

Vendor Pre-qualification Programs at Producer Companies

5th Annual Saskatchewan Oil & Gas Supply
Chain Forum



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Agenda

- Crescent Point's Mission
- Crescent Point's Transition Plan
- Focused Asset Base
- Previous Management of Suppliers
- Supplier Pre-Qualification Program
- Questions



At Crescent Point
our mission

is to



enhance

shareholder returns by



cost-effectively

developing a

focused asset base



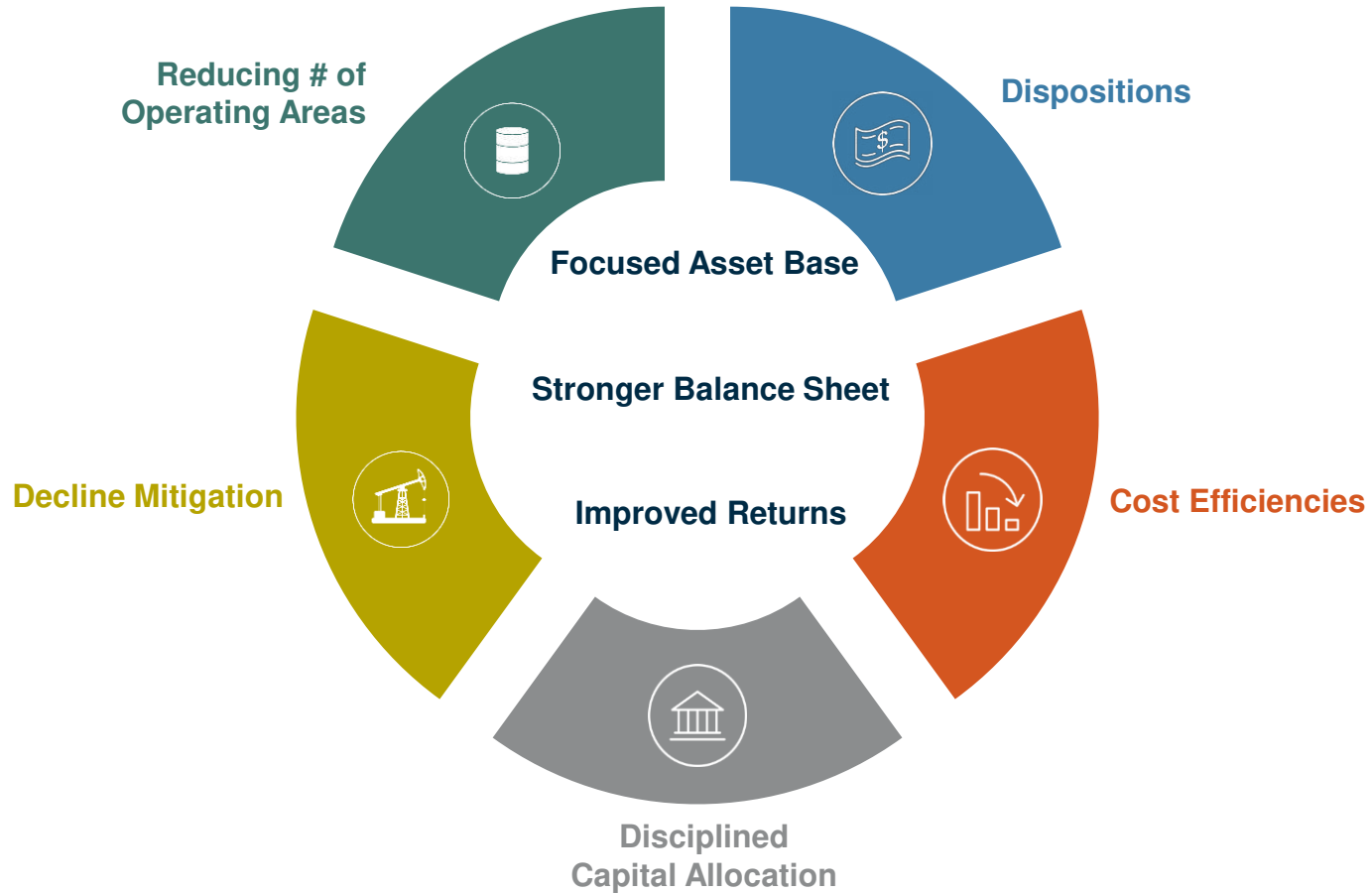
in a

**responsible
& sustainable**

manner.







Transition Plan to Create Shareholder Value



Focusing our Asset Base with Key Criteria



● Key Focus Areas ● Early-stage Resource Play

- ◆ Returns 
- ◆ Scalability 
- ◆ Free Cash Flow 
- ◆ Market Access 

Crescent Point Supplier Overview

- Number of suppliers by area and business unit

Supplier Overview by Area	
South East Saskatchewan	1085
South West Saskatchewan	617

Supplier Overview by Business Unit	
Drilling	474
Completions	505
Facilities	412
Tie-In	284
Well-Servicing	334
Operations	1037

Previous Management of Suppliers

- Issues with manual process
 - Not all suppliers meet the same qualifications
 - Inconsistent qualification requirements
 - Varying ways of collection of data, redundant or collected multiple times
 - Communication methods unpredictable



Why a Supplier Pre-Qualification Program

- Align with corporate strategic and operational objectives
- Transparency and fairness
- Provide feedback loop to supplier base
 - Performance
 - Opportunities
- Equal opportunity for existing and potential suppliers
- Understand what is deficient on both sides of the relationship
- Reduce information entry points

Supplier Pre-Qualification

- Accessibility to information
- Support with vetting of information
- One source of truth



- Prioritize Safe Operations
- Sustainability Reporting
- Ethical and Transparent Relationships with Suppliers



Questions



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Appendix - Supplier Classification

- Depending on supplier type different requirements, and compliance documents will be required
- Onsite vs off site
- Depending on the type of service and/or material the supplier is deemed Safety Sensitive or Non Safety Sensitive in one of the following categories
 - Onsite Services
 - Offsite Services
 - Transportation
 - Materials Supplier

