



Company Details

Company name: Teekay Shipping (Australia) Pty. Ltd.
Location: Level 6, Bayview Tower;
1753-1765 Botany Road,
Banksmeadow, NSW 2019
Contact Details: Tel: (02) 9316 1000
Website: <http://teekay.com/australia/>

Executive Summary / Scope of Contract

Teekay Shipping (Australia) Pty. Ltd. (Teekay) shall perform all activities under the contract relating to the provision of Services in support of the Australian Defence Vessel (ADV) Ocean Protector and the attendant Support System.

The Vessel is Australian Flagged and operates under the Naval Flag Authority as a Naval Auxiliary in Class Notation with DNV-GL.

These services include:

- a. management of Services;
- b. provision of Operating Support Services; including provision of civilian crew for the vessel
- c. provision of Engineering Services;
- d. provision of Maintenance Services;
- e. provision of Supply Services;
- f. provision of Training Services;
- g. provision and support of Support Resources, including:
 - (i) Personnel, including Key Persons;
 - (ii) Technical Data;
 - (iii) Packaging;
 - (iv) Facilities; and
 - (v) computer support;
- h. Verification & Validation (V&V); and
- i. Quality Management.

Value of the contract is approximately AUD \$15.3M per year, with the contract term of five years from Operative Date.

AIC Opportunities

Teekay established a shore and crew support structure required for the delivery of recurring services under the contract, with approximately 97% of work to be performed by the Australian Industry (including direct employment of Australian crews etc.), and approximately 3% done by overseas companies.

Under this contract, Teekay is also responsible to undertake adhoc and survey and quote based work in support of the management and maintenance of the ADV Ocean Protector. This is an area

where Teekay expects further involvement of Australian industry to deliver the support services requirement for ADV Ocean Protector.

Teekay is proud that its AIC response has already maximised the input of Australian Industry in the award of the contract, but it will continue to seek out further opportunities to contribute to the skilling and development of key industry requirements over the term.

LEGEND

	Australian content highly unlikely
	Both Australian and International content likely
	Australian content highly likely

Table 1: Opportunities for Australian Content

Activity	Industry Content
Classification Societies	
Configuration Management	
Main and Auxiliary Engines – Maintenance Support	
Propulsion Drive – Maintenance Support	
Fire Fighting Equipment – Maintenance Support	
Deck Machinery - Maintenance Support	
Navigations & Communications - Maintenance Support	
Fire Fighting and Life Saving Equipment - Maintenance Support	
Dry docking	
Stores and Spares	
Equipment Hire	
Service Contractors	
Corporate Services	
Operations Services	

The location of the requirement is expected to be Sydney, NSW or Perth, WA. Some services may be able to be provided from other locations where an onsite presence is not required. More information about Teekay's Australian operations is available from the following website: <http://teekay.com/australia/>.



Future Opportunities Industry Engagement

In addition, to promulgating future opportunities through this plan, Teekay will actively promote opportunities to Australian industry by maintaining a communication channel for new participants to showcase their skills and suitability to provide services to Teekay in support of ADV Ocean Protector and Teekay's other maritime operations.

Following includes some of the activities through which Teekay is identifying and evaluating new Australian Industry service providers:

- Participation in trade shows, visiting the exhibitors' stands, exchanging contact information, and discussing opportunities (e.g. Pacific 2017; Defence and Industry conference)
- Attendance at other joint Defence and Industry events seeking opportunities to engage with other participants ("Meet the Chiefs" meeting series, events related to specific areas of interest and expertise in maritime technology, supply chain logistics, etc.)
- Participation in industry associations promoting networking and interactions among SMEs and other industry participants (Maritime Industry Australia Ltd; Australian Maritime Defence Council)
- Keeping in touch with other industry associations (e.g. Australian Shiprepairs Association; Australian Shipbrokers Association) to discuss our requirements and their capabilities
- Advertising about Teekay in industry publications and directory (Australian Defence Magazine, Defence Suppliers Directory), and
- Joining Project panels and publicly sharing Teekay's capabilities with other SME to seek potential areas of cooperation.

For future opportunities and in addition to above, Australian Industry Companies are encouraged to also contact Teekay, either through our general contacts / website or directly with Teekay Fleet Manager (Peter.luliano@teekay.com).

Once the potential new Australian services providers are identified, prequalification of subcontractors is the next step in the collaboration with subcontractors and suppliers.

This takes into account information relating to subcontractors:

- skills and capacity
- safety record
- technical strengths
- financial strength
- location of facilities and
- overall experience



Signed for and on behalf of Teekay Shipping (Australia) Pty. Ltd.



(signature)

JOSHUA DAY

(print name)

Director

26 APRIL 2018

(date)

