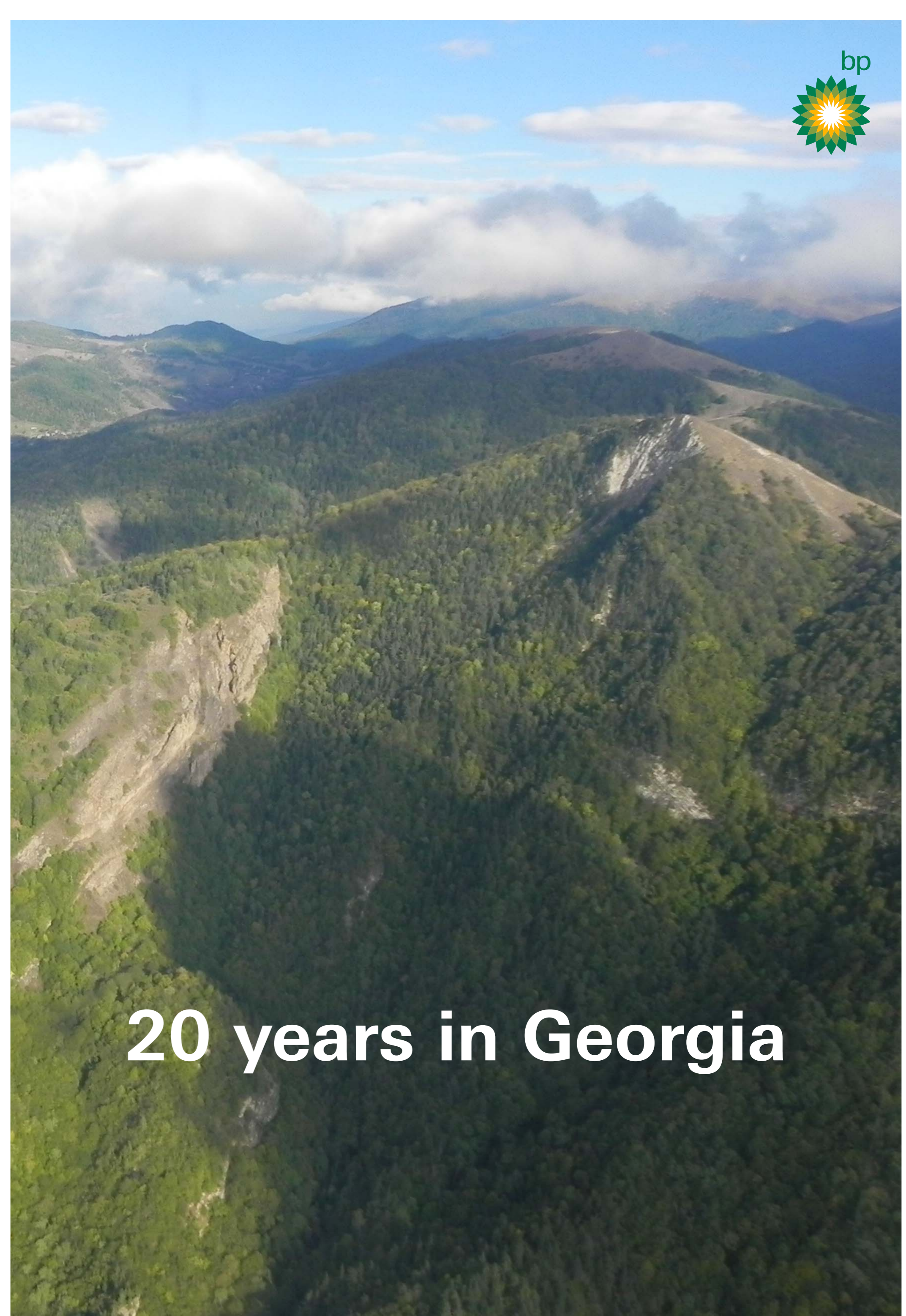




**20 years in Georgia**



# BTC

## Baku, Tbilisi, Ceyhan Pipeline

The pipeline, which is buried along its entire length is 1768km in total length: 443km in Azerbaijan, 249km in Georgia, and 1,076km in Turkey.

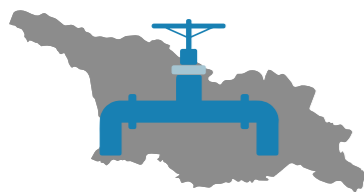
The pipeline throughput capacity is 1.2 million barrels of oil per day.

The BTC pipeline facilities include:

- 8 pump stations (2 in Azerbaijan, 2 in Georgia, 4 in Turkey)
- 2 pigging stations (1 in Azerbaijan and 1 in Turkey)
- 101 block valves

Total length of pipelines in Georgia:

850+km



# SCP

## South Caucasus Pipeline

The pipeline, which is buried along its entire route, is 693km in total length: 443km in Azerbaijan, 250km in Georgia.

SCP was constructed in the same corridor as the BTC pipeline in order to minimize the environmental and social impact. The pipeline throughput capacity is up to seven billion cubic meters of gas per annum.

The SCP pipeline facilities include:

- 1 compressor station
- 2 Sales gas offtakes, Turkey and Georgia
- 11 block valves collocated to BTC pipeline block valve stations

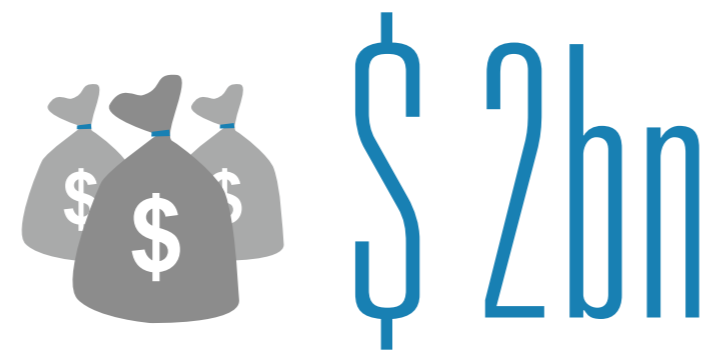
First commercial gas to Georgia was delivered in January 2007.

## Gas delivery to Georgia

In 2006, we completed the core construction of the 762mm gas off-take pipeline to enable the delivery of gas to Georgia from the Shah-Deniz gas field in Azerbaijan.

The pipeline, which is 12km long, commences at the outlet of the SCP pipeline (at pump station 1, near Gardabani) and terminates at the interconnecting facility to the Gorgian gas transmission system.

SCPX investment in Georgia:



# SCPX

## South Caucasus Pipeline (SCP) Expansion

In order to accommodate additional 16 bcma of capacity, the existing pipeline will require the following modifications:

- New 48" - diameter pipeline through Azerbaijan and Georgia
- Construction of two additional Compressor Stations (CS) in Georgia
- New/expanded Pressure Reduction and Metering stations in

# Supsa Terminal

## Storage capacity for crude oil transported via the Western Route Export Pipeline (WREP).

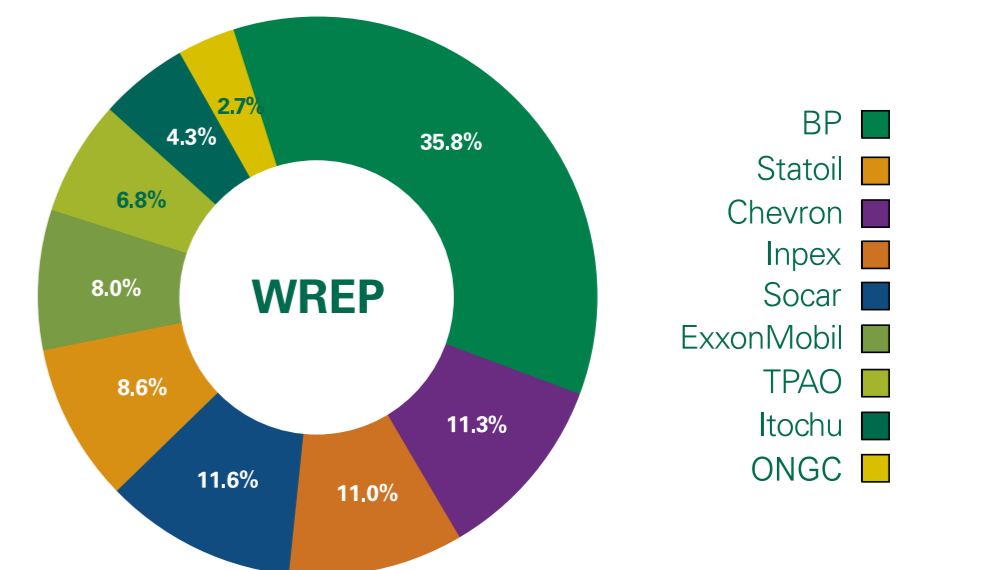
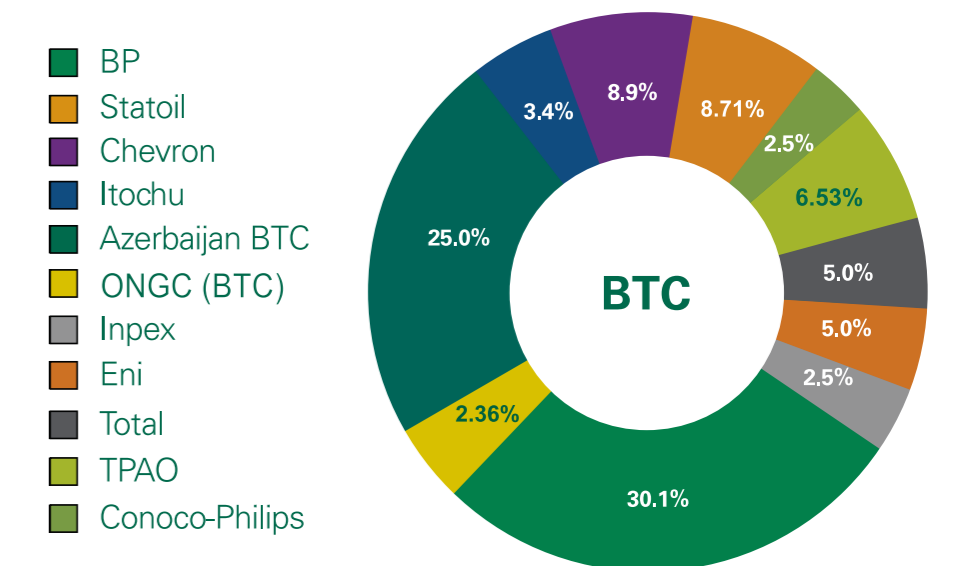
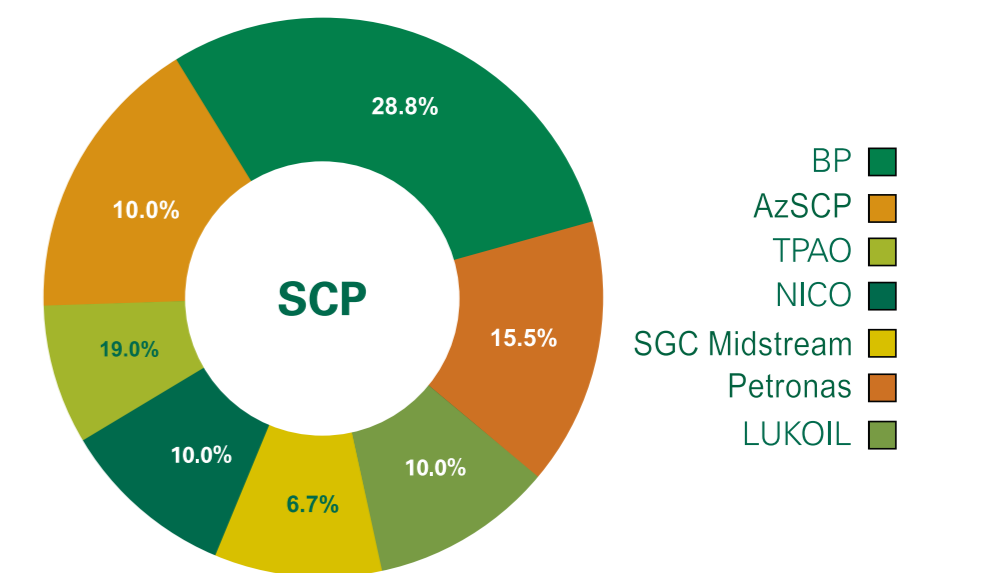
Supsa Terminal provides storage capacity for crude oil transported via the Western Route Export Pipeline (WREP) before loading to oil tankers via offshore loading facilities. The crude is further shipped via tankers through the Bosphorus Straits to global markets. Supsa Terminal has been in operation since January 1999.

The crude oil is fiscally metered and collected for export into four Crude Oil Storage Tanks, each of approximately 40,000 tonnes capacity. Also sited at Supsa is the central Control Room to control both crude receipt and facilities.

The first tanker export from Supsa Terminal was on April 8th 1999.



## BP Operated Interests in Georgia



# Baku-Supsa Pipeline

## Western Route Export Pipeline

The pipeline, which is buried along its entire route, is 833km in total length: 456km in Azerbaijan, 377km in Georgia.

The pipeline throughput capacity is 100 000 barrels of oil per day.

The WREP pipeline facilities include:

- 5 pump stations (2 in Azerbaijan, 3 in Georgia)
- 2 pressure reduction stations
- Export Terminal at Supsa, Black Sea coast



# 20 years in Georgia



**1996**

BP opened its first office in Tbilisi, Georgia



**1998**

Construction work on Western Route Export Pipeline began



**1999**

Official inauguration of Supsa Oil Terminal and first tanker loading



**2000**

BTC Intergovernmental agreements ratified by parliaments of Azerbaijan, Georgia and Turkey



**2001**

SCP intergovernmental agreement for Shah-Deniz project signed between Azerbaijan and Georgia for the transit, transport and sale of natural gas



**2003**

Construction of BTC and SCP pipelines began



**2004**

Community Development Initiative supports communities along the pipeline route



**2005**

BTC first oil celebration held in Georgia: at pump station 1 and Tbilisi



**2007**

SCP first commercial gas delivered to Georgia

Georgian citizens taking leadership positions

**2008**



First EU compliant landfill in Georgia for BP operations launched

**2009**



One billion barrels of oil delivered by BTC pipeline

**2010**



500th tanker loaded in Supsa

**2011**



BP Georgia became official partner of national Olympic and Paralympic committee

**2012**



Shah Deniz 2 Final Investment Decision signed

**2013**



Construction work on the SCPX project began

**2014**



Sustainable Development Initiatives continue bringing benefits

**2015**



**2016**

BP celebrates 20 years of successful operations in Georgia



We have delivered around 3.4 billion barrels of oil equivalent of hydrocarbons

**10 000** people involved in the construction of WREP, BTC, SCP and SCPX.  
**95%** of more than **550** BP Georgia employees are Georgian nationals.

**\$ 3 bln** investment in Georgia  
**\$ 811 mln** payments to local companies since 2000

about **300** cultural heritage sites discovered

Our pipelines averaged operational efficiency of almost 100%

**70** Local suppliers involved in BP's operations and SCPX construction

**30** renewable energy and energy efficiency projects implemented country-wide

**300+** communities along the route of BP-operated 3 pipelines in Georgia benefit from Community Development Initiative

operational efficiency of almost 100%

**800+** small businesses established through the community development initiative since 2003

**250+** students graduated from Project Management College established with BP's support

**50+** environmental projects supported

More than **750** tankers loaded in Supsa

**150+** schools teach road safety as a part of their curriculum





I was privileged to arrive in Georgia 2 years ago in March 2014. Even before arriving here I knew it was a beautiful country with remarkable people, culture and history. Also I knew about Georgia's role as the energy corridor from the Caspian, about the BP

Georgia team and many of its achievements in building and operating the WREP, the BTC and the SCP and also about the new SCPX project that will further expand our importance to Georgia and its people, to the Region and Europe, to our company, partners and stakeholders and to the industry. Adding to that, beautiful mountains, meadows, lakes, valleys and rivers, pleasant climate, fascinating places to visit, embracing people, great food, wine, song, music, theatre, traditions, sport... the list goes on and on... All together these factors made assignment to Georgia a unique, exciting and welcome opportunity.

I feel honored to be leading BP in Georgia at the special time when we are proudly celebrating 20 years of successful operations in the country and are bringing to fruition South Caucasus Pipeline Expansion Project (SCPX) – a portion of the world's largest energy infrastructure project - Southern Gas Corridor. What just less than two years ago was ground unbroken, today is the suite of rapidly rising global-scale state-of-the art facilities for the

*“ I feel honored to be leading BP in Georgia at the special time when we are proudly celebrating 20 years of successful operations in the country and are bringing to fruition South Caucasus Pipeline Expansion Project (SCPX). ”*

SCPX compressor stations and new 48" pipeline being laid through 66 kilometers in Georgia.

Our pipelines are our long-term investments. They have decades of operations ahead, making these past 20 years just a start. The pipelines, we build and operate, provide a safe, reliable route for hydrocarbons to get to the global markets. Soon this energy highway will be further expanded with SCPX.

Today one percent of the world's hydrocarbons pass through Georgia, one out of every hundred barrels fulfilling world demand. This does not happen without excellent people with a lot of dedication and passion. BP's pipelines run with nearly 100% efficiency day in day out, underpinned by your commitment to safety, reliability, compliance and efficiency.



Our safety and environmental practices are aligned with global standards to which we subscribe and perform to. During the 20 years of our operations we have helped and influenced other companies in Georgia to raise their standards in safety, environmental management, and other fields. Just one of many examples is how we've set the standard for waste management in Georgia by opening the first world standard landfill in Georgia in 2009 and by supporting the local supplier to launch the first in Georgia hazardous waste incinerator in 2015.

Today we have more than 200 local suppliers in Georgia supporting our operations and construction project. We are always ready to help other companies to develop their standards, their capability to become more advanced and higher



performing companies. We make contracts with local suppliers for our own success, but we do it in a way that it helps them to succeed and to grow, because we need to have by our side successful companies that are providing high-quality and efficient services to us.

Our aspiration is to build a business that is sustainable, a business that can contribute to a sustainable environment and where greenhouse gas emissions are managed prudently. We at BP Georgia play our part to the global energy challenge in two ways. First, we are cognizant of our carbon footprint and look for opportunities to improve, adopting changes: for example optimizing jet engine working time at our facilities, moving our facilities from diesel-generated power to the grid-power electricity largely generated from hydro resources. And second, we promote energy efficiency theme across Georgia by supporting numerous successful community projects.

In Georgia we enjoy a good reputation that is earned with the community, with the government, our contractors, and the other stakeholders. We've earned and maintained this reputation and trust through a lot of work that has gone into social programs, energy efficiency projects, community development initiative, educational programs and many more activities, demonstrating strength and quality of our operations.

Our projects in Georgia have created thousands of jobs, with 10,000 people employed in building WREP, BTC, SCP over the years and today over 3000 - building SCPX. Today in Georgia over 550 employees and another 1000 or so agency and close contract employees are involved in managing existing operations. Our workforce is 95% staffed by Georgian citizens. In operations, we've employed people to run our pipelines 24 hours a

day 365 days a year, and do that with 100% reliability. These are professional skilled and highly respected jobs. Taking size and breadth of BP in Georgia, all the components that support the operations, people in every function have many professional development paths.

It takes concerted efforts of many people with different skills to make an organization work the way BP Georgia works.

It is a privilege for me to be here at this time, celebrating two decades. I would like to thank team BP Georgia: BP employees, agency staff and our many supporting contractors. The support, attitude, dedication and teamwork of this

*“ Today one percent of the world's hydrocarbons pass through Georgia safely and reliably, one out of every hundred barrels fulfilling world demand. ”*

workforce is remarkable. We also owe thanks to the many individuals who support BP Georgia construction projects and operations beyond our borders, in Azerbaijan, Turkey, UK, the US and elsewhere. Let me extend congratulations to our partners and all stakeholders.

Happy anniversary for 20 years in Georgia to all! While we have 20 years of achievement and success to look back on with pride, we can and should also look forward to a bright future. Our pipelines will carry on for many decades. In timeline, we have only just begun...

Again, Congratulations!

**Chris Schlueter**  
BP Georgia Head of Country



First time I encountered with Baku-Supsa pipeline project was in 1994, when I became a member of the Georgian Government team which led negotiations with oil consortium over the construction of the pipeline. After the agreements were signed

in March 1996, there was an opportunity to join BP. I had no hesitation to make that important decision. It was early May of 1996 when Terry Adams, President of Azerbaijan International Operating Company (AIOC), handed to me the employment contract in Kutaisi. Thus I became deputy resident manager of Georgian Pipeline Company (GPC), operated by BP.

My job initially included almost every role in the office: accountant, office administrator, customs clearance and tax, legal, negotiations, government and community relations, community compensations and so on.

This was an incredible, exciting, very demanding, and very new endeavor in every regard. Moving from government to the new environment of western company was a dramatic change for me. There was an enormous learning curve, with the mix of successes and failures, no experience and nobody to ask. You just needed to do and learn. And you were expected to deliver no matter what. It was incredible time with no weekends and no limits on daily working hours. But it was huge fun too together with a small group of our colleagues - the first employees of BP in Georgia.

When I look back at my 20 years in BP, I think that I am especially proud of my contribution in establishing, maintaining and bringing relationship with the Government at a new, close to exemplary level. This was quite difficult initially. We were all lacking the knowledge and experience on parties' capabilities and limitations, managing expectations, interpreting and implementing massive documents/agreements, where the rights were given but the way to exercise those rights were absent and required negotiations. With the frequent changes occurring in the country, many times we had to initiate relationships with the parties over and over. I am happy that I contributed in bringing the trust and credibility to these relationships.

Surely this would be impossible without my team and entire organization. I am really proud to have such professionals around. It is a huge privilege to lead them and be with them.

To me working for BP was and still remains as a unique opportunity to learn and grow, get experienced, work with and lead very exceptional people, make many important decisions, feel trusted and respected within the company or externally. I deeply believe that the same is true to many of my colleagues.

*“ To me working for BP was and still remains as a unique opportunity to learn and grow, get experienced, work with and lead very exceptional people.*

BP, as the operator of 3 major pipelines, has created history for itself and for the country. Our impact on Georgian society was and still remains significant. I will not dwell on gas delivery to Georgia, which is a separate story. Our impact has been substantial maybe not so much financially as by addressing continuous education and knowledge sharing, seeding the safety culture with our stakeholders - especially with contractors, embedding environmental safety standards, driving corporate social responsibility programs and many other areas. Our social projects, their evolution in the last 15 years and impact on the society is remarkable. BP Georgia is named by many, if not all, as the best example in Georgia of how the projects needs to be run to reach highest efficiency and impact to all stakeholders. Needless to say, that I am very proud to be an active contributor of creating such legacy.

I made an important choice 20 years ago...and I am sure all my colleagues feel the same way, that they made a similar, equally important decision 20, 15, 10 years ago or perhaps just recently. Our journey continues and after 20 years I strongly believe that we are still at the beginning of fascinating story of BP in Georgia.

**Gia Gvaladze**  
Communications and External Affairs Director



My journey with BP started in 1998, when I succeeded in the technicians selection process for Baku-Supsa pipeline. I heard about the recruitment from one of my Georgian colleagues, who was working with me on Baku-Supsa

construction. We were young and full of energy, so it did not take us long to make a decision and apply for the technician's position in a new operations team. First six months of the English language training and induction, seemed to take forever - I was in anticipation to start active work on site and have access to the operations equipment immediately.

Finally the time came. In the middle of winter 1999, together with the first group of technicians, I was deployed to a snowy and icy operations site up in the mountains...Soon after it, in April 1999, BP celebrated the inauguration of Supsa Terminal at the Black Sea and Baku-Supsa pipeline received the first oil. We were proud to contribute to this significant achievement. Our pump station received the first oil, transported it onwards to the Black Sea and to the international markets. This was truly a new experience, something that I will always remember.

I am proud of the achievements Georgia Operations team made on the way to training and preparing Georgian nationals to assume operations leadership roles previously held by expatriate specialists. It was a massive challenge to get the operations running smoothly, while facing lots of outstanding issues with the new systems and equipment. I am happy that I've played my part in nationalizing Georgia operations and there lies my modest contribution in the significant milestone which is 100% national team managing pipelines operations in Georgia.

Working for BP is a unique experience for me and I trust for all of my colleagues. My background is mechanical engineering and I really enjoy what I do here. Every day you learn something new dealing with many technical discipline professionals. I think

BP is one of a few companies in Georgia, where you can gain unique experience and exposure to the high technologies.

Our company deeply cares for its employees' safety and wellbeing. This approach is very close to me personally and professionally as a member of BP Georgia leadership team.

I think BP has significantly contributed to the stability and prosperity of Georgia, especially considering social and economic climate in early years of our operation. As a responsible business, BP deeply cares about neighboring communities. We have very high ethical standards as a corporation and this is very much appreciated by people outside. BP is a role model for other companies in Georgia.

*“ I am happy that I've played my part in nationalizing Georgia operations and there lies my modest contribution in the significant milestone which is 100% national team managing pipelines operations in Georgia.*

At BP, people are most valuable asset, contributing to the company success every day. I wish BP a prosperous journey, safe and successful operations in Georgia for many years to come.

**Misha Datiashvili**  
BTC and SCP Operations Onshore Site Manager



My first job at BP was a one-month position as a personal assistant to operations manager. In the beginning I found myself in the world where everything I was doing was new for me. I remember a meeting where I was

BP is the organization that offers ample opportunities for development. I, as well as many others at BP, have been given a chance to enhance my knowledge and skills in my field. BP supported me to get postgraduate diploma in people management and development, which I continued

*“ I do my job with all my heart and I do believe it is appreciated by the people I’m working with. BP is a great company that gives you all possibilities to develop. It is up to each individual to want to develop, to own it and follow things through.”*



accompanying operations manager and struggled to translate word PIG. Of course at that time I did not know that PIG stood for Pipeline Inspection Gauge.

Shortly I applied for the vacancy in BP HR, which has been the field of my interest since I studied for my master’s degree in GIPA. After tests and several interviews I was selected for the role. It was fifteen years ago and since then I’ve been working in HR.

As HR professional, I’ve always enjoyed supporting business. I do my job with all my heart and I do believe it is appreciated by the people I’m working with.

myself later and completed my master’s degree in the same field. From experience point of view, I had a great opportunity to spend two years in Baku, working with very experienced HR team in a very demanding business environment. BP is a great company that gives you all possibilities to develop. It is up to each individual to want to develop, to own it and follow things through.

At BP we have formal learning system which includes training sessions, mandatory courses for specific jobs and on-the-job training. I believe the best way to develop that the organization offers is the latter. This stretches you, creates challenges which if managed correctly motivate you and make you want to do more. To me the best way to develop is to learn with experience.

BP is a great school. Many of my colleagues will agree with me. Working at BP you build solid foundation for your successful career. Throughout the 20 years of operations in Georgia BP has seen many cases of successful career development. Years ago almost all leadership positions at BP in Georgia were held by expat employees. Today

more than 55% of leaders in BP Georgia operations and SCPX project are Georgian citizens, assuming the key positions in operations, maintenance, communications and external affairs, safety, environment and many other fields.

Today at BP in Georgia we have more than 550 employees on BP and agency contract supporting BP activities. 95% of our employees are Georgian nationals, most of them with rich experience in their spheres.

I’m proud to be working for the organization that values its employees, expresses due respect and demonstrates care for them. All of this is reflected in the working environment we have; in benefits we’re getting; in the sense of stability and safety we experience.

**Tika Sharadzenidze**  
HR Manager





## BOB MOORE

Gamarjoba!

It's rare in one's career to have the opportunity to be

part of something truly historic. 20 years ago I had the privilege of being selected as the Vice President and Managing Director of Georgian Pipeline Company, GPC, as it was known in its early days.

The opportunity to lead, influence and develop GPC's culture of organizational determination, optimism and progress at its beginning was a privilege. GPC was carefully constructed with remarkably talented, energetic and determined Georgians who I think recognized, even in those very early days, that they were part of something special and historic for Georgia and for Caucasus region. Together, we laid the foundation of a company that has grown and prospered into BP Georgia.

GPC was an organization built with young, enthusiastic Georgians so eager to achieve. I often recall leaving the office at 7 pm, or later, and seeing many of the GPC staff still in their offices, heads down, working on the tasks at hand. There was such pride throughout the organization. Those days working together as a team led to a bond among us that has lasted twenty years and will continue throughout our lives. It was a privilege to be part of it.

I reflect often back to my days in Georgia and GPC with enormous pride. The very fond memories of Georgia, the Georgian people and the GPC staff will forever remain with me.

So, I offer my heartfelt congratulations to the leadership and citizens of Georgia and BP Georgia for all of your achievements and success over the last 20 years. And, let me offer my very best wishes for many more years of success ahead.

Didi madloba!

With deepest respect,

**Bob Moore**

Vice President and Managing Director of GPC 1996 to 1997



## WREF DIGINGS

Congratulations BP Georgia on your 20th Anniversary!

I remember my short time as Country Manager with great fondness. It was a busy time with BTC completing and oil line fill commencing as well as a new Government and ever changing Ministers.

It was also a very busy office with a great team doing its best to deliver projects and build up world class operating capability and supporting functions. I know that BP Georgia has met all these challenges and more since I retired. Well done and keep it up!

May I also send my best wishes for continuing success, good health and happiness to all my former colleagues and friends in BP Georgia.

**Wref Digings**

BP Georgia Country Manager 2004 to 2006



## NEIL DUNN

To all of my Friends and Colleagues in BP Georgia,

Congratulations on 20 years of continuous, safe, reliable operations in Georgia. You have created an outstanding operation with a stellar reputation to match.

It was a privilege and honor to be part of BP Georgia's success and my hope is that I helped the professional growth of the people in this fine organization as much as they helped my growth.

Michele and I will always carry a special place in our hearts for the people of BP Georgia who so deeply touched our lives.

Wishing you all the best and success over the next 20 years.

Gilotsavt!

**Neil Dunn**

BP Georgia Head of Country 2008 to 2014



**Marina Gogaladze,**  
a beekeeper from Sakire village

**Community Development Initiative** bringing benefits to over 300 communities along the pipeline routes in Georgia.



**Archil Abesadze,**  
a farmer from Rustavi



Continuing  
our commitment  
to Georgia.



Together with our business partners, BP has been operating energy transit projects in Georgia for 20 years. While our main priority is safe and reliable oil and gas pipeline operations, we continue to work with government, communities and businesses across Georgia to facilitate economic development and access to energy.

