the agreed contract/procurement schedule, production schedule and identified risk elements. Inspection and Test Plan (ITP), Equipment Hardware Quality Plan (HQP), etc.

*Hold Point :* A critical step in manufacturing and testing where it is essential that the company and / or customer representative inspects the material / equipment in order to ascertain that the product for delivery complies with the requirements. The process may not proceed without a written statement given for participation or waiver. Waiving of a hold point shall be documented and the reason for waiving stated. A hold point cannot be waived unless this has specifically been confirmed in writing.

*Inspection:* conformity evaluation by observation and judgment accompanied as appropriate by measurement, testing or gauging.

*Monitor Point*: Monitor points are activities that will proceed as scheduled, without advance notification, but are subject to customer witness as and when the customer requires. Monitor activities are intended for Process verification, not Product inspection.

*Primary Supplier* : Supplier with whom T.EN Loading Systems S.A.S. has placed a purchase order.

*Product Liability* : The Company's main policy in this field is through an effective Quality System to prevent the possibility of a product liability claim threatening its existence or hindering its development.

*Product Quality* : The customers' total evaluation of the performance of the product, throughout its defined life cycle, shall be satisfactory as specified by the customer or in accordance with high standards for the industry.

*Product / Service* : The result of a process that is the combination of some of the four generic product categories; hardware/software/services/processed materials. *Quality Notification* : SAP terminology for all "findings" related to NCR's, Technical Queries, Punch Lists and Site Queries to Customer or other "events" which may impact quality of design, material or process that requires a paper trail of documentation for tracking.

*Reviews*: activity undertaken to determine the suitability, adequacy and effectiveness (extent to which planned activities are realized and planned results achieved) of the subject matter to achieve established objectives.

*Sub-tier Supplier* : Supplier with whom an T.EN Loading Systems S.A.S. Primary Supplier has placed a purchase order

*Supplier*: Expression used for Supplier/Vendor/Subcontractor. A supplier is the party to whom an order/contract has been placed by the company for the purchase of supplies, or the execution of a specific part of a particular order.



*Test* : Determination of one or more characteristics according to a procedure.

*Validation* : Confirmation through provision of objective evidence, that the requirements for a specific intended use or application have been fulfilled. Conditions for validation can be real or simulated.

*Vendor*: Sub-contractor, supplier, manufacturer or service provider.

*Verification* : Confirmation through provision of objective evidence, that specified requirements have been fulfilled. Confirmation can comprise activities like alternative calculations, comparisons with similar/previous design specifications, tests, and review of documentation.

*Witness Point*: A critical step in manufacturing and testing where it is desirable that the Company /Customer representative inspects the material/equipment in order to ascertain that the product for delivery complies with the specified requirements. The process may proceed with or without the presence of a Company / Customer representative.

	ΑΡΙ	American Petroleum Institute	G GSP		Global Sourcing and Procurement		PPE	Personal Protective Equipment
	ANSI	American National Standards Institute	н	HSES	Health, Safety Environment and Security	Р	PQR	Procedure Qualification Record (for welder)
	ASME	American Society of Mechanical Engineers		ISO	International Standards Organization		QA	Quality Assurance
	ASNT	American Society for Nondestructive Testing		ITP	Inspection Test Plan		QAP	Quality Assurance Plan
	ASTM	American Society for Testing and Materials	К	KPI	Key Performance Indicator		QC	Quality Control
в	вом	Bill of Material		LNG	Liquified Natural Gas	Q	QIP	Quality Improvement Plan
	CA	Corrective Action		LPG	Liquified Petroleum Gas	ų	QMS	Quality Management System
С	ccus	Carbone Capture Utilization and Storage		L.S	Loading Systems		QN	Quality Notification
	CR	Concession Request	м	MP/ QP	Manufacturing Process / Quality Plan		QP	Quality Plan
	cs	Control System		NACE	National Association of Corrosion Engineers		QSL	Qualified Supplier List
D	DBI	Database Information (Part Report)	N	NCR	Non Conformance Report		RCA	Root Cause Analysis
	DR	Design Review		NDA	Non-Disclosure Agreement	R	RFQ	Request For Quotation
	EPC	Engineering Procurement and Construction		NDE	Non-Destructive Examination		RFI	Request For Information
Е	ERP	Enterprise Ressource Planning		0.A	Order Acknowledgement		SAP	Systems, Application and Products in Data Processing
	ESG	Environmental, Social and Governance	0	OEM	Original Equipment Manufacturer		SPI	Supplier Performance Indicator
	ESML	Entity Sens Marine Loading		OTD	On-Time-Delivery	S	SQE	Supplier Quality Engineer
	FAI	First Article Inspection		PA	Preventive Action		SRB	Supplier Review Board
-	FAT	Factory Acceptance Test		PEP	Project Execution Plan		SRM	Supplier Relations Module
	FLNG	Floating Natural Gas		PL	Punch List	т	T.EN	Technip Energies
	FMEA	Failure Mode Effect Analysis		PMI	Positive Material Identification	w	wi	Working Instruction (IT)
G	GQSL	Global Qualified Supplier List		PO	Purchase Order	vv	WPS	Welding Procedure Specifications



## Thank you